

Benchmark

TWENTY FIRST EDITION



Australia's premium
regional and rural
property data report

LANDMARK **Harcourts**

Contents

Agricultural Overview.....	2
New South Wales.....	5
Victoria.....	8
Queensland.....	12
South Australia.....	16
Western Australia.....	20
Tasmania.....	23
Northern Territory.....	26
Appendix.....	28
Disclaimers.....	44



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 are continuing to work through challenging conditions, with sales activity and the total value of sales tracking lower over the past twelve months.

Although the Australian dollar is at decade lows, the overall export value of agricultural products has fallen to the lowest level since 2008. Additionally, some rural commodity prices have trended somewhat lower over the twelve months ending August 2019 according to the rural component of the RBA Index of Commodity Prices.

Regional property markets in some locations have been impacted by climatic conditions and weather events, as well as a general tightening in credit availability. We are also seeing some uncertainty emanating from trade tensions between the US and China and the ongoing Brexit situation.

The number of sales across the regional areas of Australia was down 19% over the twelve months ending May 2019.

These numbers are more likely, however, to reflect the significant shortage of property to the market, particularly with regard to large-scale rural properties, rather than a reduction in the value of those properties. Demand is still very evident across the board and extremely strong in some sectors. Despite external factors, most markets remain buoyant where quality property is being submitted to the market.

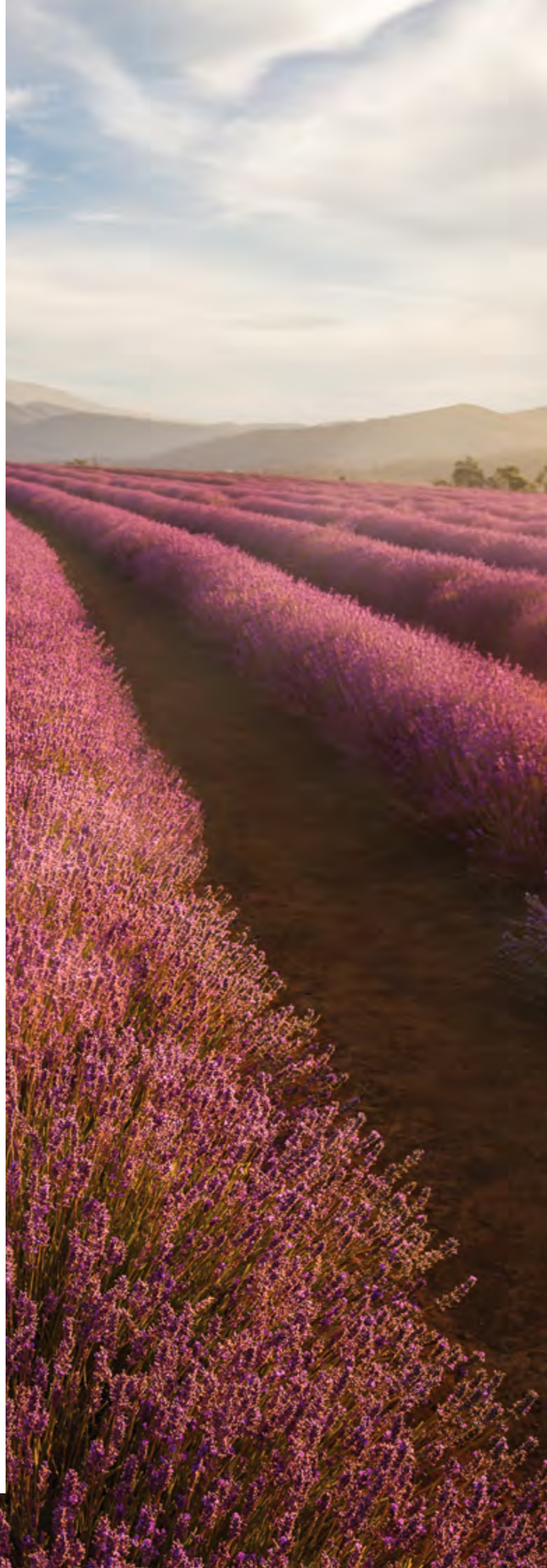
Broadly, regional residential markets have held up relatively well. While regional house transactions numbers were down 14% over the year ending May, values have remained resilient, and improved in some locations.

More recently we have seen interest rates trending lower, further downwards pressure on the Australian dollar and an improvement in credit flows which should help to support favourable conditions in regional property markets over the next six to twelve months.

A handwritten signature in black ink, appearing to read 'Mark Brooke'.

Mark Brooke

General Manager Landmark Harcourts
0419 301 814
mark.brooke@landmarkharcourts.com.au



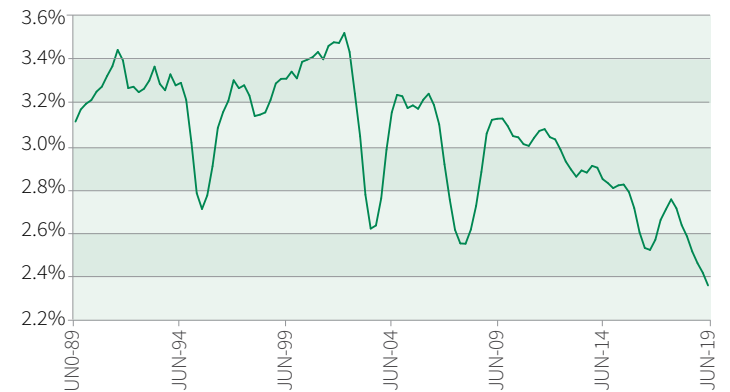
Agricultural Overview

Strength of the Agricultural Market

The value of Australia's agricultural output fell to the lowest level since 2008 over the June quarter of 2019, with the sector contributing a record low 2.4% to Australia's gross domestic product

The agriculture, forestry and fishing sector contributed \$10.6 billion to the national economy over the June quarter of 2019, down 2.1% relative to the March quarter and 8.1% lower relative to the June quarter last year. With the output from the agricultural sector continuing to trend lower, the value of agricultural products is tracking 7.5% below the decade average. Over the quarter the sector comprised 2.3% of Australia's overall economic activity and over the 12 month period, the contribution was a slightly higher 2.4%; both a record low contribution from the sector.

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 up 1.3% over the twelve months ending July 2019

The twelve months ending July 2019 saw \$47.6 billion worth of rural goods exported from Australia, a slight rise (+1.3%) compared with the previous twelve month period. Although the value of rural exports is rising, rural goods as a proportion of total exports has reduced from 14.7% a year ago to 12.6% over the twelve months ending July 2019. The reduction in rural goods as a proportion of total exports can be attributed to the rise in value and quantities of non-rural goods being exported (particularly bulk commodities), with this sector of exports rising from a share of around 70% twenty years ago to 82% over the past twelve months.

Indexes of prices received by farmers ^a

Commodity	2014-15	2015-16	2016-17	2017-18	2018-19 s	2019-20 f
Crops						
Grains and oilseeds						
Barley	175.6	159.0	123.6	154.8	233.4	228.1
Canola	130.6	137.9	145.0	139.8	157.7	160.9
Grain sorghum	178.0	162.3	140.8	184.3	223.1	207.4
Lupins	149.3	185.0	141.4	85.8	140.1	148.6
Oats	183.1	224.0	176.8	162.2	296.1	298.9
Wheat	151.7	140.1	117.1	137.5	185.8	161.9
Total grains and oilseeds	147.0	141.9	122.9	143.6	157.8	160.1
Cotton	103.0	111.7	99.7	121.4	130.1	125.9
Hay	169.6	176.4	179.3	182.4	273.6	150.5
Fruit	170.4	162.0	164.8	167.9	170.7	174.2
Sugar	128.0	117.1	151.9	130.8	96.4	103.5
Vegetables	179.1	172.9	175.8	179.2	182.2	185.9
Total crops	131.7	128.3	121.3	128.5	147.2	140.4
Livestock						
Livestock for slaughter						
Cattle	196.4	252.9	271.8	246.9	243.1	251.3
Lambs	233.4	236.2	264.3	272.7	362.0	379.2
Sheep	337.8	304.1	419.2	420.8	479.1	507.0
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	331.8
Pigs	156.4	181.0	170.7	138.6	122.5	129.8
Poultry	126.2	124.7	120.3	121.6	123.4	124.5
Total livestock for slaughter	192.4	226.9	241.3	227.2	235.6	243.9
Livestock products						
Wool	159.1	186.5	212.5	269.8	304.5	292.1
Milk	161.4	148.2	137.3	154.0	159.2	159.5
Eggs	114.6	112.7	113.7	114.8	115.7	116.9
Total livestock products	155.3	156.2	158.6	185.7	199.4	196.1
Store and breeding stock	210.1	261.1	293.6	277.2	278.1	297.2
Total livestock	177.7	201.4	212.6	213.0	222.6	227.6
Total prices received	152.2	160.9	161.1	165.8	180.7	180.5

^a Total for the group includes commodity prices 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 (Historical data - June 2019)

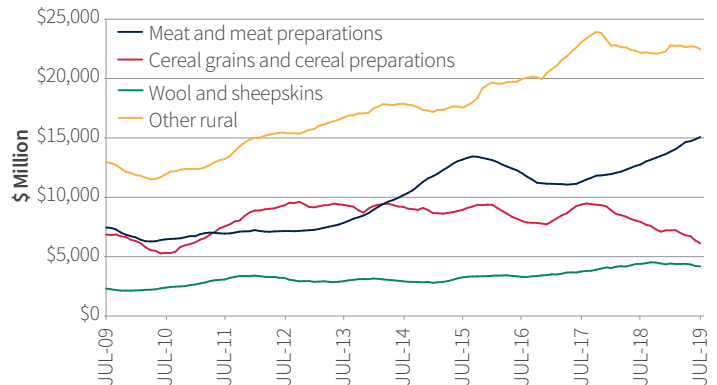
Agricultural Overview

Commodities

An annual rise in the export value of meat products over the past year has been enough to offset the decline in cereals and wool products

The \$47.6 billion worth of rural goods exported over the twelve months ending July 2019 is divided amongst four major categories: meat and meat preparations (31.5% of rural good exports), cereal grains and cereal preparations (12.8%), wool and sheepskins (8.7%), and other rural goods (47.0%). The 'other' category includes commodities such as cotton, butter, cheese and milk powders. The export value of Australian meat products was up 18.1% over the twelve months ending July 2019 and the value of 'other' rural products increased by 1.4%. The gains in the export value of meat products were enough to offset a 22.7% decline in the value of cereals and a 4.9% drop in the export value of wool and sheepskins.

Annual value of rural goods exports



Source: ABS, CoreLogic

Rural commodity price index



Source: RBA, CoreLogic

Rural commodity prices slumped 12.8% over the year ending August 2019

The Reserve Bank's rural commodity price index has been trending lower since reaching a recent high in August 2018. Over the twelve months since that time rural commodity prices are down 12.8%, falling to their lowest level since December 2017 and tracking 5.6% below the decade average. With the Australian dollar under downwards pressure, we could see an improvement in demand for Australian rural commodity exports over the coming quarters.

Gross unit values of farm products ^a

Commodity	unit	2014-15	2015-16	2016-17	2017-18	2018-19 s	2019-20 f
Crops b							
Grains							
Barley	\$/t	280	253	197	246	372	363
Corn (maize)	\$/t	330	326	320	337	266	314
Grain sorghum	\$/t	301	275	238	312	378	351
Oats	\$/t	250	306	242	222	405	408
Rice	\$/t	395	419	313	387	454	452
Triticale	\$/t	256	248	178	235	329	291
Wheat	\$/t	300	277	231	272	367	320
Oilseeds							
Canola	\$/t	503	532	559	539	608	620
Soybeans c	\$/t	588	569	780	447	453	442
Sunflower seed c	\$/t	756	652	1,125	722	814	590
Pulses							
Chickpeas	\$/t	567	784	833	651	1,082	888
Field peas	\$/t	413	449	328	296	559	466
Lupins	\$/t	292	362	277	168	274	291
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	39.6	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	481	473	489
Lambs	c/kg	474	480	537	554	735	770
Pigs	c/kg	310	358	338	274	243	257
Poultry	c/kg	226	223	215	218	221	223
Livestock products							
Wool	c/kg	626	734	836	1,062	1,198	1,149
Milk	c/L	48.2	44.2	41.0	46.0	47.5	47.6
Eggs	c/ dozen	229	238	238	230	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 (Historical data - June 2019)

Agricultural Overview

Exports

Australian dollar exchange rate with the US



Source: RBA, CoreLogic

The Australian dollar is under renewed downwards pressure, holding below US\$0.73 throughout 2019 and dipping below US\$0.68 for the first time since 2009

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 August 2019, the Australian dollar was trading at US\$0.67; 7.5% lower than a year prior and down by 39% from the highs of 2011. Recent exchange rate forecasts from Westpac’s economic team indicate the Australian dollar is likely to remain around US\$0.67 through the second half of 2019 before falling to US\$0.66 over the second half of 2020. A lower exchange rate would provide additional stimulus for export reliant industries such as the agricultural sector. With the financial markets still pricing at least one more 25 basis point cut to the cash rate, we could see some further downwards pressure on the exchange rate which would be positive for the export sector.

China tops the list for the largest agricultural export market

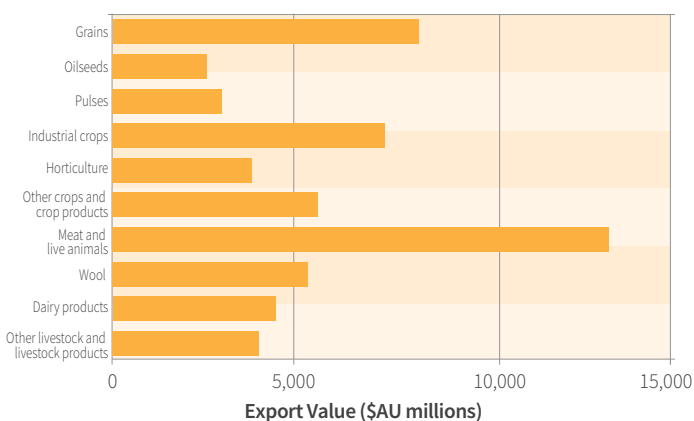
Data from ABARES shows agricultural exports to China topped \$11.8 billion over the 2017/18 financial year; an increase of 16.5% over the 2016/17 financial year. Japan comprised the second largest export market at \$4.9 billion, followed by the United States (\$3.9 billion) and the European Union (\$3.3 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 44% 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 48,803 regional house and rural property sales over the twelve months ending May 2019, with a gross sales value of \$25.9 billion. The volume of sales was 22.7% lower relative to the prior twelve month period, with rural property sales down a larger 38% compared with a 17% drop in regional house sales over the year.

Residential house sales comprised the majority of sales across the regional areas of the state, comprising 78% of the market over the twelve month period. The majority of rural sales across regional NSW were situated on less than 40 hectares, with these properties accounting for 11% of all regional sales.

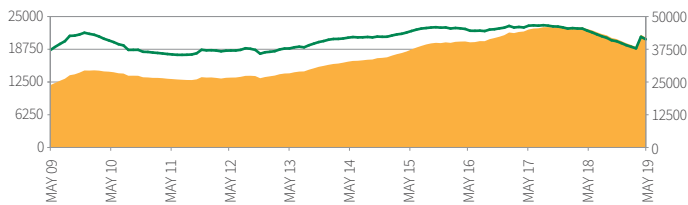
However, from a value perspective, properties on larger land areas comprise a more significant share of the market, reflecting the higher price tag associated with larger parcels of land. Properties on 100 hectares or more comprised only 0.3% of the volume of sales, but 2.6% of the value.

Across the sub-regions of the state, the Capital Region saw the largest number of rural property sales, with 1,537 sales over the twelve months ending May 2019, accounting for 14% of the market. The Central West was close behind with 1,504 rural sales. Each of the sub-regions of the state has seen a material decline in both residential and rural sales activity, with the rural sectors of Newcastle and Lake Macquarie, as well as the Southern Highlands and Shoalhaven recording a drop in activity in excess of 50%.

Price Trends

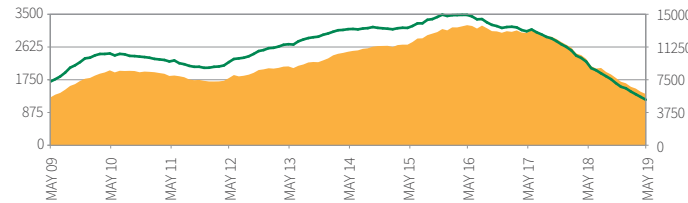
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



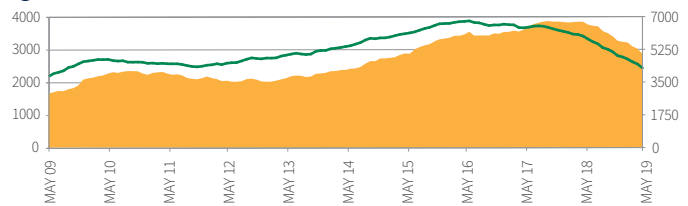
	2019	2018
#	37,842	45,414
\$	\$457,500	\$450,000
	▲ 1.7%	▲ 4.7%

Agriculture/Rural Less than 40 Ha



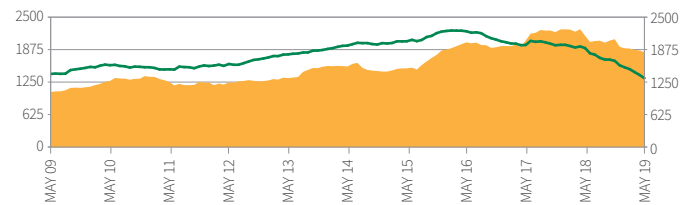
	2019	2018
#	5,216	9,580
\$	\$175,000	\$180,000
	▼ -2.8%	▼ -4.8%

Agriculture/Rural 40 Ha to 100 Ha



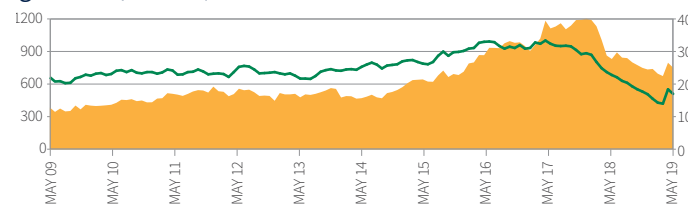
	2019	2018
#	4,279	5,993
\$	\$490,000	\$445,000
	▲ 10.1%	▲ 7.2%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	1,326	1,906
\$	\$813,000	\$720,000
	▲ 12.9%	▲ 10.8%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	140	249
\$	\$2,420,000	\$2,145,120
	▲ 12.8%	▲ 32.8%

