

Real Estate Institute of Tasmania – Submission to the Premier’s Economic and Social Recovery Advisory Council



Tasmania’s property industry has been a main driver of economic growth and increased employment for approximately the last ten (10) years. The Real Estate Institute of Tasmania represents over 92% of real estate agents and is simply the largest key stakeholder in the housing industry.

Stamp duty tax from the purchase of homes and land during 2014 -15 raised \$354 million dollars, during 2016 – 17 this was \$347 million dollars and during 2018 – 19 a staggering \$438 million dollars was collected.

It is fair to say that real estate activity is one of the single biggest revenue raisers for the state government outside GST received from the Federal Government.

Impacts that are currently being seen and experienced by REIT members relate too;

1. **Staff** – REIT members have been extremely thankful for the assistance provided by the JobKeeper package that enabled many members to keep staff employed within their agencies. Without this package it was clear that many staff were either being stood down without pay or worse, it was going to force the closure of the business.

The State Government must lobby the