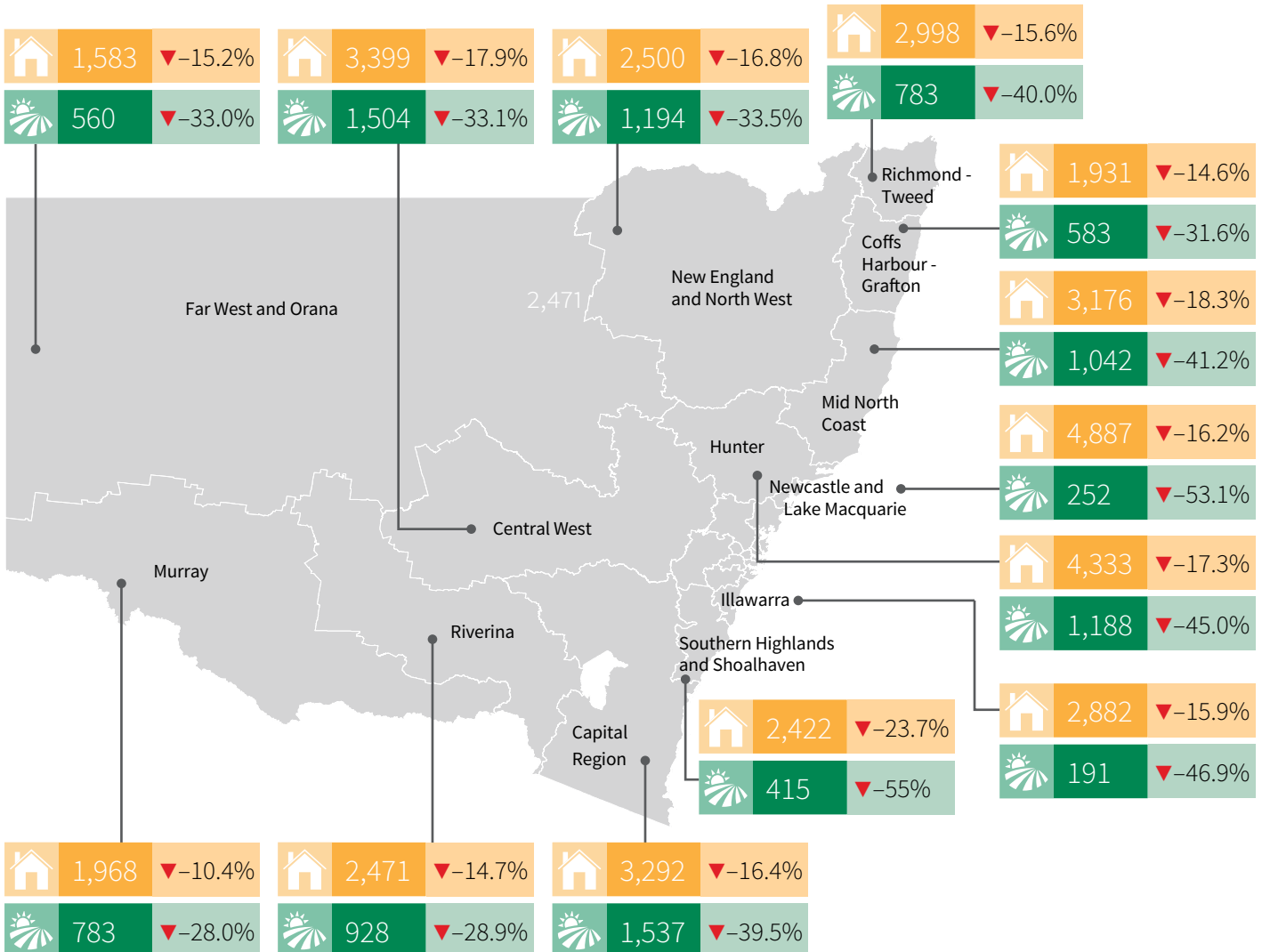
Left axis: Total value of sales (millions) Right axis: Number of sales

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	3,292	\$474,500	\$1,644,973,262	644	\$190,000	\$149,814,641	760	\$500,000	\$461,045,524
Central West	3,399	\$355,000	\$1,266,732,108	655	\$150,000	\$112,456,154	593	\$440,000	\$329,796,685
Coffs Harbour - Grafton	1,931	\$475,000	\$969,897,712	254	\$220,000	\$65,621,911	279	\$439,000	\$163,331,683
Far West and Orana	1,583	\$230,000	\$393,400,422	188	\$42,575	\$33,438,790	170	\$360,000	\$70,569,374
Hunter Valley exc Newcastle	4,333	\$445,000	\$2,120,560,299	718	\$200,000	\$174,554,399	391	\$620,000	\$321,418,617
Illawarra	2,882	\$700,000	\$2,188,288,290	166	\$396,000	\$104,911,168	23	\$970,000	\$55,929,500
Mid North Coast	3,176	\$460,000	\$1,549,145,132	460	\$200,000	\$113,164,401	531	\$500,000	\$291,968,932
Murray	1,968	\$277,000	\$619,410,463	438	\$137,000	\$76,335,648	190	\$350,000	\$93,503,921
New England and North West	2,500	\$285,000	\$767,820,932	515	\$90,000	\$147,744,817	400	\$378,480	\$166,139,060
Newcastle and Lake Macquarie	4,887	\$590,000	\$3,171,499,259	222	\$337,000	\$123,388,734	29	\$1,081,000	\$58,266,416
Richmond - Tweed	2,998	\$575,000	\$1,996,947,050	263	\$350,000	\$111,353,044	474	\$647,958	\$439,288,162
Riverina	2,471	\$304,000	\$820,202,700	431	\$105,000	\$64,595,933	291	\$400,000	\$140,767,217
Southern Highlands and Shoalhaven	2,422	\$598,500	\$1,679,316,452	262	\$300,000	\$92,560,780	148	\$1,227,500	\$286,156,604

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	131	\$625,000	\$128,130,632	2		\$1,217,500
Central West	242	\$800,000	\$388,990,198	14	\$1,687,040	\$34,682,100
Coffs Harbour - Grafton	49	\$505,000	\$44,067,329	1		\$1,810,000
Far West and Orana	146	\$667,500	\$179,134,361	56	\$1,940,000	\$250,151,641
Hunter Valley exc Newcastle	75	\$782,500	\$90,619,671	4		\$8,219,700
Illawarra	2		\$420,000	0		\$0
Mid North Coast	51	\$500,000	\$35,034,216	0		\$0
Murray	142	\$940,000	\$202,297,335	13	\$2,640,000	\$80,513,455
New England and North West	243	\$890,000	\$379,940,106	36	\$3,325,000	\$199,882,464
Newcastle and Lake Macquarie	1		\$540,000	0		\$0
Richmond - Tweed	47	\$530,000	\$36,359,851	0		\$0
Riverina	192	\$1,186,047	\$318,555,787	14	\$3,845,800	\$97,827,315
Southern Highlands and Shoalhaven	5		\$21,050,000	0		\$0

Data covers sales for the 12 months to May 2019.

NSW:

\$25.9b

Total value of property sold

22.5%

Sales were rural/agricultural

48,803

Houses and rural/agricultural property sales

Gavin Beard



Gavin is an experienced licensed real estate and stock and station agent with approximately 25 years of experience in rural property sales and livestock marketing. He is a director of the Scone and Merriwa franchise and has a broad understanding of rural property throughout the Hunter Valley and the North West. Gavin is recognised throughout the industry for consistently getting results selling in excess of \$350 million in rural property sales during the past 17 years as the Rural Property Sales Specialist at Landmark.

“The market enquiry has remained very strong through recent times with the sales of quality properties achieving new heights. There appears to be solid confidence in Australian agriculture with the low cost of money and relatively high commodity pricing across board,” Gavin says. “Not only are the larger rural holdings demanding the interest, the smaller lifestyle type properties are also enjoying strong demand as the population continues to expand out of the large cities into the more regional areas of Australia.”

Landmark Harcourts Score

‘Summerhill Aggregation’, Summerhill Road, Cassilis, NSW 2329

**For Sale by Negotiation
\$11,500,000 - \$12,000,000**

“Summerhill” offers an excellent balance of country for the sheep/ cattle producer and fatterer and is extremely well watered with quality fast responding soils. Located approx. 30km south-west of Cassilis, 70km from Mudgee on the Summerhill Road. The land ranges from soft open arable terrain to highly productive heavy basalt grazing land with a small portion of timbered sandstone ridges and outcrops surrounding the Munmurra River’s edge. The property is subdivided into approx. 38 main paddocks. The fencing is predominantly in very good to excellent stock proof condition and has been designed and constructed for the main purpose of cattle breeding. Owner represents approx. 1000- 1200 grown cattle on a year in year out basis under current management.

Improvements:

- Main House - 8 bedrooms, 1 bathroom and is an older style home in fair condition
- Other accommodation includes a well maintained 3 bedroom, 3 bathroom farm house located in a separate location on the property
- Other improvements include 2 sets of cattle handling yards with vet crush and all-weather loading facilities
- A 5 stand shearing shed with old sheep yard (unequipped)
- 7 grain storage silos
- Large machinery storage shed with full workshop
- Chemical storage shed, 2 x large hay sheds, along with numerous other farm buildings

Land area 3,236 Ha (8,000 Ac)

Property Type Rural Land



P 0438 452 810 E gbeard@wlt.net.au

Landmark Harcourts Score 88 Kelly Street, Scone, NSW 2337

Victoria

Regional Victoria recorded 34,876 house and rural property sales over the twelve months ending May 2019, approximately 10,000 or 22.3% fewer sales relative to the prior twelve month period. The gross value of regional house and rural property sales was slightly short of \$14 billion over the year, with the overall value of sales contracting by 18.4% year on year.

Rural property sales comprised 28% of the regional market volume over the twelve month period and 26% of the value. The rural sector has recorded weaker levels of activity relative to residential housing, with the volume of sales declining 32% year on year compared with an 18% reduction in house sales.

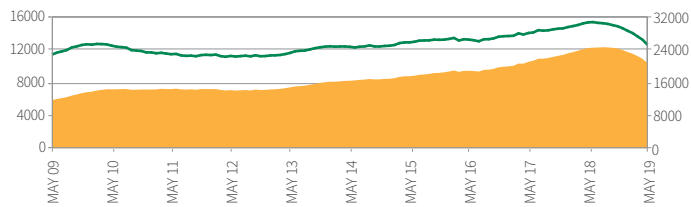
The largest sub-region for rural property sales over the twelve months ending May was the Latrobe-Gippsland area, where there were 2,353 rural property sales comprising almost a quarter (24%) of all rural sales across the regional areas of the state. Sales activity was 36% lower across the Latrobe-Gippsland region over the year.

Although the number of sales has seen a substantial fall over the year, median prices across most of the sub-markets have risen. The median price of residential sales was 3.1% higher over the year, while rural properties on 40-100 hectares recorded a median price rise of 4.9% and properties on 100-1,000 hectares saw a rise of 11.0% in the median.

Price Trends

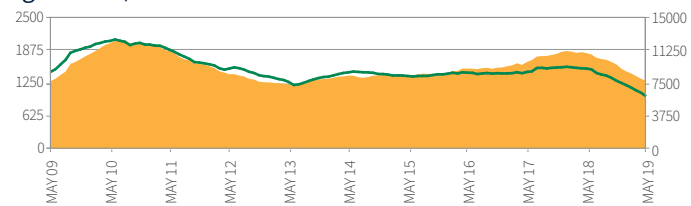
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



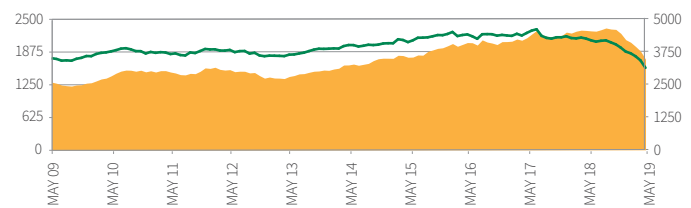
	2019	2018
#	25,248	30,714
\$	\$365,000	\$354,000
	▲ 3.1%	▲ 7.3%

Agriculture/Rural Less than 40 Ha



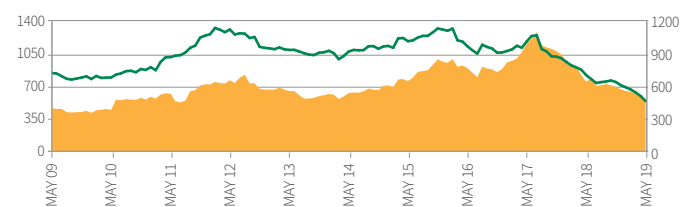
	2019	2018
#	5,992	9,167
\$	\$149,000	\$155,000
	▼ -3.9%	▲ 4.0%

Agriculture/Rural 40 Ha to 100 Ha



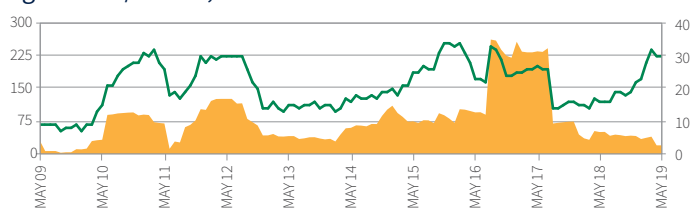
	2019	2018
#	3,138	4,260
\$	\$430,000	\$410,000
	▲ 4.9%	▲ 9.5%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	468	707
\$	\$720,075	\$648,750
	▲ 11.0%	▼ -2.5%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	30	16
\$	\$584,353	\$1,375,000
	▼ -57.5%	▼ -40.0%

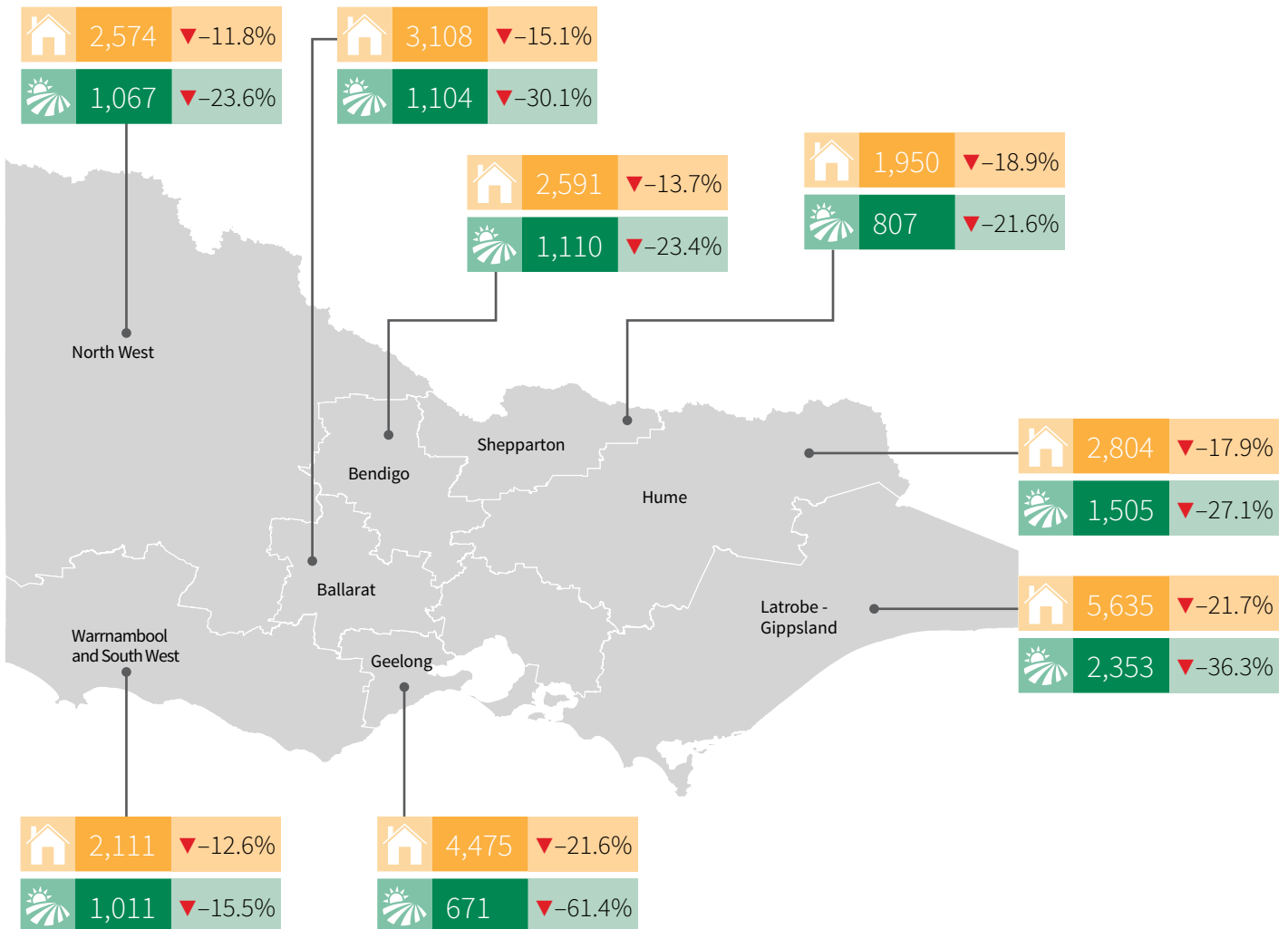
Left axis: Total value of sales (millions) Right axis: Number of sales

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	3,108	\$375,000	\$1,309,368,839	673	\$150,000	\$162,297,525	404	\$405,000	\$207,297,627
Bendigo	2,591	\$372,000	\$1,070,541,943	704	\$155,000	\$141,964,675	370	\$368,800	\$165,642,827
Geelong	4,475	\$561,000	\$2,854,999,880	545	\$345,000	\$248,707,532	120	\$950,000	\$151,199,833
Hume	2,804	\$350,000	\$1,085,461,484	844	\$153,700	\$176,938,445	575	\$495,000	\$342,813,821
Latrobe – Gippsland	5,635	\$342,000	\$2,103,304,530	1,727	\$138,000	\$308,569,138	582	\$540,000	\$370,985,799
North West	2,574	\$225,000	\$629,548,910	521	\$95,000	\$75,916,083	364	\$264,500	\$130,796,122
Shepparton	1,950	\$294,000	\$632,699,485	438	\$134,000	\$84,992,539	330	\$352,560	\$147,030,535
Warrnambool and South West	2,111	\$305,000	\$702,845,393	540	\$135,000	\$92,488,758	393	\$469,200	\$224,409,995

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	24	\$962,500	\$30,767,540	3		\$1,288,250
Bendigo	32	\$500,000	\$36,138,443	4		\$1,047,500
Geelong	6		\$9,029,400	0		\$0
Hume	79	\$704,000	\$77,217,025	7		\$6,416,761
Latrobe – Gippsland	41	\$580,000	\$51,760,239	3		\$2,620,000
North West	172	\$666,000	\$200,777,538	10	\$502,023	\$7,251,761
Shepparton	38	\$432,500	\$47,972,915	1		\$400,000
Warrambool and South West	76	\$1,047,125	\$105,271,168	2		\$685,000

Data covers sales for the 12 months to May 2019.

VIC:

\$14.0b

Total value of property sold

27.6%

Sales were rural/agricultural

34,876

Houses and rural/agricultural property sales

Belinda Hocking



Belinda Hocking has over 20 years' experience in the real estate industry. After several years selling real estate in Bendigo and then Melbourne, Belinda returned to the country lifestyle where she grew up in Alexandra. Belinda took over management of the Landmark real estate business and over the past 14 years has grown the business to be a market leader, currently her team manages over 180 rental properties.

Belinda is now the business owner of Landmark Harcourts Alexandra specialising in rural, residential, sub divisions and lifestyle hobby farms. She is known for providing clients with an outstanding high level of customer service and professional advice. Past significant sales include 4270 Maroonah Hwy, Acheron 'Acheron Ridge', 'Leatham Estate' new subdivision of residential lots and 1770 skyline road, Alexandra 'briers gully' designer home on acreage.

With a plethora of achievements, Belinda has recently received Top Residential Sales Consultant and No. 6 National Landmark Harcourts Sales Consultant at the 2018/19 International Awards. This most recent quarter she achieved No. 4 National Sales Consultant. Belinda noted that the district is showing excellent growth with new developments heading into Spring.

Landmark Harcourts Alexandra

911 Whanregarwen Road, Alexandra, VIC 3714

For Sale by Auction

As you meander up the sweeping drive you'll be engulfed by the magnificent views over the Goulburn River valley and surrounding mountain ranges. Nestled on 91 Acres 36.88Ha of undulating grazing hill country is this modern contemporary homestead refurbished in recent years by Award winning builder Hedger Constructions. Designed with the home entertainer in mind with room for all the family and friends the homestead offers 4 bedrooms, 3 bathrooms and powder room, huge home office/utility room, double carport and triple car garage.

Outdoors you'll enjoy under cover entertaining on the large split-level deck framed by delightful gardens, a well-established veggie garden and outdoor office/gardening shed.

The "Man Cave", purpose-built workshop complex ideal for the hobby enthusiast offers 3 bays with roller doors, workshop, dedicated tool storage room and air-conditioned office with full kitchen facilities.

Over 100,000 litres of water storage with gravity feed system backed by Grundfos pump. With the Scrubby Creek (seasonal) running through the property the grazing land is a mixture of rich alluvial creek flats and hill country that has been regularly limed and fertilized. There are also 2 dams (one spring fed).

Land area	36.8 Ha (91 Ac)
Property Type	Acreage, Semi Rural, House



P 0418 115 574 E belinda.hocking@landmark.com.au

Landmark Harcourts Alexandra 56 Grant Street, Alexandra VIC 3714



Queensland

The regional market of Queensland recorded 26,450 sales over the twelve months ending May 2019, with residential house sales comprising three quarters of activity over the year. Market activity was down 13.5% year on year, with larger falls (-24%) recorded across the rural property sector, while regional house sales were down 9.2% over the year.

Rural property sales comprise a larger share of the market when viewed from a value perspective. The gross value of regional sales over the twelve months to May 2019 totalled \$9.8 billion, with rural properties comprising almost one third of the value (\$3.1 billion or 32%).

Although the number of regional sales was down 13.5%, the overall value of sales has been more resilient, tracking 10.4% lower over the year,

with the value of rural property sales down 14.4% compared with a 24% drop in sales activity.

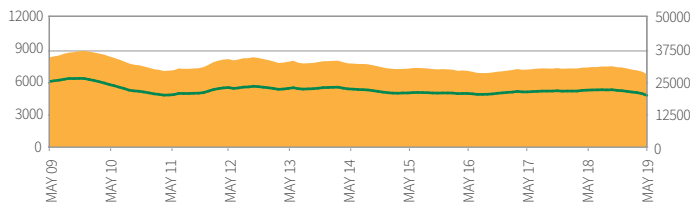
The Wide Bay sub-region accounted for the largest number of rural sales over the year, with 2,207 properties settled, accounting for almost one third (32.7%) of all rural property sales. Darling Downs-Maranoa was the second largest market, with 1,039 rural property sales.

Median prices have returned a mixed bag compared with a year ago. The median sale price held reasonably steady across the residential sector over the year, up 0.3%, while the median for rural property sales on 40-100 hectares of land were unchanged and rural properties on 100-1,000 hectares of land record an 18.2% rise in the median, from \$550,000 a year ago to \$650,000 in May 2019.

Price Trends

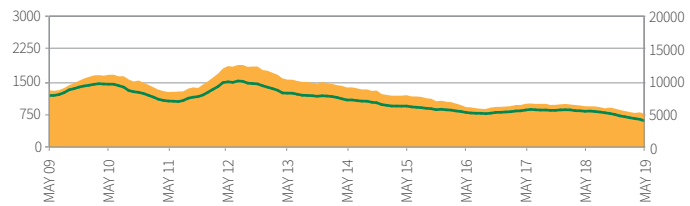
Gross value of sales rolling 12 months

Residential houses (Less than 4 Ha)



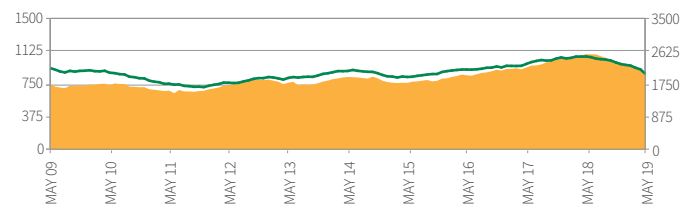
	2019	2018
#	19,710	21,711
\$	\$316,000	\$315,000
%	▲ 0.3%	▼ -0.9%

Agriculture/Rural Less than 40 Ha



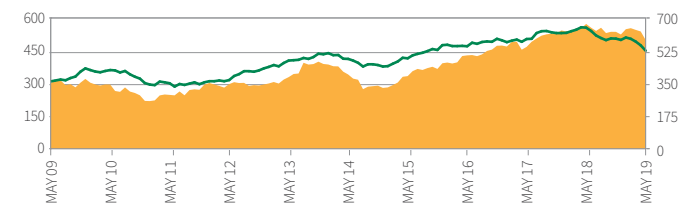
	2019	2018
#	3,966	5,442
\$	\$150,000	\$154,000
%	▼ -2.6%	▲ 2.7%

Agriculture/Rural 40 Ha to 100 Ha



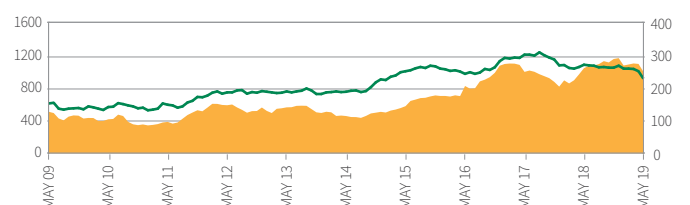
	2019	2018
#	2,017	2,485
\$	\$360,000	\$360,000
%	0.0%	▲ 5.9%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	528	652
\$	\$650,000	\$550,000
%	▲ 18.2%	▼ -1.8%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	229	272
\$	\$2,300,000	\$2,400,000
%	▼ -4.2%	▲ 14.3%

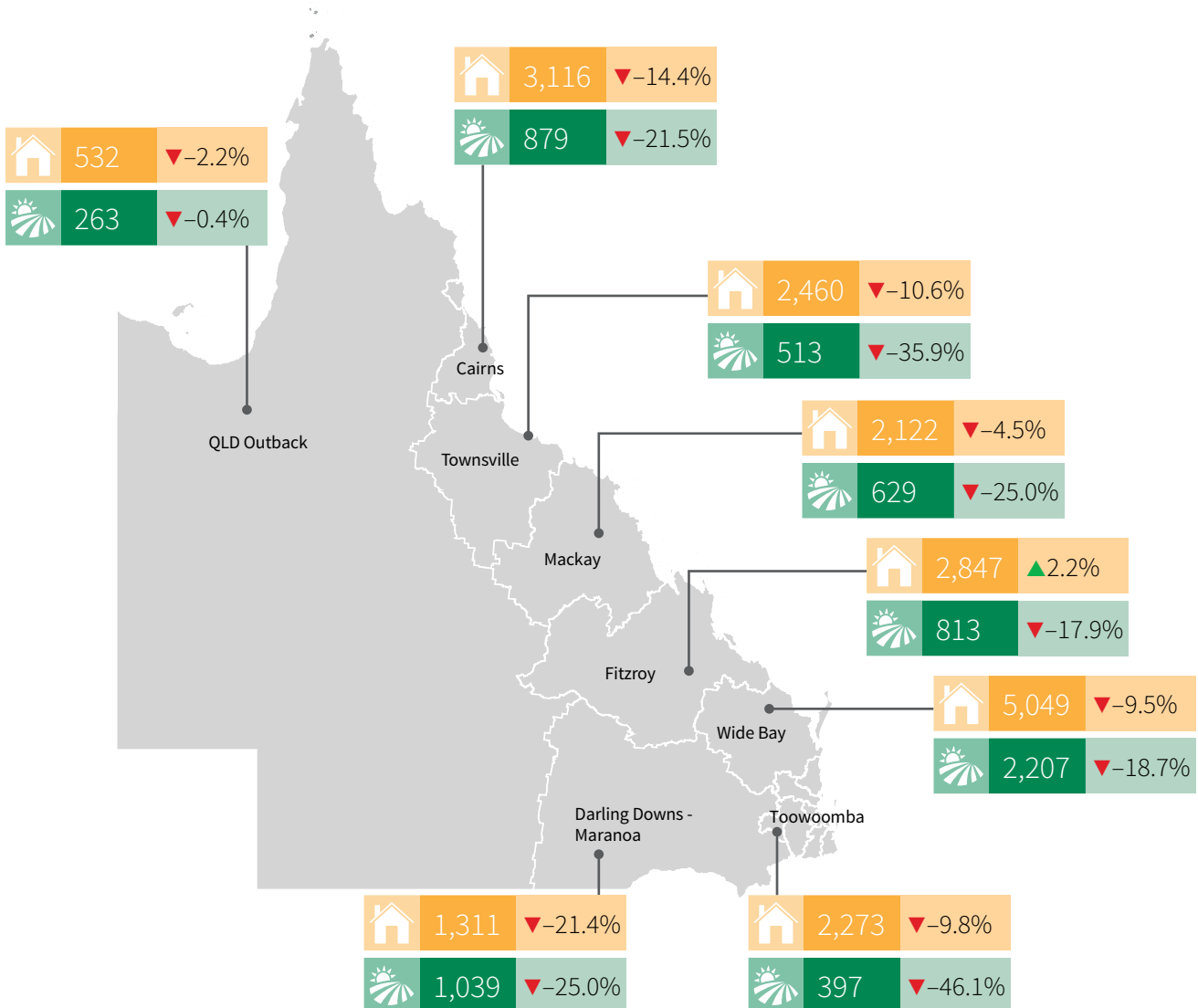
■ Left axis: Total value of sales (millions) ■ Right axis: Number of sales

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	3,116	\$385,000	\$1,282,272,122	652	\$195,500	\$139,209,646	202	\$450,000	\$120,645,020
Darling Downs – Maranoa	1,311	\$230,000	\$360,638,055	295	\$78,500	\$37,714,554	478	\$267,500	\$158,433,238
Fitzroy	2,847	\$272,000	\$842,116,734	417	\$165,900	\$103,422,717	294	\$357,500	\$114,144,730
Mackay	2,122	\$330,000	\$725,376,235	427	\$165,000	\$89,884,921	135	\$500,000	\$71,825,019
Queensland – Outback	532	\$178,000	\$110,005,980	97	\$24,750	\$45,196,957	62	\$330,000	\$28,586,196
Toowoomba	2,273	\$378,000	\$947,347,946	309	\$186,000	\$68,380,450	85	\$500,000	\$52,868,699
Townsville	2,460	\$305,500	\$802,674,552	370	\$158,740	\$70,106,903	108	\$401,875	\$52,360,576
Wide Bay	5,049	\$300,000	\$1,601,029,478	1,399	\$135,000	\$202,359,483	653	\$352,000	\$260,086,764

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	23	\$700,000	\$19,055,678	2		\$6,300,000
Darling Downs – Maranoa	202	\$651,000	\$184,922,476	64	\$2,125,000	\$238,346,487
Fitzroy	71	\$700,683	\$73,997,259	31	\$3,100,000	\$180,485,197
Mackay	55	\$715,000	\$56,291,922	12	\$7,674,697	\$127,617,531
Queensland – Outback	11	\$490,000	\$8,227,042	93	\$2,200,000	\$348,540,102
Toowoomba	3		\$2,420,000			
Townsville	24	\$986,238	\$42,960,891	11	\$3,300,000	\$70,513,635
Wide Bay	139	\$553,000	\$113,827,829	16	\$1,675,000	\$29,377,602

Data covers sales for the 12 months to May 2019.

QLD:

\$9.8b
Total value of property sold

25.5%
Sales were rural/agricultural

26,450
Houses and rural/agricultural property sales

Nathan Henderson

Landmark Harcourts Ingham



Nathan has operated in the Herbert River district since 2004 in agency practice and property development. Time in Kununurra and Cloncurry was spent operating Caravan parks and prior to this was family dairy and mixed cropping in NW Tasmania. With a strong interest in Tourism and Rural properties they are consistently focused on finding ways to help their clients, mostly long – term family businesses. These transactions are significant for buyers and sellers alike.

“The demand for quality sugar land is strong from savvy buyers despite the low sugar price environment,” says Nathan. “Quality grazing land is highly sought however supply is low. We believe that there is room for converting marginal cane land into grazing for those with the interest and capacity. Many areas locally have good groundwater for fodder production. Motel and Caravan park demand, especially for passive investments, is very strong with some buyers prepared to accept lower yields for secure properties.”

99 Pattis Road, Helens Hill, QLD 4850

Offers over \$700,000

Located in a private location at Helens Hill, this 64.75ha property has 53.22ha under cane and is fenced on two sides with a creek and waterhole on the third and cane land on the eastern boundary.

Infrastructure includes an unused house that has some scope for renovation. The farm is laid out with long drills in most areas. Production history available upon request.

This block could suit conversion to cattle being well located with water and existing fencing.

Land area	64 Ha (158 Ac)
Property Type	Rural land, Cropping



P 0417 840 038 E nathan.henderson@landmarkharcourts.com.au

Landmark Harcourts Ingham 27 Palm Terrace, Ingham, QLD 4850



Be the first to know when our finest rural & regional properties hit the market.

Don't miss a thing. Subscribe to our Propertymark email newsletter, and you'll receive a selection of our best listings in your inbox each month.

landmarkharcourts.com.au/propertymark

LANDMARK
Harcourts

South Australia

There were 8,853 residential and rural property sales across regional South Australia over the twelve months ending May 2019, down 3.7% relative to the prior twelve month period. The number of rural sales was down 4.8% over the year while residential house sales were 3.0% lower.

In value terms, regional property sales totalled \$3.0 billion over the year, with rural property sales comprising \$1.4 billion or 46% of the overall value of sales. Although the number of rural property sales slipped 4.8% lower over the year, the value of sales actually showed a subtle rise, up 0.2% year on year, while the value of regional residential sales was down 0.9% over the same period.

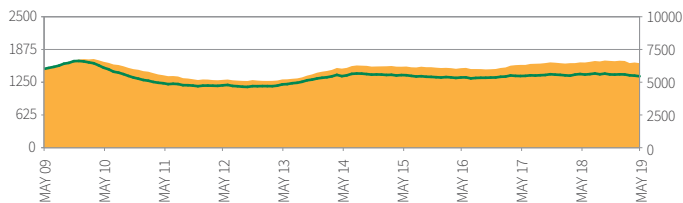
Sales activity was down across each of the rural sub-regions, with the South East sub-region recording the largest drop in sales, down 6.0% over the year, while Outback rural sales were 3.3% lower and rural sales across the Barossa – Yorke - Mid-North were down 3.1%. The fall in residential sales was confined to the South East of the state where there was a 6.0% drop.

Median prices were generally higher over the year, despite the fall in activity. The median price of residential house sales was 3.6% higher, rising from \$263,000 a year ago to \$272,500 in May 2019. Each of the rural property categories by land area recorded a lift in the median selling price.

Price Trends

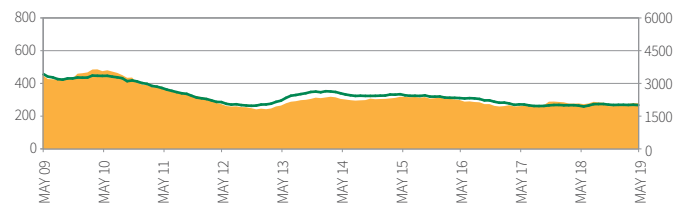
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



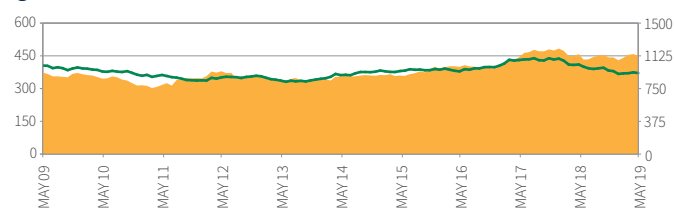
	2019	2018
#	5,456	5,625
\$	\$272,500	\$263,000
	▲ 3.6%	▼ -0.8%

Agriculture/Rural Less than 40 Ha



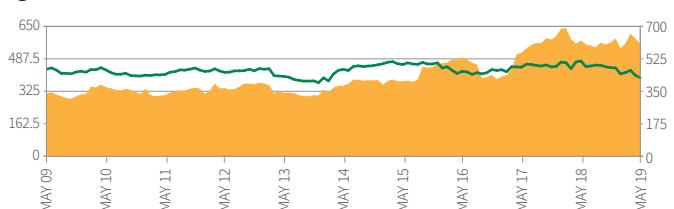
	2019	2018
#	2,006	1,982
\$	\$115,000	\$110,000
	▲ 4.5%	▲ 10.0%

Agriculture/Rural 40 Ha to 100 Ha



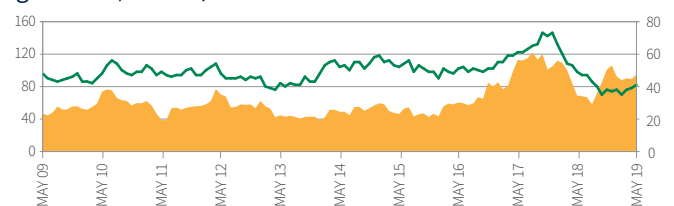
	2019	2018
#	928	1,026
\$	\$362,000	\$350,000
	▲ 3.4%	▲ 7.7%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	422	512
\$	\$800,000	\$742,500
	▲ 7.7%	▲ 28.0%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	41	49
\$	\$1,162,440	\$740,000
	▲ 57.1%	▼ -28.4%

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	1,723	\$257,000	\$470,740,640	636	\$106,500	\$86,881,369	259	\$420,000	\$151,455,879
South Australia – Outback	736	\$230,000	\$182,366,738	233	\$90,000	\$27,789,481	63	\$210,000	\$16,388,240
South Australia – South East	2,997	\$290,000	\$960,252,161	1,137	\$125,000	\$164,224,726	606	\$354,000	\$282,784,868

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	129	\$820,000	\$177,708,236	2		\$830,000
South Australia – Outback	72	\$600,000	\$63,429,895	19	\$600,000	\$18,969,565
South Australia – South East	221	\$840,000	\$319,844,039	20	\$2,600,000	\$74,725,759

Data covers sales for the 12 months to May 2019.

SA:

\$3.0b

Total value of property sold

38.4%

Sales were rural/agricultural

8,853

Houses and rural/agricultural property sales

Troy Goldsworthy



Troy was born and bred on Yorke Peninsula and has 4.5 years in the industry, specialising in rural sales and lease, as well as residential property sales. Troy is known for providing clients with an outstanding high level of customer service and honest, professional advice. His past significant sales include a 1,483 ha (3664 ac) mixed farming property at Pine Point in 2018. Over 140 people attended the Auction with 5 of 6 lots selling under the hammer and the 6th selling immediately after. Total sales were just under \$16m. Troy has achieved numerous awards this year including Silver Sales Status recognising outstanding individual performance.

“The rural property market on Yorke Peninsula continues to thrive with very strong prices as the demand for land both for sale and lease far outweighs the supply,” says Troy. “On the flip side, the residential property market is currently a bit subdued due to oversupply, making it a challenging and price sensitive market.”

Landmark Harcourts Minlaton

A2 Micky Flat Road, Curramulka, SA 5580

For Sale by Auction

For sale by Auction, this fertile farming land located in an extremely tightly held area where opportunities are few and far between this well – maintained property. Posing as an ideal and extremely valuable addition to any existing farming operation. It is located 7km from Curramulka, enjoying reliable rainfall of approx. 408mm p.a. The total area being offered is 178.3ha (440.6ac), currently in 3 paddocks with approximately 173.06ha (427.6 acres) being cropped.

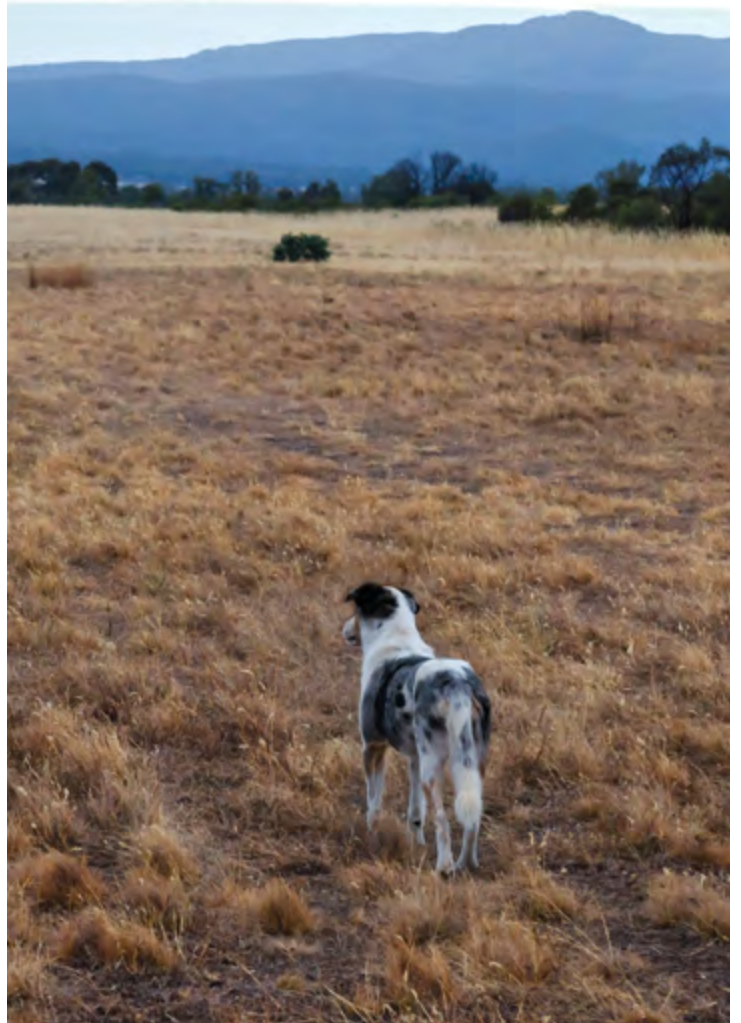
Potential buyers will find the easy working, Grey-Red Loam cropping soils in very good health and capable of producing excellent yields. A variety of cereal and legume crops have been grown on the property in the preceding years holding the land in good stead moving forward. Auction: Friday 18th October 2pm, Curramulka Community Club (USP).

Land area	178.3 Ha (440.5 Ac)
Property Type	Broadacre Farming



P 0488 128 801 E troy.goldsworthy@landmarkharcourts.com.au

Landmark Harcourts Minlaton 1 Maitland Road, Minlaton, SA 5575



Western Australia

The regional area of Western Australia recorded 9,299 sales of residential house and rural properties over the twelve months ending May 2019. Activity contracted by 9.8% year on year, with a larger 17.1% drop in rural property sales compared with a 5.4% reduction in residential house sales.

The reduction in value wasn't as severe, with the gross value of sales falling 7.3% year on year. The gross value of rural property sales, which comprised 47% regional sales value, was down a much smaller 4.9% reflecting firmer prices relative to the residential sector where the overall value of sales was down 9.3% over the year.

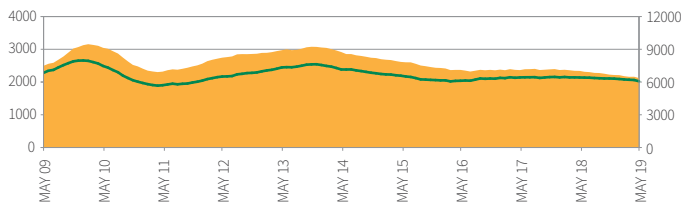
The median price of residential sales moved lower, from \$328,000 in 2018 to \$320,000 in 2019, down 2.4% over the year. Although the median price trended lower, the result was an improvement from the prior year when the median price was 3.5% lower. Across the rural property market, median price indicators also showed a subtle reduction, apart from the 100 to 1,000 hectare sector where the median price jumped 16.1% along with a pick-up in sales activity.

Each of the broad sub-regions recorded a drop in sales activity, with a larger reduction across the Bunbury rural sector where sales were 24.8% lower over the year. Rural sales in this area were skewed towards properties with a land area less than 40 hectares, which comprised 72% of all rural sales across the sub-region.

Price Trends

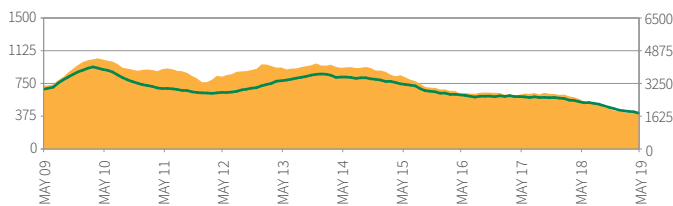
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



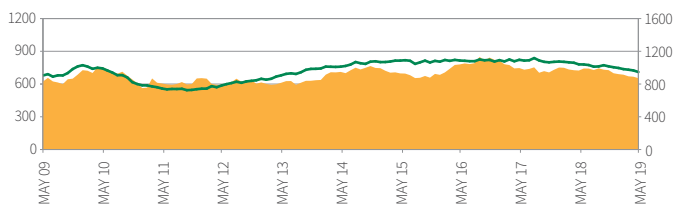
	2019	2018
#	6,071	6,415
\$	\$320,000	\$328,000
	▼ -2.4%	▼ -3.5%

Agriculture/Rural Less than 40 Ha



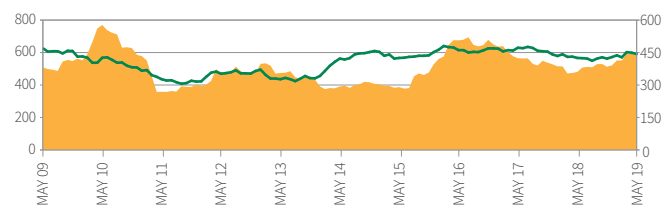
	2019	2018
#	1,774	2,342
\$	\$165,000	\$169,000
	▼ -2.4%	▼ -2.6%

Agriculture/Rural 40 Ha to 100 Ha



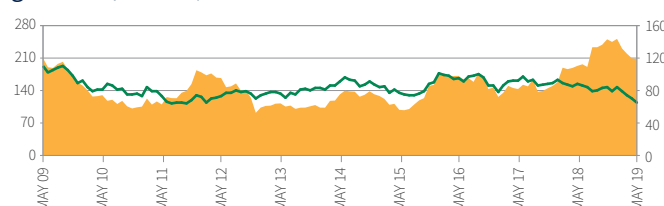
	2019	2018
#	947	1,040
\$	\$470,000	\$480,000
	▼ -2.1%	▲ 6.7%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	442	424
\$	\$900,000	\$774,931
	▲ 16.1%	▲ 3.3%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	65	88
\$	\$1,700,000	\$1,727,025
	▼ -1.6%	▲ 33.9%

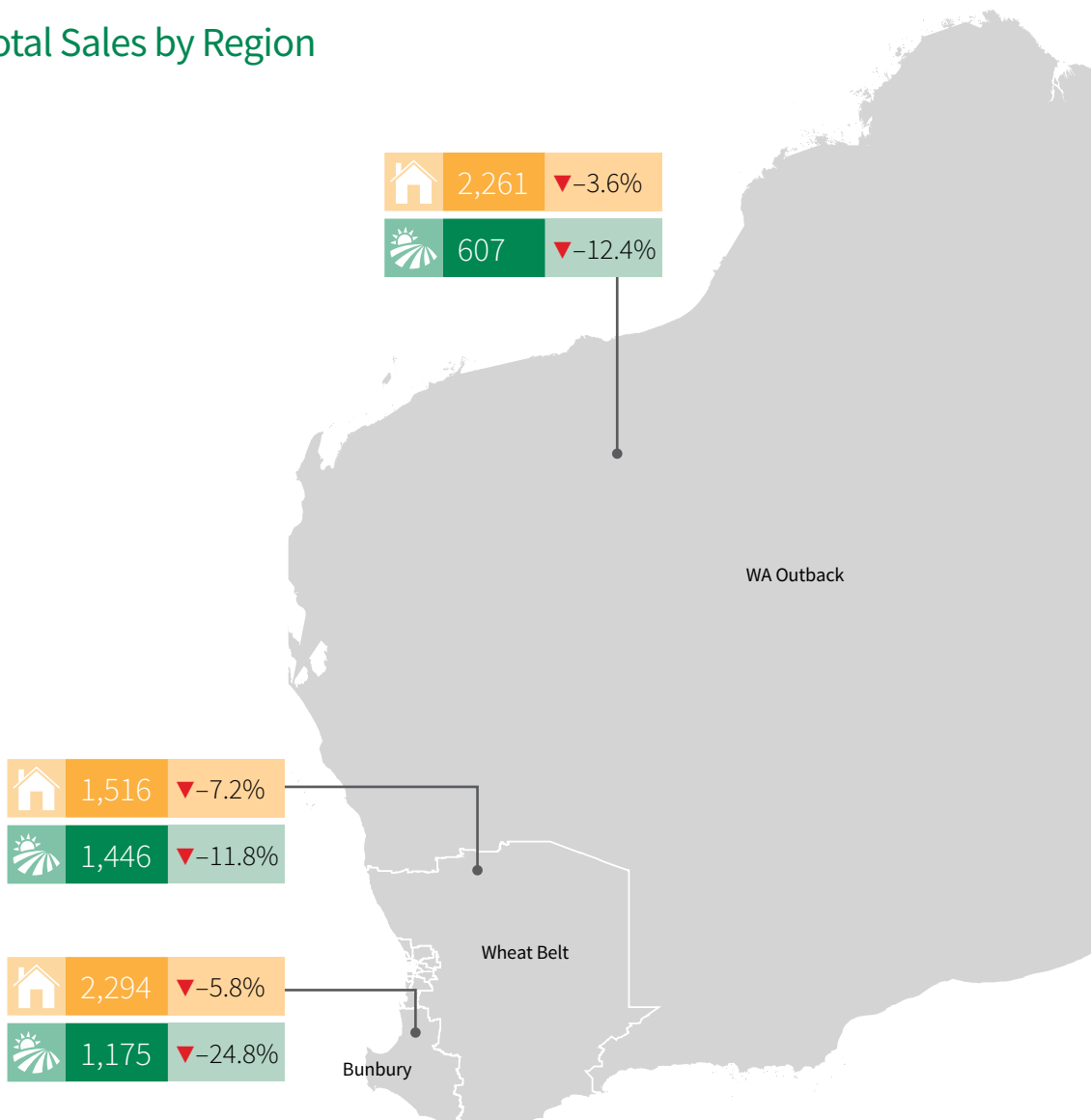
Left axis: Total value of sales (millions) Right axis: Number of sales

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	2,294	\$375,000	\$990,328,683	843	\$195,000	\$237,532,936	304	\$660,000	\$275,146,995
Western Australia – Outback	2,261	\$275,000	\$654,180,974	416	\$130,000	\$106,024,015	99	\$400,000	\$53,426,713
Western Australia – Wheat Belt	1,516	\$300,000	\$477,154,848	515	\$117,000	\$82,475,677	544	\$379,500	\$325,371,191

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	28	\$1,190,000	\$41,756,057	0		\$0
Western Australia – Outback	73	\$860,000	\$80,620,996	19	\$1,887,830	\$45,572,244
Western Australia – Wheat Belt	341	\$850,000	\$461,226,577	46	\$1,602,081	\$161,453,222

Data covers sales for the 12 months to May 2019.

WA:

\$4.0b
Total value of property sold

34.7%
Sales were rural/agricultural

9,299
Houses and rural/agricultural property sales

Simon Cheetham



Simon grew up on a farm in Nyabing, Western Australia. He studied Agribusiness Marketing at Curtin University and before commencing with Landmark Harcourts in 2012, spent five years in the finance sector as an Agribusiness Manager. Simon specialises in marketing broadacre cropping and sheep farms in Merredin and the surrounding shires of the Eastern Wheatbelt. He believes his attention to detail, work ethic and understanding of the local area set him apart. Simon has recently attained a Diploma of Property Services to further strengthen his knowledge base.

Simon achieved a number of excellent sales in 2019, with the large broadacre cropping properties “Sun Valley” (Beacon) “Omaru” (Narembeen) and “Ripplemead” (Bruce Rock) all settling early in the year.

Since joining Landmark Harcourts, Simon has consistently been recognised as a top performer, being recently awarded the 2019 Gold Achievement Award for Highest Overall Sales within Landmark Harcourts WA. He has also been recognised as the highest performing Salesperson nationally for the past quarter, with a long list of achievements prior to these.

“The WA Wheatbelt has seen demand and subsequent prices trending upwards in recent years, with a big spike in 2018/2019,” he says. “Limited supply is seeing strong enquiry for all listed properties, with local growers, corporate buyers and private investors all active in the current market. Demand for lease land is also very strong, with some investors being able to achieve a fixed gross return of over 6% in the Eastern Wheatbelt.”

Landmark Harcourts Belmont

1792 Nangeenan North Road, Merredin, WA 6415

An excellent aggregation of quality country in a well-established and tightly held area, approximately 20km North West of Merredin. “Springvale” enjoys a mix of highly productive soil types that have been farmed with skill and care for many years. Biserrula and serradella pastures have been established throughout the property and proving to be of enormous benefit to both the cropping and pasture phase. Improvements include 9 x 2700 Bu sealed Moylan silos, fertiliser sheds and shearing sheds with yards, all capable of supporting a large farming operation.

Successful buyer or lessee will have the opportunity to purchase livestock, standing crop and machinery if required. Genuine parties wishing to enter into a 3 – 5 year lease or outright purchase of the property are encouraged to contact Exclusive Listing Agent, Landmark Harcourts to discuss in confidence.

Land area	4,130 Ha (10,206 Ac)
Property Type	Grazing, Rural Land, Arable, Cropping, Mixed Farming



P 0428 147 359 E simon.cheetham@landmark.com.au

Landmark Harcourts Belmont 32 Farrall Road, Midvale, WA 6056

Tasmania

Across regional Tasmania there were 7,494 residential and rural property sales, down 1,740 sales or 18.8% lower relative to the prior twelve month period. The drop in sales was sharper across the rural property sector where activity was down 25.1% over the year compared with a 16.2% reduction in residential house sales.

The year ending May 2019 saw \$2.3 billion in regional Tasmanian property sales. The gross value of sales was down 17.0%, once again led by the rural sector where the overall value of sales dropped by \$240 million or 28.3%.

Sales activity trended lower across each of the broad sub-regions, with the largest drop recorded across the South East rural sector with a 30.4%

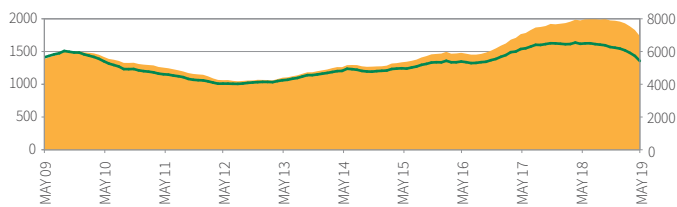
reduction in sales activity. Rural sales were down 22.7% across the Launceston and North East region and tracked 22.1% lower across the West and North West region of the state. The fall in sales activity was generally less severe, with the largest drop in activity recorded across the South East sub-region where activity was down 23.4% year on year.

Prices were a mixed bag though, the median price on regional residential house sales rising 6.1% over the year, which was a slight reduction from the 7.7% rise a year earlier. The only other sector to record a rise in median price was rural properties with a land area of 40-100 hectares where the median price increased from \$330,000 a year ago to \$350,000 in 2019.

Price Trends

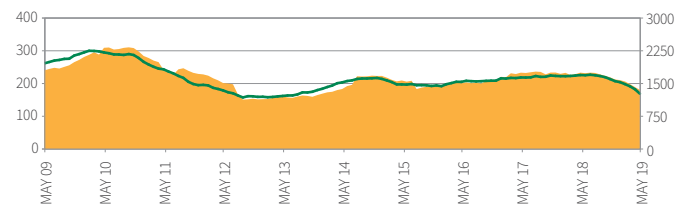
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



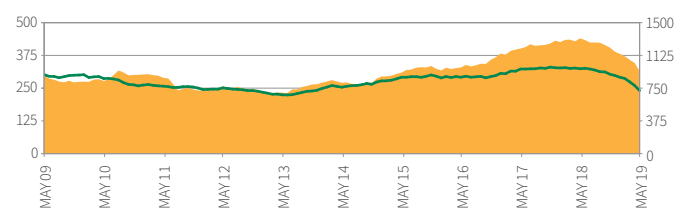
	2019	2018
#	5,423	6,470
\$	\$297,000	\$280,000
	▲ 6.1%	▲ 7.7%

Agriculture/Rural Less than 40 Ha



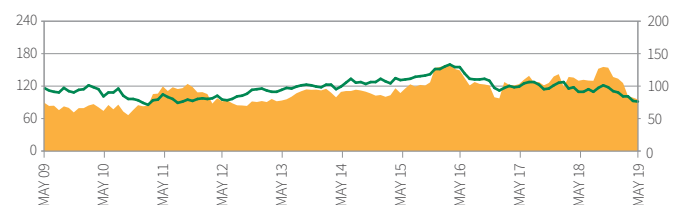
	2019	2018
#	1,267	1,694
\$	\$110,000	\$112,000
	▼ -1.8%	▲ 6.7%

Agriculture/Rural 40 Ha to 100 Ha



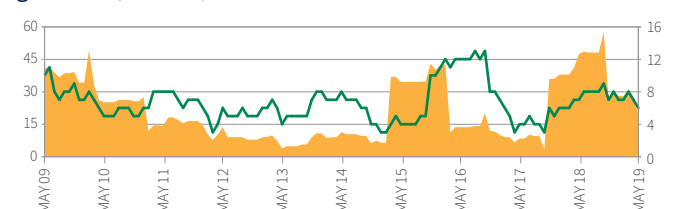
	2019	2018
#	722	972
\$	\$350,000	\$330,000
	▲ 6.1%	▲ 4.8%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	76	91
\$	\$565,000	\$750,400
	▼ -24.7%	▲ 25.1%

Agriculture/Rural 1,000 Ha+



	2019	2018
#	6	7
\$	N/A	N/A
	N/A	N/A

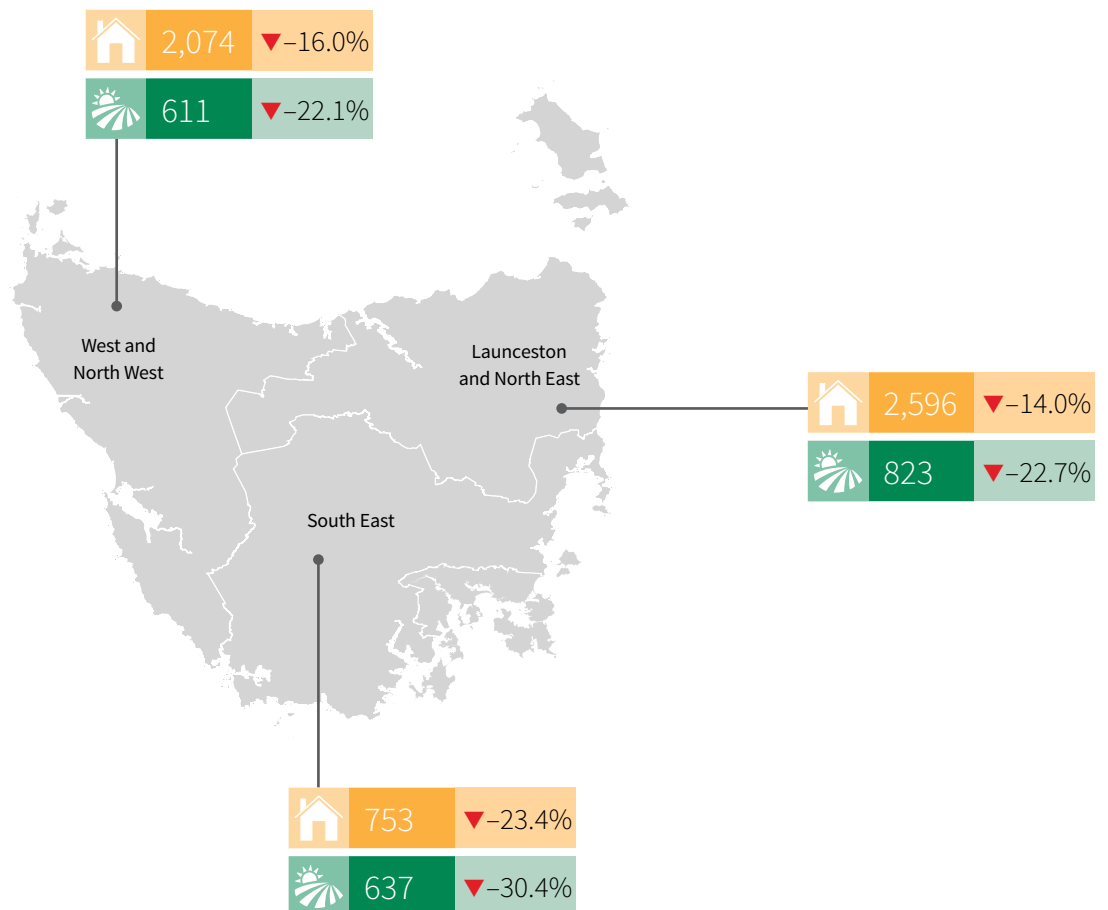
■ Left axis: Total value of sales (millions) ■ Right axis: Number of sales

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	2,596	\$315,000	\$873,119,601	536	\$112,000	\$79,757,892	250	\$380,000	\$106,862,035
South East	753	\$332,000	\$272,272,811	351	\$115,000	\$51,048,404	256	\$275,500	\$84,758,706
West and North West	2,074	\$265,000	\$589,789,480	380	\$105,000	\$49,598,939	216	\$400,000	\$123,238,147

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	\$950,000	\$58,000,359	2		\$3,687,453
South East	27	\$420,000	\$20,534,250	3		\$6,400,000
West and North West	14	\$978,563	\$16,699,325	1		\$9,450,000

Data covers sales for the 12 months to May 2019.

TAS:

\$2.3b
Total value of property sold

27.6%
Sales were rural/agricultural

7,494
Houses and rural/agricultural property sales

David Russell



David has been breeding stud Hereford cattle for years, including champions in The Hereford National Show, Sydney and Melbourne Royal shows and Tasmanian shows. David was also the manager of a hotel in Burnie for over 10 years before finding his niche in real estate. Entering the real estate industry in the late 1990s in Burnie, he has a truckload of experience! David specialises in Dairy farms and rural properties and also has a vast knowledge of residential properties and a strong connection to the local area. Past significant sales include Richardsons Road, Sassafras, 153 Preolenna Road, Flowerdale, Bass Highway, Boat Harbour and 279 Ridgley Highway, Burnie.

“The rural market in Tasmania is the strongest I’ve seen it in the 20 years I’ve been working in Real Estate,” said David

Harcourts Burnie

101 Lottah Road, Natone, TAS 7321

One of the most desirable dairy farms in an ideal location, just 15 minutes from the city of Burnie. Excellent 50-unit rotary fully automatic ID, automatic feeding, washing culling, and ADF cups.

Great laneways and fencing, with 7 licensed dams and 4 bores providing terrific irrigation for the property.

The property includes ample housing with a 5-bedroom home, a 3-bedroom home and 2 cottages, fulfilling all the requirements of even the most discerning buyer.

Land area	234 Ha (578 Ac)
Property Type	Grazing, Arable, Dairy, Irrigation

P 0418 141 966 E david.russell@harcourts.com.au

For Sale by Expressions of Interest



Harcourts Burnie 72-74 Wilson Street, Burnie, TAS 7320

Northern Territory

The regional area of the Northern Territory recorded 422 residential and rural sales over the twelve months ending May 2019, with activity holding reasonably steady relative to the prior year (down 6 sales or -1.4%). Rural sales comprised 21% of total activity over the year, with the majority of activity (51%) recorded for properties on 40-100 hectares of land.

From a value perspective the market performance was substantially different. The regional area of the Territory recorded \$260 million in

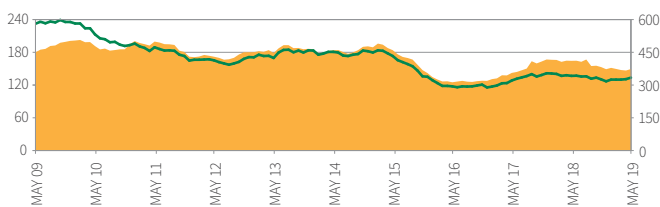
residential and rural sales, up 29.2% compared with the year prior. The lift in the gross value of sales was confined to the rural sector where the value of sales surged \$73.8 million higher over the year; a jump of 200%. Most of this gain is attributable to the \$58 million sale of the Kalala cattle station in the Roper Gulf.

The gross value of residential sales was down 9.1% over the twelve months ending May 2019, attributable to the combined effect of fewer sales (down 2.3%) and a 3.1% fall in the median selling price.

Price Trends

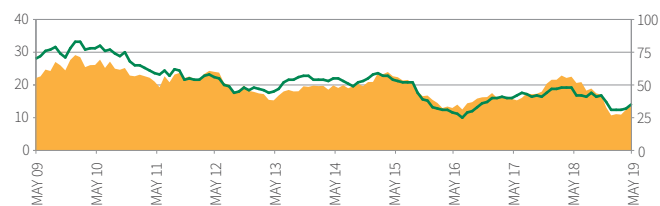
Gross value of sales – rolling 12 months

Residential houses (Less than 4 Ha)



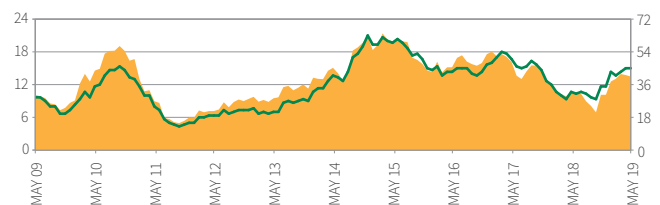
	2019	2018
#	334	342
\$	\$435,000	\$449,000
📈	▼ -3.1%	▲ 5.6%

Agriculture/Rural Less than 40 Ha



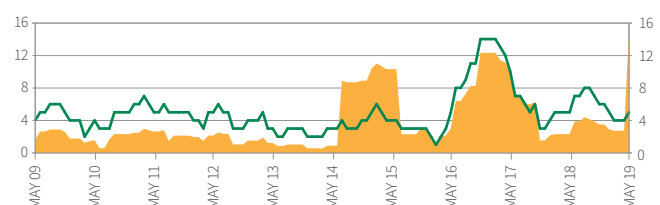
	2019	2018
#	35	48
\$	\$370,000	\$405,000
📈	▼ -8.6%	▲ 16.9%

Agriculture/Rural 40 Ha to 100 Ha



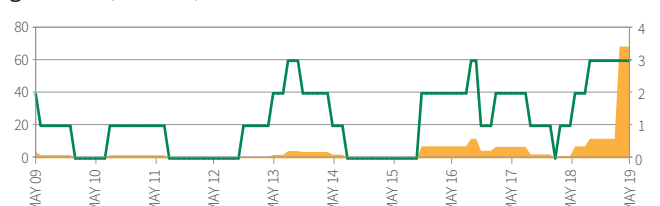
	2019	2018
#	45	32
\$	\$255,000	\$245,000
📈	▲ 4.1%	▲ 2.1%

Agriculture/Rural 100 Ha to 1,000 Ha



	2019	2018
#	5	5
\$	N/A	\$410,000
📈	N/A	N/A

Agriculture/Rural 1,000 Ha+



	2019	2018
#	3	1
\$	N/A	N/A
📈	N/A	N/A

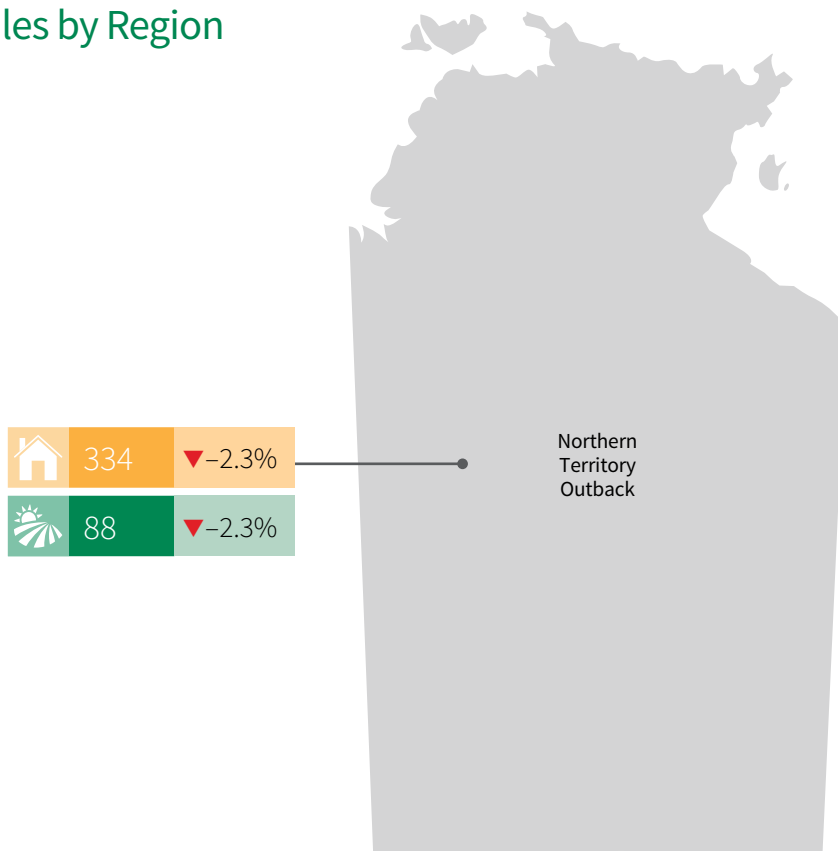
Left axis: Total value of sales (millions) Right axis: Number of sales

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	334	\$435,000	\$149,354,620	35	\$370,000	\$13,585,000	45	\$255,000	\$13,470,000

Total Sales by Region



Northern Territory

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	5		\$14,880,000	3		\$68,715,000

Data covers sales for the 12 months to May 2019.

NT:

\$0.3b

Total value of property sold

20.9%

Sales were rural/agricultural

422

Houses and rural/agricultural property sales

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

440 Boomjia Road, Douglas-Daly, NT 0822

Offers Over \$749,000

Set in one of the most desired agricultural hubs of the north, Douglas-Daly, is iconic Oolloo Station. Siding the Daly River and with its own private billabong, this property has been tourism approved and ready to offer you an income generating lifestyle in a dream location.

With a beautiful big homestead the option for AirBnB is proving to be quite popular, the old saddle shed is being used as a camp kitchen and the historical old cattle yards would make for an amazing under the stars dining experience. "This is a mini Kakadu.....your own Jurassic Park", just some of the comments from guests at Oolloo Station - a unique private home beyond your wildest dreams that could become your reality!

Inclusions: Furniture in the house cabin and camp kitchen, water pump, fire tender, CF moto, backhoe, Toyota shorty 4x4, Deck on the Billabong, 3 x generators 3, 10 and 12kva.

Land area	432.2 Ha (1067 Ac)
Property Type	Acreage/Semi rural, House



P 0438 845 460 E olivia.thompson@landmark.com.au

Landmark Harcourts Katherine 33 Chardon Street, Katherine, NT 0850



Appendix 1 - Council Area Tables



Appendix 1 - New South Wales

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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	831	\$340,000	\$314,709,012	152	\$150,000	\$30,527,840	17	\$850,000	\$19,446,667	0		\$19,446,667	0		\$19,446,667	1		\$19,446,667	1		\$19,446,667
Armidale Dumaresq	333	\$355,000	\$127,273,600	65	\$150,000	\$10,426,100	28	\$550,000	\$15,519,200	6		\$8,280,910	6		\$8,280,910	2		\$8,280,910	2		\$8,280,910
Bailina	446	\$650,000	\$332,071,674	48	\$420,000	\$24,295,000	54	\$1,183,465	\$99,683,898	0		\$99,683,898	0		\$99,683,898	0		\$99,683,898	0		\$99,683,898
Bairnald	31	\$180,000	\$66,166,091	10	\$66,659	\$1,341,317	1		\$450,000	0		\$450,000	0		\$450,000	2		\$450,000	2		\$450,000
Bathurst Regional	682	\$435,000	\$311,230,033	108	\$208,500	\$23,111,411	62	\$590,000	\$47,465,460	25		\$31,181,922	25		\$31,181,922	0		\$31,181,922	0		\$31,181,922
Bega Valley	501	\$499,000	\$262,131,023	124	\$173,500	\$22,812,703	95	\$480,000	\$53,915,445	16		\$15,252,500	16		\$15,252,500	0		\$15,252,500	0		\$15,252,500
Bellingen	178	\$485,000	\$94,551,050	26	\$248,000	\$6,435,207	29	\$710,000	\$27,613,040	11		\$15,591,400	11		\$15,591,400	0		\$15,591,400	0		\$15,591,400
Berrigan	168	\$225,000	\$39,328,000	54	\$91,000	\$6,584,650	14	\$452,500	\$5,957,300	30		\$35,428,926	30		\$35,428,926	2		\$35,428,926	2		\$35,428,926
Bland	96	\$170,000	\$17,320,167	21	\$70,000	\$1,553,172	18	\$53,781	\$2,593,292	24		\$22,634,649	24		\$22,634,649	4		\$22,634,649	4		\$22,634,649
Blayney	99	\$300,000	\$34,095,750	21	\$120,000	\$5,359,114	26	\$667,000	\$18,670,234	8		\$18,308,956	8		\$18,308,956	0		\$18,308,956	0		\$18,308,956
Bogan	35	\$135,000	\$4,996,400	8		\$678,254	3		\$512,384	5		\$3,157,180	5		\$3,157,180	6		\$3,157,180	6		\$3,157,180
Bombala	40	\$212,500	\$8,410,500	4		\$158,500	14	\$203,250	\$3,454,001	6		\$4,627,000	6		\$4,627,000	0		\$4,627,000	0		\$4,627,000
Boorowa	33	\$210,000	\$6,964,150	12	\$61,250	\$1,494,999	17	\$260,000	\$4,868,000	4		\$3,950,000	4		\$3,950,000	0		\$3,950,000	0		\$3,950,000
Bourke	30	\$133,750	\$4,235,000	3		\$104,750	3		\$851,500	0		\$851,500	0		\$851,500	7		\$851,500	7		\$851,500
Brewarrina	5	\$490,000	\$490,000	3		\$46,700	0		\$46,700	0		\$46,700	0		\$46,700	2		\$46,700	2		\$46,700
Broken Hill	332	\$120,000	\$49,223,738	25	\$20,000	\$861,001	0		\$861,001	0		\$861,001	0		\$861,001	0		\$861,001	0		\$861,001
Byron	354	\$900,000	\$430,147,143	48	\$540,000	\$26,182,690	63	\$1,375,000	\$107,845,655	0		\$107,845,655	0		\$107,845,655	0		\$107,845,655	0		\$107,845,655
Cabonne	126	\$273,500	\$42,244,501	42	\$112,500	\$8,599,241	72	\$672,000	\$52,158,193	22		\$104,571,301	22		\$104,571,301	1		\$104,571,301	1		\$104,571,301
Carrathool	34	\$172,500	\$6,227,500	5		\$288,350	10	\$360,000	\$3,339,969	15		\$19,724,898	15		\$19,724,898	4		\$19,724,898	4		\$19,724,898
Central Darling	16	\$65,000	\$1,129,500	2		\$9,000	0		\$9,000	0		\$9,000	0		\$9,000	3		\$9,000	3		\$9,000
Cessnock	897	\$393,000	\$392,648,273	152	\$189,000	\$35,373,038	83	\$807,500	\$79,170,998	3		\$13,565,000	3		\$13,565,000	0		\$13,565,000	0		\$13,565,000
Clarence Valley	796	\$380,000	\$334,177,690	132	\$168,500	\$28,446,292	197	\$365,000	\$96,176,463	35		\$26,415,929	35		\$26,415,929	1		\$26,415,929	1		\$26,415,929
Cobar	54	\$195,000	\$10,771,500	11	\$16,500	\$431,550	1		\$82,500	1		\$82,500	1		\$82,500	6		\$82,500	6		\$82,500
Coffs Harbour	957	\$539,000	\$541,168,972	96	\$252,500	\$30,740,412	53	\$665,000	\$39,542,180	3		\$2,060,000	3		\$2,060,000	0		\$2,060,000	0		\$2,060,000
Conargo	6	\$1,182,000	\$1,182,000	2		\$195,000	3		\$835,000	15		\$15,148,202	15		\$15,148,202	1		\$15,148,202	1		\$15,148,202
Coolamon	70	\$207,500	\$16,342,500	24	\$89,500	\$2,338,500	8		\$3,487,703	23		\$30,024,160	23		\$30,024,160	0		\$30,024,160	0		\$30,024,160
Cooma-Monaro	171	\$295,000	\$55,269,525	17	\$110,000	\$2,220,100	52	\$342,500	\$20,635,600	20		\$10,970,000	20		\$10,970,000	1		\$10,970,000	1		\$10,970,000
Coonamble	29	\$90,000	\$3,204,522	14	\$13,700	\$345,500	9		\$3,887,527	11		\$12,859,720	11		\$12,859,720	6		\$12,859,720	6		\$12,859,720
Cootamundra	150	\$256,750	\$40,013,150	16	\$80,000	\$2,179,372	12	\$503,750	\$6,129,616	2		\$8,301,854	2		\$8,301,854	0		\$8,301,854	0		\$8,301,854
Corowa Shire	230	\$266,500	\$73,193,665	42	\$139,500	\$8,099,375	12	\$455,000	\$9,018,462	10		\$21,320,898	10		\$21,320,898	0		\$21,320,898	0		\$21,320,898
Cowra	227	\$254,000	\$60,718,750	56	\$115,250	\$6,335,500	51	\$345,000	\$19,995,501	15		\$28,034,069	15		\$28,034,069	1		\$28,034,069	1		\$28,034,069
Deniliquin	133	\$200,000	\$30,630,401	8		\$1,260,392	10	\$320,619	\$3,530,531	6		\$7,065,250	6		\$7,065,250	0		\$7,065,250	0		\$7,065,250
Dubbo	647	\$365,000	\$245,035,642	67	\$267,500	\$23,235,702	69	\$570,000	\$41,943,330	12		\$16,021,000	12		\$16,021,000	0		\$16,021,000	0		\$16,021,000
Dungog	110	\$407,500	\$51,437,000	24	\$267,500	\$5,465,500	54	\$657,500	\$41,186,570	9		\$11,634,758	9		\$11,634,758	0		\$11,634,758	0		\$11,634,758
Eurobodalla	827	\$500,000	\$442,774,515	154	\$195,500	\$33,385,714	41	\$605,000	\$25,874,250	3		\$5,965,000	3		\$5,965,000	0		\$5,965,000	0		\$5,965,000
Forbes	174	\$249,000	\$47,711,407	22	\$60,000	\$1,849,075	30	\$430,000	\$15,370,364	14		\$17,541,399	14		\$17,541,399	0		\$17,541,399	0		\$17,541,399
Gilgandra	59	\$135,000	\$8,826,500	9		\$3,034,196	13	\$200,000	\$2,713,957	36		\$35,283,058	36		\$35,283,058	3		\$35,283,058	3		\$35,283,058
Glen Innes Severn	148	\$198,500	\$34,288,500	32	\$35,250	\$1,594,443	33	\$360,000	\$11,903,285	22		\$34,346,094	22		\$34,346,094	1		\$34,346,094	1		\$34,346,094

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	104	\$300,000	\$34,030,550	25	\$122,000	\$4,309,400	18	\$462,500	\$10,976,050	11	\$1,000,000	\$12,019,000	0			
Goulburn Mulwaree	404	\$408,500	\$178,056,046	69	\$230,000	\$21,297,274	122	\$505,000	\$76,467,710	9		\$12,831,000	0			
Great Lakes	628	\$480,000	\$332,437,313	156	\$99,500	\$23,294,450	109	\$550,000	\$62,069,215	6		\$4,955,000	0			
Greater Hume Shire	154	\$200,000	\$35,320,300	56	\$61,000	\$8,839,609	65	\$350,000	\$29,847,497	30	\$1,245,344	\$65,131,012	2		\$2,877,000	
Greater Taree	742	\$365,000	\$303,838,251	95	\$231,000	\$27,070,990	157	\$530,000	\$91,965,085	8		\$4,808,333	0			
Griffith	331	\$351,000	\$139,585,999	38	\$140,000	\$7,398,781	43	\$450,000	\$28,639,233	9		\$25,233,575	0			
Gundagai	50	\$234,000	\$12,068,592	12	\$72,500	\$768,800	21	\$225,000	\$6,718,292	5		\$6,675,154	2		\$33,983,000	
Gunnedah	178	\$300,000	\$56,724,865	35	\$165,000	\$4,957,367	14	\$460,000	\$6,973,760	10	\$1,250,000	\$23,279,900	0			
Guyra	57	\$195,000	\$11,828,400	20	\$19,050	\$1,363,385	13	\$340,000	\$4,800,000	21	\$940,000	\$38,095,787	4		\$37,425,000	
Gwydir	58	\$167,500	\$10,840,500	14	\$67,500	\$1,032,000	15	\$57,000	\$2,817,500	18	\$870,000	\$42,793,000	0			
Harden	53	\$171,500	\$10,288,750	7		\$650,500	14	\$410,000	\$5,759,623	1		\$1,910,000	0			
Hay	64	\$130,000	\$10,783,690	8		\$167,500	7		\$486,642	3		\$472,373	3		\$52,181,883	
Inverell	240	\$247,250	\$63,511,600	25	\$85,000	\$2,466,534	38	\$367,500	\$15,058,668	29	\$740,000	\$31,872,500	4		\$10,773,280	
Jerilderie	15	\$150,000	\$2,559,000	2		\$56,675	1		\$287,751	14	\$851,385	\$18,628,997	0			
Junee	67	\$235,000	\$15,839,500	32	\$100,750	\$9,173,815	11	\$235,000	\$2,629,771	11	\$1,260,600	\$14,481,858	0			
Kempsey	403	\$345,000	\$152,281,602	44	\$145,000	\$7,940,925	111	\$400,000	\$46,824,450	10	\$450,000	\$5,347,500	0			
Kiama	277	\$825,000	\$256,725,096	24	\$517,500	\$17,382,814	7		\$23,842,500	2		\$420,000	0			
Kyogle	108	\$300,000	\$33,011,300	20	\$110,000	\$2,237,770	73	\$427,000	\$34,180,500	27	\$599,000	\$23,749,000	0			
Lachlan	77	\$150,000	\$13,219,050	11	\$32,000	\$1,624,722	14	\$137,500	\$2,323,986	22	\$785,400	\$27,367,626	5		\$18,486,605	
Lake Macquarie	2,682	\$575,000	\$1,662,113,801	168	\$325,000	\$76,886,686	23	\$1,081,000	\$37,669,666	0			0			
Leeton	182	\$247,500	\$49,659,831	27	\$93,500	\$2,640,975	39	\$495,000	\$24,214,882	7		\$25,070,850	0			
Lismore	626	\$400,000	\$267,511,029	45	\$170,000	\$8,338,000	122	\$615,000	\$84,534,241	2		\$630,000	0			
Lithgow	306	\$335,000	\$116,490,216	51	\$165,000	\$9,325,682	47	\$535,000	\$31,441,882	9		\$5,255,001	0			
Liverpool Plains	108	\$200,000	\$21,480,500	28	\$44,000	\$2,826,238	23	\$360,000	\$7,942,338	21	\$1,109,372	\$45,822,400	3		\$11,695,500	
Lockhart	39	\$207,000	\$7,894,500	10	\$54,500	\$723,976	12	\$335,113	\$4,299,403	27	\$1,288,896	\$38,451,437	0			
Maitland	1,359	\$470,000	\$687,016,125	257	\$249,000	\$72,175,970	26	\$1,047,500	\$29,996,250	0			0			
Mid-Western Regional	485	\$380,000	\$188,715,499	107	\$159,500	\$18,843,700	156	\$387,250	\$70,032,707	37	\$500,000	\$42,369,234	1		\$1,280,000	
Moree Plains	121	\$167,000	\$25,489,334	47	\$19,980	\$2,086,535	13	\$179,500	\$3,756,571	12	\$1,331,000	\$25,300,092	11	\$4,400,000	\$87,441,596	
Murray	143	\$400,000	\$60,241,500	49	\$170,000	\$10,602,745	13	\$500,000	\$8,838,199	11	\$1,137,720	\$13,626,656	1		\$1,444,000	
Murrumbidgee	29	\$185,000	\$5,491,200	12	\$58,000	\$1,142,520	3		\$986,071	21	\$800,000	\$21,977,400	1		\$6,855,000	
Muswellbrook	291	\$315,000	\$97,093,190	23	\$112,000	\$2,489,800	20	\$352,500	\$11,285,000	6		\$4,938,840	2		\$102,500	
Nambucca	301	\$385,000	\$125,832,900	50	\$182,500	\$10,447,612	65	\$462,000	\$34,070,200	6		\$1,996,883	0			
Narrabri	131	\$245,000	\$33,661,300	26	\$50,275	\$2,653,639	31	\$390,000	\$10,285,521	24	\$637,500	\$31,120,361	2		\$900,000	
Narrandera	113	\$185,000	\$22,149,808	17	\$22,000	\$489,972	14	\$230,240	\$3,516,865	20	\$866,830	\$29,301,463	5		\$19,771,095	
Narramine	70	\$232,500	\$17,332,720	4		\$300,000	8		\$2,856,500	28	\$950,790	\$43,717,263	6		\$12,720,675	
Newcastle	2,111	\$610,000	\$1,463,647,258	50	\$385,000	\$45,123,048	4		\$14,655,000	1		\$540,000	0			
Oberon	57	\$330,000	\$19,815,750	20	\$106,250	\$2,321,921	46	\$552,500	\$24,121,716	20	\$917,500	\$37,333,003	0			
Orange	740	\$407,000	\$333,843,302	124	\$181,500	\$7,589,338	17	\$800,000	\$24,208,626	1		\$25,000	0			
Palerang	150	\$587,500	\$86,708,877	28	\$305,500	\$10,238,403	150	\$676,500	\$101,093,117	9		\$5,575,000	0			
Parkes	280	\$247,250	\$72,707,583	37	\$80,000	\$4,765,984	33	\$430,000	\$13,576,644	30	\$747,106	\$37,892,222	1		\$1,055,550	

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		
Port Macquarie-Hastings	1,133	\$550,000	\$676,608,899	161	\$238,000	\$46,782,424	75	\$625,000	\$51,010,932	11	\$545,000	\$7,307,500	0			0				
Port Stephens	1,049	\$559,000	\$628,785,223	100	\$275,000	\$34,891,900	36	\$665,000	\$49,254,749	2		\$6,200,000	0			0				
Queanbeyan	487	\$625,000	\$314,222,098	81	\$290,000	\$23,639,060	8		\$15,536,650	1		\$1,225,000	0			0				
Richmond Valley	311	\$322,500	\$114,641,667	24	\$110,000	\$3,729,750	80	\$413,500	\$33,995,013	14	\$474,500	\$8,495,851	0			0				
Shellharbour	810	\$635,000	\$548,034,912	53	\$365,000	\$34,007,760	7		\$5,619,000	0			0			0				
Shoalhaven	1,746	\$550,000	\$1,068,752,551	185	\$297,000	\$58,100,613	68	\$885,000	\$87,314,198	4		\$16,050,000	0			0				
Singleton	361	\$410,000	\$159,572,005	53	\$210,000	\$12,306,680	97	\$645,000	\$88,703,500	12	\$670,000	\$8,948,403	1			1		\$2,800,000		
Snowy River	98	\$469,250	\$48,556,566	28	\$132,500	\$8,625,000	31	\$660,000	\$19,302,050	15	\$575,000	\$10,922,000	0			0				
Tamworth Regional	887	\$335,000	\$319,922,333	177	\$124,000	\$113,496,076	101	\$525,000	\$59,161,224	28	\$1,117,500	\$34,807,100	5			5		\$25,007,122		
Temora	102	\$250,000	\$27,806,250	38	\$98,182	\$3,330,140	17	\$320,000	\$5,555,145	11	\$862,080	\$10,621,243	0			0				
Tenterfield	128	\$220,000	\$29,449,000	25	\$55,000	\$2,178,000	61	\$220,000	\$16,503,000	26	\$475,000	\$21,482,425	2			2		\$1,515,000		
Tumbarumba	66	\$179,500	\$12,996,700	18	\$39,500	\$702,500	17	\$230,000	\$5,771,482	8		\$10,583,583	2			2		\$1,420,000		
Tumut Shire	188	\$260,000	\$52,546,000	44	\$48,500	\$4,898,000	22	\$480,125	\$10,421,416	4		\$7,465,000	0			0				
Tweed	1,153	\$642,500	\$819,564,237	78	\$480,660	\$46,569,834	82	\$790,000	\$79,048,855	4		\$3,485,000	0			0				
Unincorporated NSW	2		\$192,000	1		\$5,000	0			0			0			1		\$2,585,150		
Upper Hunter Shire	225	\$317,500	\$73,862,300	41	\$90,000	\$6,534,111	70	\$172,500	\$22,079,300	42	\$720,969	\$43,932,670	1			1		\$5,317,200		
Upper Lachlan Shire	88	\$345,000	\$32,468,213	44	\$85,000	\$4,913,828	89	\$337,500	\$35,512,473	29	\$790,000	\$31,050,333	1			1		\$642,500		
Uralla	73	\$315,000	\$24,404,000	17	\$150,000	\$2,318,000	16	\$341,000	\$6,801,821	7		\$7,601,384	1			1		\$45,666		
Urana	24	\$86,500	\$2,190,000	10	\$20,750	\$1,211,263	3		\$1,392,750	9		\$17,299,376	0			0				
Wagga Wagga	1,045	\$360,000	\$411,215,670	137	\$147,000	\$27,474,469	60	\$434,600	\$33,814,619	25	\$2,000,000	\$64,141,668	0			0				
Wakool	60	\$196,000	\$12,696,119	24	\$95,000	\$2,811,800	11	\$170,000	\$2,938,500	13	\$588,500	\$8,483,434	1			1		\$4,200,000		
Walcha	38	\$235,000	\$8,947,000	5	\$13,000	\$361,500	17	\$282,000	\$5,353,172	19	\$1,155,000	\$35,138,153	1			1		\$1,600,000		
Walgett	51	\$82,500	\$4,662,000	13		\$160,337	5		\$759,401	6		\$23,235,370	9			9		\$57,905,069		
Warren	29	\$152,500	\$4,955,500	3		\$2,262,500	11	\$160,000	\$4,604,670	8		\$8,300,500	5			5		\$30,566,100		
Warrumbungle Shire	104	\$160,000	\$17,495,900	14	\$22,535	\$343,570	31	\$135,000	\$6,370,905	29	\$380,000	\$23,157,750	3			3		\$5,000,000		
Weddin	43	\$152,500	\$7,199,100	30	\$8,400	\$1,024,724	14	\$321,356	\$5,577,780	12	\$1,151,038	\$13,956,016	0			0				
Wellington	127	\$160,000	\$22,270,500	16	\$75,000	\$1,773,500	24	\$307,500	\$8,247,000	13	\$660,000	\$15,562,320	0			0				
Wentworth	114	\$241,000	\$30,326,185	22	\$117,500	\$5,683,245	35	\$230,000	\$11,717,372	5		\$6,193,855	0			0				
Wingecarribee	686	\$746,500	\$616,404,901	78	\$365,000	\$35,358,579	89	\$1,450,000	\$202,234,072	1		\$5,000,000	0			0				
Wollongong	1,763	\$710,000	\$1,356,985,258	85	\$392,000	\$50,567,182	9		\$27,018,000	0			0			0				
Yass Valley	223	\$490,000	\$125,941,500	53	\$319,000	\$17,750,710	82	\$852,000	\$76,538,166	7		\$5,020,750	0			0				
Young	199	\$265,000	\$58,010,499	21	\$85,000	\$1,727,850	35	\$470,000	\$16,971,773	11	\$915,000	\$18,832,049	0			0				
TOTAL SALES	37,842	\$457,500	\$19,188,194,081	5,216	\$175,000	\$1,369,940,420	4,279	\$490,000	\$2,878,181,695	1,326	\$813,000	\$1,825,139,486	140	\$2,420,000	\$674,304,175					

Appendix 1 - Victoria

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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
Alpine	227	\$415,000	\$103,504,731	84	\$180,000	\$16,919,154	30	\$620,000	\$19,216,780	7	\$7,422,500	0									
Ararat	222	\$211,000	\$91,970,602	30	\$73,000	\$7,156,425	37	\$255,000	\$10,736,725	7	\$10,134,163	1	\$195,000								
Bairatar	2,130	\$380,000	\$911,389,389	397	\$165,000	\$115,258,586	49	\$535,000	\$36,849,114	2	\$2,600,000	0									
Bass Coast	902	\$471,000	\$455,031,416	215	\$285,000	\$66,437,632	31	\$780,000	\$30,288,850	2	\$6,217,200	0									
Baw Baw	878	\$449,000	\$425,280,735	219	\$223,000	\$60,100,119	101	\$820,000	\$94,542,479	3	\$10,020,000	1	\$850,000								
Benalla	252	\$293,500	\$104,520,369	58	\$125,000	\$7,940,600	71	\$405,000	\$33,272,247	13	\$796,000	0									
Buloke	120	\$122,500	\$15,703,602	29	\$25,000	\$1,151,150	10	\$212,500	\$2,291,187	18	\$544,628	0									
Campaspe	516	\$326,250	\$177,277,581	68	\$127,250	\$15,929,001	139	\$335,000	\$50,579,197	10	\$370,717	1	\$400,000								
Central Goldfields	271	\$237,500	\$66,720,715	47	\$75,000	\$4,266,847	57	\$206,000	\$14,369,950	4	\$8,230,283	1	\$200,000								
Colac-Otway	356	\$349,000	\$141,369,593	122	\$167,500	\$24,276,329	103	\$530,000	\$61,785,217	10	\$15,367,053	0									
Corangamite	215	\$242,000	\$55,011,740	81	\$109,000	\$11,660,902	73	\$463,500	\$36,782,139	15	\$1,152,500	0									
East Gippsland	944	\$315,000	\$327,020,133	354	\$122,500	\$54,164,755	117	\$350,000	\$42,517,250	10	\$225,000	1	\$1,150,000								
Gannawarra	187	\$190,000	\$40,007,890	51	\$65,000	\$3,919,856	31	\$291,504	\$8,896,604	10	\$375,000	0									
Glenelg	435	\$235,000	\$116,247,350	93	\$86,000	\$11,317,250	84	\$320,000	\$40,370,430	12	\$1,081,000	1	\$410,000								
Golden Plains	272	\$500,000	\$135,612,011	112	\$171,000	\$22,997,591	104	\$422,500	\$58,300,405	6	\$6,829,102	1	\$48,250								
Greater Bendigo	1,938	\$350,000	\$736,881,970	495	\$154,000	\$99,571,873	178	\$400,000	\$80,199,099	2	\$1,262,500	2	\$810,000								
Greater Geelong	3,793	\$540,000	\$2,304,095,075	403	\$340,000	\$186,309,158	31	\$1,550,000	\$69,636,833	0		0									
Greater Shepparton	897	\$284,000	\$277,449,204	219	\$133,000	\$41,233,898	95	\$435,000	\$51,724,942	9	\$3,447,000	0									
Hepburn	323	\$500,000	\$174,266,385	93	\$205,000	\$22,899,901	80	\$499,480	\$52,473,226	0		0									
Hindmarsh	110	\$125,000	\$14,834,801	36	\$23,750	\$2,564,146	12	\$272,500	\$3,352,573	20	\$813,092	2	\$2,182,060								
Horsham	305	\$255,000	\$83,175,401	87	\$120,000	\$11,235,288	43	\$300,000	\$15,251,021	12	\$814,068	1	\$455,340								
Indigo	213	\$375,000	\$86,613,684	92	\$156,000	\$19,072,485	57	\$500,000	\$28,630,125	3	\$2,580,000	2	\$1,941,761								
Latrobe	1,488	\$245,000	\$408,301,316	309	\$138,000	\$49,556,438	53	\$485,000	\$32,918,400	2	\$1,100,167	0									
Loddon	110	\$150,000	\$17,089,825	58	\$49,725	\$4,120,050	74	\$120,500	\$12,229,228	20	\$476,950	1	\$65,000								
Macedon Ranges	545	\$630,000	\$380,505,629	127	\$350,000	\$47,418,503	113	\$880,000	\$116,169,878	5	\$23,825,000	1	\$172,500								
Mansfield	141	\$420,000	\$58,880,410	81	\$164,000	\$14,719,200	70	\$419,500	\$32,762,622	3	\$2,527,100	3	\$3,500,000								
Mildura	926	\$280,000	\$275,618,617	146	\$146,500	\$36,915,054	80	\$350,000	\$47,992,141	25	\$428,926	3	\$2,209,215								
Mitchell	646	\$460,000	\$310,460,976	152	\$263,750	\$45,480,287	97	\$550,000	\$61,796,845	6	\$7,933,000	0									
Moira	537	\$285,000	\$177,972,700	151	\$148,000	\$27,829,640	96	\$345,000	\$44,726,396	19	\$525,000	0									
Moorabool	480	\$490,000	\$250,503,298	109	\$225,000	\$31,861,008	79	\$663,000	\$55,620,069	4	\$2,157,500	1	\$640,000								
Mount Alexander	302	\$500,000	\$157,101,925	101	\$170,000	\$21,790,750	75	\$463,000	\$37,853,000	6	\$3,600,000	0									
Moyne	279	\$380,000	\$118,342,046	96	\$131,750	\$18,653,008	90	\$505,000	\$55,724,906	19	\$1,200,000	0									
Murrindindi	231	\$420,000	\$105,009,065	101	\$195,000	\$22,019,527	91	\$598,000	\$61,863,970	6	\$10,963,000	1	\$665,000								
Northern Grampians	200	\$185,000	\$39,610,300	56	\$77,875	\$5,055,651	82	\$155,050	\$18,023,817	20	\$566,520	1	\$224,000								
Pyrenees	112	\$245,000	\$27,932,133	53	\$58,000	\$4,294,100	86	\$235,000	\$25,233,863	10	\$962,500	0									
Queenscliffe	29	\$950,000	\$28,874,666	4		\$3,445,000	0			0		0									
South Gippsland	582	\$365,000	\$230,744,491	224	\$120,000	\$35,965,045	144	\$655,000	\$105,019,404	9	\$18,890,898	1	\$620,000								
Southern Grampians	302	\$210,000	\$71,358,211	57	\$107,000	\$6,174,919	40	\$457,189	\$27,639,303	20	\$803,215	0									
Strathgogie	163	\$320,000	\$53,945,102	80	\$115,000	\$12,073,750	76	\$415,000	\$44,819,512	19	\$704,000	1	\$310,000								

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
Surf Coast	494	\$815,000	\$435,041,249	78	\$488,125	\$43,267,374	46	\$1,067,500	\$52,726,500	3		\$4,907,000	0		
Swan Hill	308	\$245,000	\$84,361,900	40	\$122,500	\$6,552,273	35	\$235,000	\$13,382,925	18	\$843,447	\$56,880,586	1		\$1,200,000
Towong	92	\$241,500	\$23,167,252	26	\$56,000	\$3,839,500	27	\$465,000	\$11,335,000	11	\$250,000	\$7,535,000	0		
Unincorporated Vic	2		\$394,000	6		\$1,300,000	2		\$1,710,000	0			0		
Wangaratta	463	\$329,000	\$163,558,813	93	\$162,000	\$20,631,553	65	\$560,000	\$38,384,420	13	\$650,000	\$11,830,500	0		
Warrnambool	524	\$355,000	\$200,516,453	91	\$160,000	\$20,406,350	3		\$2,108,000	0			1		\$275,000
Wellington	840	\$281,500	\$256,605,439	404	\$75,000	\$42,130,149	134	\$412,500	\$63,989,416	15	\$580,000	\$12,313,278	0		
West Wimmera	54	\$131,696	\$7,888,080	13	\$38,000	\$530,300	22	\$215,000	\$6,812,070	26	\$808,621	\$20,567,491	0		
Wodonga	677	\$347,500	\$249,360,153	168	\$145,000	\$43,796,389	17	\$990,000	\$30,401,000	0			0		
Yarra Ranges	30	\$455,000	\$13,070,000	3		\$223,000	4		\$3,530,000	0			0		
Yarriambiack	142	\$104,000	\$16,377,717	33	\$16,300	\$835,940	13	\$320,000	\$4,447,059	17	\$966,755	\$16,294,628	1		\$750,000
TOTAL SALES	25,248	\$365,000	\$10,388,770,464	5,992	\$149,000	\$1,291,874,695	3,138	\$430,000	\$1,740,176,559	468	\$720,075	\$558,934,268	30	\$584,353	\$19,709,272

Appendix 1 - Queensland

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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
Balonne	33	\$200,000	\$7,950,500	9	\$226,060	\$932,000	3	\$435,000	\$804,700	22	\$910,000	\$1,473,045	9	\$28,929,250						
Banana	134	\$162,500	\$23,650,500	9	\$1,183,500	\$8,047,700	20	\$435,000	\$8,047,700	22	\$910,000	\$32,225,683	8	\$36,898,000						
Barcaldine	25	\$60,000	\$3,348,700	8	\$235,160	\$855,000	3	\$855,000	\$855,000	2	\$1,159,042	\$1,159,042	5	\$32,645,807						
Baroo	6	\$195,000	\$1,195,000	2	\$23,000	\$23,000	0	\$0	\$0	0	\$0	\$0	2	\$5,100,000						
Blackall Tambo	30	\$60,000	\$2,373,000	8	\$199,700	\$1,997,000	0	\$0	\$0	0	\$0	\$0	7	\$34,954,148						
Boulia	4	\$795,000	\$3,180,000	1	\$45,000	\$45,000	0	\$0	\$0	0	\$0	\$0	1	\$660,000						
Bulloo	2	\$220,000	\$440,000	5	\$38,885,909	\$194,429,500	0	\$0	\$0	0	\$0	\$0	0	\$0						
Bundaberg	1,332	\$285,000	\$421,444,372	312	\$147,500	\$50,341,219	181	\$300,000	\$67,442,092	28	\$537,500	\$33,140,300	0	\$0						
Burdekin	140	\$158,000	\$29,285,950	27	\$120,000	\$2,786,500	20	\$456,845	\$13,169,889	7	\$15,295,407	\$15,295,407	0	\$0						
Burke	1	\$40,000	\$40,000	1	\$25,000	\$25,000	1	\$480,500	\$480,500	5	\$7,246,779	\$7,246,779	1	\$60,000						
Cairns	2,292	\$410,000	\$1,025,591,394	390	\$225,500	\$100,906,819	36	\$480,500	\$24,674,000	5	\$7,246,779	\$7,246,779	0	\$0						
Carpentaria	12	\$227,500	\$2,712,000	2	\$90,000	\$90,000	0	\$0	\$0	0	\$0	\$0	1	\$3,350,000						
Cassowary Coast	308	\$220,000	\$77,142,757	100	\$91,000	\$11,253,850	60	\$337,500	\$22,403,045	8	\$3,708,500	\$3,708,500	0	\$0						
Central Highlands	326	\$220,000	\$83,244,164	32	\$99,500	\$4,929,800	22	\$555,000	\$11,752,000	12	\$1,166,700	\$17,297,306	8	\$70,899,097						
Charters Towers	87	\$190,000	\$18,657,807	5	\$442,500	\$15,024,839	30	\$397,500	\$15,024,839	8	\$5,475,000	\$5,475,000	7	\$37,563,635						
Cloncurry	33	\$110,100	\$6,015,100	0	\$0	\$0	2	\$14,250	\$14,250	0	\$0	\$0	0	\$0						
Cook	43	\$280,000	\$12,821,500	8	\$1,015,000	\$2,590,000	11	\$180,000	\$2,590,000	1	\$185,000	\$185,000	1	\$690,000						
Croydon	2	\$147,000	\$147,000	1	\$15,000	\$15,000	0	\$0	\$0	0	\$0	\$0	1	\$4,000,000						
Etheridge	5	\$682,000	\$3,410,000	8	\$201,625	\$1,613,000	0	\$0	\$0	0	\$0	\$0	4	\$16,290,000						
Flinders	23	\$65,000	\$1,552,200	6	\$52,000	\$312,000	0	\$0	\$0	0	\$0	\$0	5	\$21,162,785						
Fraser Coast	2,190	\$327,250	\$743,336,630	665	\$140,000	\$98,285,525	99	\$373,500	\$42,070,000	11	\$410,000	\$4,990,500	0	\$0						
Gladstone	808	\$270,000	\$238,650,368	131	\$173,000	\$53,299,450	114	\$254,500	\$32,074,000	22	\$417,500	\$10,672,125	5	\$6,341,900						
Goondiwindi	104	\$290,000	\$66,225,592	29	\$90,000	\$3,571,750	16	\$200,000	\$4,538,500	17	\$500,000	\$12,704,061	13	\$49,237,617						
Gympie	958	\$319,500	\$314,217,793	267	\$138,995	\$40,409,739	212	\$435,000	\$100,618,137	30	\$544,500	\$21,148,000	2	\$6,300,000						
Hinchinbrook	116	\$192,500	\$26,119,367	25	\$55,000	\$1,467,100	23	\$282,500	\$6,778,098	3	\$3,360,484	\$3,360,484	0	\$0						
Isaac	199	\$180,000	\$37,982,388	14	\$54,000	\$1,493,000	11	\$500,000	\$4,313,000	6	\$4,278,000	\$4,278,000	9	\$70,317,531						
Lockyer Valley	501	\$310,000	\$162,485,168	105	\$135,000	\$15,365,980	101	\$365,000	\$42,235,350	4	\$3,415,000	\$3,415,000	0	\$0						
Longreach	40	\$162,500	\$6,617,300	3	\$192,000	\$192,000	0	\$0	\$0	1	\$730,000	\$730,000	8	\$22,836,025						
Mackay	1,485	\$340,000	\$525,406,793	254	\$169,000	\$56,237,261	99	\$510,000	\$51,352,979	36	\$745,000	\$36,068,422	2	\$29,300,000						
Maranoa	105	\$180,000	\$20,065,000	14	\$43,500	\$3,084,500	19	\$420,000	\$8,042,860	14	\$750,000	\$13,185,087	21	\$88,614,500						
McKinlay	5	\$256,200	\$1,281,000	0	\$0	\$0	0	\$0	\$0	0	\$0	\$0	8	\$52,929,367						
Mount Isa	163	\$235,000	\$40,945,950	4	\$104,500	\$104,500	0	\$0	\$0	0	\$0	\$0	0	\$0						
Murweh	39	\$105,000	\$4,942,000	8	\$172,400	\$1,379,200	5	\$1,194,500	\$1,194,500	2	\$690,000	\$690,000	11	\$31,699,685						
North Burnett	104	\$134,500	\$16,121,865	19	\$23,000	\$735,000	35	\$275,000	\$13,327,500	28	\$632,000	\$22,526,700	12	\$18,186,400						
Paroo	22	\$35,000	\$1,062,000	4	\$254,500	\$1,785,000	2	\$1,785,000	\$1,785,000	0	\$0	\$0	12	\$22,975,499						
Quilpie	4	\$396,000	\$1,584,000	3	\$17,000	\$17,000	0	\$0	\$0	0	\$0	\$0	4	\$6,795,000						
Richmond	8	\$1,300,000	\$10,400,000	4	\$922,869	\$104,500	1	\$104,500	\$104,500	0	\$0	\$0	9	\$17,246,406						
Rockhampton	1,579	\$295,000	\$496,571,702	245	\$169,500	\$44,009,967	138	\$449,000	\$62,271,030	15	\$695,000	\$13,802,145	10	\$2,900,000						
Scenic Rim	651	\$452,500	\$317,549,692	102	\$205,000	\$25,839,500	157	\$600,000	\$107,018,103	12	\$1,967,500	\$22,933,000	0	\$0						

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		
Somerset	338	\$290,000	\$104,861,952	85	\$140,000	\$12,043,676	131	\$383,000	\$56,378,765	16	\$740,000	\$17,877,500	0			0							
South Burnett	465	\$220,000	\$105,908,818	136	\$60,000	\$12,588,000	126	\$274,000	\$36,629,035	42	\$559,500	\$32,022,329	2			2						\$4,891,202	
Southern Downs	437	\$259,000	\$118,786,050	111	\$90,000	\$10,586,244	152	\$300,000	\$52,770,380	30	\$420,000	\$17,250,458	2			2							\$2,440,000
Tablelands	536	\$330,000	\$185,279,971	178	\$130,000	\$28,480,271	143	\$520,000	\$95,075,921	14	\$840,000	\$13,497,399	2			2							\$6,300,000
Toowoomba	2,338	\$370,000	\$950,676,308	333	\$179,900	\$68,157,180	186	\$494,500	\$100,599,349	64	\$932,500	\$82,213,226	2			2							\$22,650,000
Torres	3		\$2,965,000	2		\$670,000	0			0			0			0							
Townsville	2,117	\$320,000	\$728,611,428	313	\$164,500	\$65,410,803	35	\$484,000	\$17,387,750	6		\$18,830,000	4			4							\$32,950,000
Weipa	25	\$475,000	\$12,516,530	3		\$645,000	0			0			0			0							
Western Downs	362	\$199,000	\$77,471,770	59	\$52,500	\$12,881,100	139	\$50,000	\$22,541,498	73	\$550,000	\$58,096,599	17			17							\$46,475,120
Whitsunday	438	\$355,000	\$161,987,054	159	\$155,000	\$32,154,660	25	\$450,000	\$16,159,040	13	\$655,000	\$15,945,500	1			1							\$28,000,000
Winton	17	\$100,000	\$1,961,500	0			0			1		\$66,000	13			13							\$75,145,380
TOTAL SALES	19,710	\$316,000	\$6,671,461,102	3,966	\$150,000	\$756,275,631	2,017	\$360,000	\$858,950,242	528	\$650,000	\$501,703,097	229			229							\$1,001,180,554

Appendix 1 - South Australia

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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	
Adelaide Hills	198	\$431,250	\$93,853,826	27	\$190,000	\$6,536,389	81	\$770,000	\$69,470,517	0			0			
Alexandrina	570	\$379,500	\$241,436,373	255	\$146,500	\$46,123,305	86	\$594,000	\$53,304,545	9		\$30,726,317	0			
Barossa	360	\$354,500	\$136,091,550	157	\$140,000	\$28,174,735	58	\$695,000	\$53,922,684	4		\$3,005,986	0			
Barunga West	34	\$245,000	\$8,542,500	8	\$80,750	\$631,000	2	\$1,378,000	\$1,378,000	7		\$11,587,750	0			
Berri and Barmera	104	\$205,000	\$22,549,250	14	\$80,750	\$2,249,000	48	\$259,548	\$13,425,866	0			0			
Ceduna	32	\$222,500	\$7,622,500	10	\$79,900	\$1,049,800	1	\$460,000	\$460,000	3		\$1,260,000	1		\$400,000	
Clare and Gilbert Valleys	151	\$280,000	\$46,529,286	44	\$89,735	\$4,983,262	42	\$415,000	\$20,200,100	5		\$19,700,624	0			
Cleve	13	\$140,000	\$1,864,500	2	\$91,500	\$48,000	4	\$48,000	\$2,271,000	10		\$7,747,500	0			
Copper Coast	292	\$263,500	\$85,185,217	142	\$91,500	\$24,115,642	8	\$3,062,000	\$3,062,000	2		\$4,350,000	0			
Ellistown	12	\$147,500	\$1,908,000	7	\$470,000	\$470,000	4	\$475,140	\$475,140	4		\$6,320,000	3		\$3,510,200	
Flinders Ranges	17	\$100,000	\$1,965,650	4	\$148,000	\$148,000	4	\$1,275,000	\$1,275,000	5		\$1,527,984	0			
Franklin Harbour	13	\$180,000	\$2,398,500	6	\$931,000	\$2,085,000	2	\$208,500	\$208,500	3		\$606,700	1		\$1,200,000	
Goyder	63	\$139,000	\$9,897,375	17	\$32,000	\$1,311,500	21	\$265,000	\$10,963,950	18		\$12,044,262	0			
Grant	127	\$280,000	\$38,719,250	76	\$121,775	\$11,666,000	54	\$441,377	\$31,357,333	5		\$11,027,228	0			
Kangaroo Island	80	\$256,750	\$25,248,230	70	\$50,000	\$5,481,300	25	\$282,000	\$7,872,000	23		\$32,615,000	0			
Karoonda East Murray	4	\$377,000	\$377,000	5	\$416,280	\$638,000	5	\$638,000	\$638,000	9		\$5,795,250	4		\$3,036,395	
Kimba	9	\$831,500	\$3,831,500	1	\$75,000	\$75,000	2	\$377,000	\$377,000	7		\$7,215,000	1		\$2,700,000	
Kingston	13	\$250,000	\$3,274,500	21	\$94,000	\$2,314,500	5	\$1,620,000	\$1,620,000	6		\$12,387,400	0			
Light	192	\$380,000	\$74,424,495	88	\$155,000	\$15,009,280	34	\$583,790	\$23,426,649	0			0			
Lower Eyre Peninsula	60	\$335,000	\$21,455,000	38	\$156,500	\$6,111,300	14	\$399,500	\$5,527,000	12		\$17,932,500	1		\$550,000	
Loxton Walkerie	143	\$238,000	\$33,847,823	44	\$84,500	\$4,856,548	44	\$182,501	\$19,248,833	10		\$10,986,076	2		\$3,600,000	
Mallala	115	\$365,000	\$40,746,750	100	\$180,250	\$17,067,450	30	\$509,500	\$17,938,250	2		\$1,270,000	0			
Mid Murray	108	\$220,000	\$27,306,250	60	\$77,250	\$6,401,460	71	\$157,500	\$16,452,084	25		\$6,063,851	1		\$1,200,000	
Mount Barker	541	\$412,500	\$243,649,543	435	\$172,000	\$86,137,488	53	\$716,500	\$42,173,223	1		\$920,000	0			
Mount Gambier	414	\$260,000	\$115,707,209	40	\$115,000	\$5,608,330	1	\$3,850,000	\$3,850,000	0			0			
Mount Remarkable	30	\$102,000	\$3,855,250	16	\$60,625	\$1,050,662	10	\$170,000	\$2,336,000	12		\$6,233,895	0			
Murray Bridge	220	\$249,000	\$61,418,500	73	\$100,000	\$11,506,762	60	\$209,000	\$21,295,955	8		\$4,106,000	0			
Naracoorte and Lucindale	120	\$245,000	\$30,730,050	24	\$74,000	\$1,762,000	28	\$410,000	\$18,246,771	20		\$34,449,209	0			
Northern Areas	68	\$150,000	\$11,140,475	20	\$29,000	\$1,027,000	16	\$363,575	\$9,179,150	19		\$27,795,092	0			
Orroroo/Carrieton	11	\$110,000	\$1,179,000	13	\$30,000	\$472,500	4	\$1,720,364	\$1,720,364	7		\$3,235,000	0			
Peterborough	34	\$74,250	\$2,971,000	6	\$91,500	\$91,500	5	\$742,500	\$742,500	0			2		\$830,000	
Port Augusta	127	\$199,000	\$27,641,954	43	\$85,000	\$4,234,000	8	\$1,766,500	\$1,766,500	0			0			
Port Lincoln	173	\$295,000	\$58,755,000	37	\$110,000	\$5,975,165	0			0			0			
Port Pirie City and Dist	204	\$170,000	\$39,240,408	32	\$85,000	\$2,781,118	12	\$277,500	\$3,614,500	12		\$10,663,400	0			
Renmark Paranga	130	\$255,000	\$36,209,400	28	\$105,000	\$3,660,200	20	\$225,000	\$5,599,184	3		\$25,480,635	0			
Robe	52	\$356,000	\$21,400,666	47	\$138,000	\$7,818,070	9	\$2,225,500	\$2,225,500	5		\$12,005,176	1		\$6,800,001	
Roxby Downs	23	\$278,000	\$6,531,600	0			0			0			0			
Southern Mallee	21	\$110,000	\$2,537,400	5	\$876,800	\$876,800	2	\$302,500	\$302,500	11		\$730,000	0			
Streaky Bay	24	\$222,500	\$5,637,000	22	\$85,000	\$2,425,500	7	\$1,226,000	\$1,226,000	12		\$5,598,000	8		\$6,269,365	

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	96	\$138,500	\$15,499,850	27	\$63,000	\$2,675,410	16	\$437,500	\$6,980,865	36	\$1,190,153	\$54,475,614	4		\$18,316,030						
Tea Tree Gully	0			0			2		\$1,533,000	0			0								
The Coorong	72	\$195,000	\$17,305,716	33	\$58,000	\$3,837,100	16	\$245,075	\$8,614,150	24	\$752,500	\$26,244,894	8		\$41,773,333						
Tumby Bay	33	\$280,000	\$8,793,000	18	\$109,000	\$4,617,216	10	\$98,500	\$1,952,000	10	\$1,035,000	\$11,914,724	0								
Unincorporated SA	50	\$35,000	\$2,527,300	24	\$12,000	\$442,000	6		\$650,100	3		\$1,145,000	2		\$3,240,000						
Victor Harbor	420	\$360,000	\$174,733,450	157	\$145,000	\$27,633,660	33	\$665,000	\$23,358,600	2		\$2,083,000	0								
Wakefield	86	\$171,250	\$14,751,250	19	\$42,000	\$2,824,500	20	\$276,250	\$10,306,803	15	\$1,200,000	\$37,211,463	0								
Wattle Range	167	\$195,000	\$35,855,800	64	\$85,000	\$7,495,001	58	\$421,097	\$33,223,182	21	\$1,628,000	\$38,149,989	0								
Whyalla	141	\$215,000	\$33,659,234	16	\$57,500	\$1,208,500	0			0			0								
Wudinna	9		\$776,000	5		\$54,000	1		\$200,000	3		\$2,162,487	2		\$1,100,000						
Yankalilla	136	\$347,500	\$56,095,444	94	\$116,000	\$11,843,000	25	\$503,000	\$15,169,500	4		\$4,000,000	0								
Yorke Peninsula	237	\$255,000	\$65,999,334	86	\$90,000	\$10,594,170	25	\$175,000	\$9,428,640	26	\$1,308,500	\$40,610,764	0								
TOTAL SALES	5,456	\$272,500	\$1,613,359,539	2,006	\$115,000	\$278,895,576	928	\$362,000	\$450,628,987	422	\$800,000	\$560,982,170	41	\$1,162,440	\$94,525,324						

Appendix 1 - Western Australia

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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	481	\$385,000	\$204,119,103	133	\$185,000	\$34,368,500	50	\$608,000	\$36,896,800	24	\$1,225,000	\$28,583,905	4		\$13,508,000						
Ashburton	27	\$269,000	\$7,739,040	3		\$88,000	0			0			0								
Augusta-Margaret River	231	\$485,000	\$128,705,040	117	\$205,000	\$31,432,750	40	\$855,000	\$69,739,000	2		\$4,580,000	0								
Beverley	16	\$172,500	\$3,518,000	8		\$221,000	24	\$220,000	\$8,597,600	1		\$740,000	0								
Boddington	14	\$265,000	\$3,705,000	4		\$295,500	14	\$442,500	\$6,485,000	6		\$6,375,362	0								
Boypup Brook	12	\$223,000	\$2,968,500	11	\$95,000	\$1,164,500	18	\$322,000	\$8,346,500	11	\$1,075,000	\$10,334,147	0								
Bridgetown-Greenbushes	59	\$356,000	\$20,340,887	49	\$82,500	\$6,004,500	21	\$690,000	\$15,884,740	3		\$3,234,160	0								
Brookton	5	\$1,334,950	\$1,334,950	4		\$208,000	14	\$297,500	\$10,068,500	7		\$8,029,000	0								
Broome	159	\$450,000	\$77,661,929	25	\$285,000	\$10,203,000	1		\$3,000,000	0			0								
Broomehill-Tambellup	4	\$475,000	\$475,000	1		\$55,000	9		\$8,506,000	5		\$16,319,000	1		\$2,420,000						
Bruce Rock	12	\$97,500	\$1,408,000	7		\$509,800	1		\$100,000	14	\$908,664	\$16,848,851	0								
Bunbury	374	\$305,000	\$127,207,044	54	\$200,850	\$19,053,700	0			0			0								
Busselton	553	\$517,000	\$340,342,300	264	\$264,000	\$106,698,634	38	\$808,000	\$48,831,360	2		\$3,480,000	0								
Capel	213	\$385,000	\$87,951,500	72	\$177,000	\$17,634,060	27	\$665,000	\$22,498,250	0			0								
Caramah	11	\$80,000	\$1,104,500	5		\$607,000	0			3		\$11,170,000	0								
Carmanon	51	\$186,000	\$9,727,960	4		\$1,415,000	2		\$775,000	0			0								
Chapman Valley	7	\$3,103,000	\$3,103,000	9		\$1,547,500	4		\$865,000	3		\$6,439,650	1		\$5,100,000						
Chittering	53	\$550,000	\$28,461,000	32	\$207,500	\$6,159,000	29	\$520,000	\$18,914,382	7		\$10,879,183	1		\$3,200,000						
Collie	103	\$172,000	\$21,424,500	12	\$59,500	\$1,120,200	11	\$450,000	\$5,710,001	0			0								
Coolgardie	48	\$70,000	\$4,169,000	10		\$1,007,000	0			0			0								
Coorow	27	\$230,000	\$6,061,500	7		\$743,500	0			0			3		\$2,985,400						
Corrigin	9	\$1,514,500	\$1,514,500	1		\$44,000	6		\$2,884,344	4		\$2,536,485	0								
Cranbrook	6	\$928,000	\$928,000	8		\$248,500	15	\$242,000	\$10,733,000	12	\$1,650,000	\$30,380,000	0								
Cuballing	5	\$975,000	\$975,000	8		\$637,000	14	\$162,500	\$2,557,000	0			0								
Cue	6	\$545,500	\$545,500	1		\$5,000	0			0			0								
Cunderdin	11	\$165,000	\$2,393,000	1		\$30,000	4		\$2,144,500	0			0								
Dalwallinu	20	\$220,000	\$4,487,500	6		\$1,390,500	1		\$400,000	9		\$18,315,925	0								
Dandaragan	47	\$335,000	\$15,117,500	31	\$95,000	\$3,658,500	5		\$1,205,650	4		\$4,460,896	7		\$15,794,500						
Dardanup	181	\$330,000	\$63,165,047	52	\$203,500	\$14,164,900	21	\$740,000	\$15,935,050	1		\$1,800,000	0								
Denmark	91	\$399,000	\$39,523,540	25	\$225,000	\$6,257,315	39	\$570,000	\$22,761,000	2		\$3,850,000	0								
Derby-West Kimberley	20	\$143,000	\$3,655,500	8		\$946,500	1		\$400,000	0			0								
Donnybrook-Balingup	61	\$315,000	\$20,445,500	34	\$180,250	\$6,713,000	41	\$622,500	\$27,103,094	0			0								
Dowerin	7	\$684,200	\$684,200	0			4		\$7,671,855	1		\$2,588,000	0								
Dumbleyung	10	\$81,000	\$978,000	3		\$75,500	3		\$1,805,000	6		\$5,930,364	0								
Dundas	16	\$52,250	\$713,500	5		\$80,001	0			0			0								
East Pilbara	72	\$190,000	\$14,311,000	8		\$2,240,250	0			0			0								
Esperance	154	\$330,000	\$51,675,802	26	\$168,500	\$6,264,184	13	\$535,000	\$10,287,437	18	\$1,378,625	\$28,026,245	2								
Exmouth	39	\$430,000	\$18,907,500	25	\$225,000	\$5,389,242	2		\$935,000	0			0								
Geraldton-Greenough	389	\$242,000	\$103,502,891	116	\$145,000	\$42,477,930	23	\$390,000	\$12,703,999	3		\$2,820,000	1								

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
Gingin	87	\$380,000	\$34,458,833	26	\$130,000	\$5,540,417	34	\$440,000	\$18,816,500	9	\$25,676,200	3		\$13,650,000						
Gnowangerup	15	\$81,000	\$1,445,500	6	\$135,500	\$93,500	8	\$364,000	\$1,445,500	6	\$16,362,175	1		\$7,641,525						
Goornalling	4	\$364,000	\$1,445,500	1	\$93,500	\$93,500	8	\$2,379,999	\$2,379,999	6	\$11,526,520	0		\$11,526,520						
Harvey	337	\$350,000	\$126,040,375	126	\$178,800	\$24,417,192	29	\$615,000	\$20,239,500	4	\$10,877,750	0		\$10,877,750						
Inwin	37	\$330,000	\$13,121,000	12	\$85,000	\$1,735,500	19	\$290,000	\$5,988,750	6	\$4,983,075	1		\$4,983,075						
Jerramungup	16	\$277,500	\$4,436,500	8	\$185,750	\$1,403,000	7	\$1,706,500	\$1,706,500	3	\$5,185,000	8		\$74,913,810						
Kalgoorlie/Boulder	386	\$295,000	\$115,679,150	28	\$7,225,920	\$7,225,920	0			0		0								
Katanning	41	\$160,000	\$6,892,283	4	\$331,000	\$331,000	8	\$4,013,000	\$4,013,000	1	\$225,000	0		\$225,000						
Kellerberrin	13	\$120,000	\$1,656,000	4	\$168,500	\$168,500	3	\$2,535,000	\$2,535,000	2	\$1,450,000	0		\$1,450,000						
Kent	0			0			0			11	\$922,000	4		\$14,769,900						
Kojonup	18	\$168,500	\$3,059,000	4	\$103,500	\$103,500	2	\$524,000	\$524,000	5	\$10,805,850	0		\$10,805,850						
Kondinin	6	\$803,000	\$803,000	1	\$5,000	\$5,000	2	\$1,612,012	\$1,612,012	17	\$9,946,500	1		\$1,041,250						
Koorda	6	\$492,000	\$492,000	0			6	\$1,247,500	\$1,247,500	7	\$2,779,480	0		\$2,779,480						
Kulin	4	\$442,000	\$442,000	1	\$8,500	\$8,500	2	\$185,000	\$185,000	8	\$6,265,300	1		\$4,000,000						
Lake Grace	9	\$1,309,434	\$1,309,434	1	\$22,000	\$22,000	0			8	\$16,457,950	6		\$9,201,162						
Laverton	11	\$40,000	\$588,000	5	\$848,250	\$848,250	0			0		0								
Leonora	9	\$533,000	\$533,000	2	\$15,000	\$15,000	0			0		0								
Mandurah	1,318	\$365,000	\$544,125,785	425	\$189,000	\$102,998,302	7	\$22,095,000	\$22,095,000	0		0								
Manjimup	89	\$268,000	\$24,560,490	22	\$110,000	\$4,022,500	29	\$600,000	\$23,009,000	1	\$800,000	0		\$800,000						
Meekatharra	7	\$355,500	\$355,500	0			0			0		0								
Menzies	1	\$30,000	\$30,000	6	\$29,450	\$29,450	0			0		0								
Merredin	40	\$135,000	\$7,106,240	6	\$148,500	\$148,500	5	\$1,120,000	\$1,120,000	14	\$11,598,493	0		\$11,598,493						
Mingenew	2	\$130,000	\$130,000	5	\$118,250	\$118,250	3	\$788,000	\$788,000	1	\$700,000	0		\$700,000						
Moora	19	\$180,000	\$3,561,000	10	\$71,000	\$834,200	4	\$2,910,000	\$2,910,000	4	\$6,350,000	0		\$6,350,000						
Morawa	16	\$31,000	\$659,000	2	\$7,500	\$7,500	3	\$3,425,000	\$3,425,000	0		1		\$1,700,000						
Mount Magnet	9	\$228,000	\$228,000	4	\$104,000	\$104,000	0			0		0								
Mount Marshall	3	\$93,500	\$93,500	2	\$15,500	\$15,500	1	\$666,000	\$666,000	11	\$10,643,441	0		\$10,643,441						
Mukinbudin	6	\$984,300	\$984,300	2	\$315,000	\$315,000	0			3	\$865,000	0		\$865,000						
Mullewa	8	\$189,500	\$189,500	3	\$18,100	\$18,100	3	\$56,500	\$56,500	6	\$4,025,000	2		\$2,295,000						
Murray	217	\$385,000	\$94,390,645	90	\$260,000	\$25,294,600	32	\$777,500	\$57,147,377	0		0								
Nannup	23	\$310,000	\$7,402,500	14	\$88,500	\$2,478,500	13	\$500,000	\$9,149,000	1	\$800,000	0		\$800,000						
Narembene	7	\$1,073,000	\$1,073,000	2	\$57,500	\$57,500	4	\$600,000	\$12,914,629	20	\$880,000	2		\$2,600,000						
Narrogin	1	\$80,000	\$80,000	0			10	\$697,500	\$6,572,500	2	\$880,000	0		\$880,000						
Narrogin	51	\$165,000	\$9,258,250	4	\$443,500	\$443,500	0			0		0								
Northam	123	\$230,000	\$31,110,500	30	\$85,000	\$3,849,000	28	\$374,500	\$14,539,120	7	\$19,091,538	0		\$19,091,538						
Northampton	33	\$202,500	\$7,468,000	30	\$85,000	\$2,905,450	6	\$950,000	\$12,171,000	13	\$12,171,000	1		\$420,000						
Nungarin	0			3	\$57,872	\$57,872	0			8	\$10,660,000	0		\$10,660,000						
Perenjori	5	\$355,000	\$355,000	2	\$45,000	\$45,000	2	\$1,723,527	\$1,723,527	6	\$3,981,873	2		\$2,500,000						
Pingelly	15	\$158,000	\$2,900,215	7	\$1,002,500	\$1,002,500	4	\$1,692,800	\$1,692,800	2	\$1,322,200	0		\$1,322,200						
Plantagenet	37	\$230,000	\$8,317,500	26	\$60,500	\$4,972,500	49	\$360,000	\$29,420,850	21	\$825,000	0		\$26,000,000						

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
Port Hedland	291	\$220,000	\$76,206,365	21	\$935,000	\$12,190,600	0					0							0		
Quairading	7	\$1,055,000	\$1,055,000	1	\$35,000	\$35,000	14	\$212,500	\$6,760,000	4	\$2,968,000	\$2,968,000	0						0		
Ravensthorpe	30	\$176,500	\$5,733,667	7	\$210,000	\$210,000	5	\$1,129,000	\$1,129,000	9	\$11,768,753	\$11,768,753	4						4		\$7,497,830
Roebourne	327	\$340,000	\$116,693,004	16	\$125,500	\$2,972,388	0						0						0		
Sandstone	2	\$225,000	\$44,500	5	\$471,000	\$471,000	0						0						0		
Shark Bay	16	\$238,750	\$4,383,666	3	\$11,200	\$11,200	4	\$354,000	\$354,000	2	\$2,495,000	\$2,495,000	0						0		
Tammin	2	\$90,000	\$1,025,000	0			3	\$1,259,500	\$1,259,500	2	\$1,550,000	\$1,550,000	2						2		\$10,628,000
Three Springs	10	\$330,000	\$17,964,000	34	\$82,500	\$3,404,573	38	\$403,000	\$18,681,000	6	\$6,080,000	\$6,080,000	0						0		
Toodyay	55	\$237,000	\$237,000	0			2	\$95,000	\$95,000	1	\$515,000	\$515,000	0						0		
Trayning	4	\$40,000	\$40,000	1	\$5,000	\$5,000	0						0						0		
Upper Gascoyne	1	\$464,000	\$464,000	1	\$85,000	\$85,000	2	\$1,344,920	\$1,344,920	6	\$25,681,700	\$25,681,700	2						2		\$5,065,000
Victoria Plains	4	\$145,000	\$3,807,500	7	\$395,000	\$395,000	6	\$8,085,000	\$8,085,000	0			0						0		
Wagin	23	\$305,000	\$19,775,000	16	\$167,500	\$2,628,500	16	\$572,500	\$8,701,500	3	\$5,850,000	\$5,850,000	0						0		
Wandering	4	\$780,000	\$780,000	2	\$34,000	\$34,000	5	\$2,269,000	\$2,269,000	6	\$8,152,453	\$8,152,453	0						0		
Waroona	58	\$306,000	\$306,000	3	\$111,000	\$111,000	4	\$6,443,000	\$6,443,000	2	\$1,460,000	\$1,460,000	0						0		
West Arthur	6	\$193,000	\$1,193,000	6	\$5,214,000	\$5,214,000	1	\$570,000	\$570,000	0			0						0		
Westonia	2	\$50,000	\$50,000	0			0						0						0		
Wickepin	20	\$105,000	\$2,729,500	1	\$350,000	\$350,000	2	\$2,818,000	\$2,818,000	2	\$3,400,000	\$3,400,000	0						0		
Williams	3	\$389,000	\$389,000	3	\$169,000	\$169,000	8	\$8,716,684	\$8,716,684	3	\$2,685,000	\$2,685,000	0						0		
Wiluna	3	\$361,500	\$361,500	1	\$7,000	\$7,000	1	\$280,000	\$280,000	3	\$1,000,000	\$1,000,000	0						0		
Wongan-Ballidu	31	\$250,000	\$7,604,500	12	\$207,500	\$4,064,000	9	\$8,471,000	\$8,471,000	0			0						0		
Woodanilling	1	\$25,000	\$25,000	0			0						0						0		
Wyalkatchem	10	\$63,000	\$63,000	2	\$27,500	\$27,500	3	\$254,000	\$254,000	15	\$23,362,467	\$23,362,467	4						4		\$3,540,000
Wyndham-East Kimberley	48	\$282,500	\$14,228,500	26	\$55,000	\$2,707,300	18	\$317,500	\$6,001,000	2	\$1,660,000	\$1,660,000	0						0		
Yalgoo	10	\$63,000	\$63,000	2	\$27,500	\$27,500	3	\$254,000	\$254,000	15	\$23,362,467	\$23,362,467	4						4		\$3,540,000
Yilgarn	48	\$282,500	\$14,228,500	26	\$55,000	\$2,707,300	18	\$317,500	\$6,001,000	2	\$1,660,000	\$1,660,000	0						0		
York	48	\$282,500	\$14,228,500	26	\$55,000	\$2,707,300	18	\$317,500	\$6,001,000	2	\$1,660,000	\$1,660,000	0						0		
TOTAL SALES	6,071	\$320,000	\$2,121,664,505	1,774	\$165,000	\$426,032,628	947	\$470,000	\$653,944,899	442	\$900,000	\$583,603,630	65	\$1,700,000	\$207,025,466						

Appendix 1 - Tasmania

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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	163	\$280,000	\$49,273,958	98	\$78,000	\$9,568,430	36	\$142,500	\$10,217,150	4		\$602,000	0		
Burnie	380	\$248,000	\$100,593,386	43	\$115,000	\$5,965,440	17	\$430,000	\$9,794,000	1		\$1,137,125	0		
Central Coast	337	\$295,000	\$110,359,598	56	\$97,000	\$7,876,000	44	\$400,000	\$21,464,320	2		\$2,889,700	0		
Central Highlands	76	\$152,000	\$12,666,791	33	\$31,000	\$1,400,750	27	\$170,000	\$6,013,967	9		\$11,532,250	3		\$6,400,000
Circular Head	120	\$217,600	\$27,819,109	11	\$85,000	\$1,325,000	26	\$420,000	\$23,961,000	6		\$7,102,500	1		\$9,450,000
Derwent Valley	41	\$245,000	\$11,683,750	12	\$91,000	\$1,476,500	24	\$295,000	\$7,435,500	1		\$460,000	0		
Devonport	496	\$275,000	\$149,336,722	80	\$110,000	\$11,365,749	5		\$6,795,000	0			0		
Dorset	159	\$247,000	\$41,696,250	39	\$110,000	\$3,967,000	18	\$455,000	\$8,559,100	7		\$5,738,150	0		
Flinders	7		\$2,115,000	10	\$52,500	\$642,000	14	\$205,000	\$5,299,000	3		\$4,022,080	1		\$2,837,453
George Town	158	\$205,000	\$36,987,750	61	\$82,000	\$5,969,397	14	\$320,000	\$4,460,500	4		\$5,520,129	0		
Glenmorgan/Spring Bay	122	\$351,250	\$50,537,800	80	\$157,250	\$14,757,000	19	\$260,000	\$6,709,208	1		\$225,000	0		
Huon Valley	282	\$375,000	\$111,383,557	113	\$132,000	\$19,330,450	92	\$307,500	\$33,872,531	1		\$900,000	0		
Kentish	97	\$280,000	\$30,431,000	28	\$94,500	\$3,170,000	46	\$381,250	\$19,185,000	1		\$1,375,000	0		
King Island	26	\$252,500	\$7,141,000	14	\$50,000	\$916,500	9		\$5,988,000	2		\$1,095,000	0		
Kingborough	55	\$467,200	\$28,962,701	34	\$171,750	\$6,441,720	12	\$261,500	\$3,489,500	0			0		
Latrobe	195	\$350,000	\$69,881,099	76	\$149,000	\$13,229,650	18	\$482,500	\$11,754,327	2		\$3,100,000	0		
Launceston	1,139	\$320,000	\$402,739,091	97	\$166,000	\$18,377,982	47	\$410,000	\$20,689,600	2		\$3,595,000	0		
Meander Valley	268	\$340,000	\$94,314,483	52	\$120,000	\$8,054,374	47	\$385,000	\$23,995,925	6		\$21,590,000	0		
Northern Midlands	242	\$305,000	\$77,393,735	84	\$88,000	\$13,827,459	22	\$485,000	\$11,504,860	8		\$16,603,000	1		\$850,000
Sorell	24	\$396,000	\$9,867,000	15	\$157,000	\$2,185,000	11	\$220,000	\$3,055,500	1		\$310,000	0		
Southern Midlands	85	\$335,000	\$28,888,712	18	\$97,500	\$2,125,000	39	\$255,000	\$11,407,500	14		\$170,000	0		
Tasman	88	\$276,000	\$25,499,500	61	\$78,500	\$5,516,984	41	\$295,000	\$15,011,500	1		\$7,247,000	0		
Waratah/Wynyard	233	\$279,990	\$76,962,366	41	\$105,000	\$4,567,500	45	\$360,000	\$23,978,500	0			0		
West Coast	190	\$84,500	\$17,265,200	31	\$23,000	\$1,183,100	6		\$318,000	0			0		
West Tamar	460	\$350,000	\$168,599,334	95	\$165,000	\$19,351,250	52	\$405,000	\$22,135,900	1		\$330,000	0		
TOTAL SALES	5,423	\$297,000	\$1,735,181,892	1,267	\$110,000	\$180,405,235	722	\$350,000	\$314,858,888	76	\$565,000	\$95,233,934	6	\$19,537,453	

Appendix 1 - Northern Territory

Local Government Area Tables: Data covers sales for the 12 months to May 2019.

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	273	\$461,000	\$133,597,720	14	\$592,500	\$8,312,500	0			0			0		
Barkly	21	\$212,000	\$4,187,800	2		\$280,000	0			0			0		
Coomalie	6	\$1,463,000	\$1,463,000	3		\$680,000	4	\$998,000	\$998,000	3	\$2,080,000	\$2,080,000	0		
Katherine	16	\$292,500	\$4,846,600	5		\$2,005,000	12	\$467,500	\$6,375,000	0			0		
Roper Gulf	4	\$1,710,000	\$1,710,000	0			0			0			1		\$58,000,000
Unincorporated NT	7	\$1,685,000	\$1,685,000	4		\$547,500	26	\$182,500	\$5,332,000	2	\$12,800,000	\$12,800,000	0		
Victoria-Daly	6	\$1,737,000	\$1,737,000	1		\$370,000	3	\$765,000	\$765,000	0			2		\$10,715,000
Wagait	1	\$127,500	\$127,500	6		\$1,390,000	0			0			0		
TOTAL SALES	334	\$435,000	\$149,354,620	35	\$370,000	\$13,585,000	45	\$255,000	\$13,470,000	5	\$14,880,000	\$14,880,000	3		\$68,715,000

Disclaimer

© 2019 Copyright CoreLogic Ltd, Local, State, and Commonwealth Governments. All rights reserved. No reproduction, distribution or transmission of the copyrighted materials in this publication is permitted whether in whole or in part.

In compiling this publication, RP Data Pty Ltd trading as CoreLogic has relied upon information supplied by a number of external sources. CoreLogic does not warrant its accuracy or completeness and to the full extent allowed by law excludes liability in contract, tort or otherwise, for any loss or damage sustained by subscribers, or by any other person or body corporate arising from or in connection with the supply or use of the whole or any part of the information in this publication through any cause whatsoever and limits any liability it may have to the amount paid to CoreLogic for the supply of such information.

Queensland Data

Based on or contains data provided by the State of Queensland (Department of Natural Resources and Mines) 2019. In consideration of the State permitting use of this data you acknowledge and agree that the State gives no warranty in relation to the data (including accuracy, reliability, completeness, currency or suitability) and accepts no liability (including without limitation, liability in negligence) for any loss, damage or costs (including consequential damage) relating to any use of the data. Data must not be used for direct marketing or be used in breach of the privacy laws.

South Australian Data

This information is based on data supplied by the South Australian Government and is published by permission. The South Australian Government does not accept any responsibility for the accuracy or completeness of the published information or suitability for any purpose of the published information or the underlying data.

New South Wales Data

Contains property sales information provided under licence from the Land and Property Information ("LPI"). RP Data is authorised as a Property Sales Information provider by the LPI.

Victorian Data

The State of Victoria owns the copyright in the Property Sales Data which constitutes the basis of this report and reproduction of that data in any way without the consent of the State of Victoria will constitute a breach of the Copyright Act 1968 (Cth). The State of Victoria does not warrant the accuracy or completeness of the information contained in this report and any person using or relying upon such information does so on the basis that the State of Victoria accepts no responsibility or liability whatsoever for any errors, faults, defects or omissions in the information supplied.

Western Australian Data

Based on information provided by and with the permission of the Western Australian Land Information Authority (2019) trading as Landgate.

Australian Capital Territory Data

The Territory Data is the property of the Australian Capital Territory. No part of it may in any form or by any means (electronic, mechanical, microcopying, photocopying, recording or otherwise) be reproduced, stored in a retrieval system or transmitted without prior written permission. Enquiries should be directed to: Director, Customer Services ACT Planning and Land Authority GPO Box 1908 Canberra ACT 2601.

Tasmanian Data

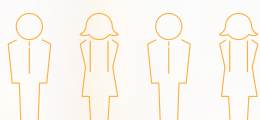
This product incorporates data that is copyright owned by the Crown in Right of Tasmania. The data has been used in the product with the permission of the Crown in Right of Tasmania. The Crown in Right of Tasmania and its employees and agents:

- a) give no warranty regarding the data's accuracy, completeness, currency or suitability for any particular purpose; and
- b) do not accept liability howsoever arising, including but not limited to negligence for any loss resulting from the use of or reliance upon the data.

Base data from the LIST © State of Tasmania <http://www.thelist.tas.gov.au>

Landmark Harcourts Global Facts 2019

Our network has over
900
offices in
9
countries



With more than
6,600
sales consultants

Our network sold over

\$28 billion

worth of
property
last year



That's **\$3.2m** of residential, rural and commercial property sold every hour



Every
10 minutes someone
buys a property
with our network



Every
13 minutes a tenant moves
into a property managed
by our network



Mortgage Express
settled

\$1.9b
of finance last year



that's more than

390
settlements
every month



Our network conducted more than

13,000
auctions in 2018



Our average agent rating is

4.8 stars
out of **5**



The Harcourts
Academy
conducted
more than

500
training programs
in 2018



with over
5,000
attendees

The Harcourts Foundation has raised over **\$5.8m** in 10 years for our communities

A silhouette of a person jumping over a log on a swing set. The scene is set against a sunset sky with a calm body of water in the foreground reflecting the light. The overall mood is peaceful and adventurous.

New home this summer?

We'll help you take the leap.

For most of us, a home is one of our biggest investments. So we understand that when it comes to selling or purchasing, there's a lot to consider.

We'll walk you through the process, help you understand where your property is positioned in the market, and have the connections to help you find your next home. Whether you're moving down the road, to a new town, city — or anywhere in the world.

landmarkharcourts.com.au

LANDMARK
Harcourts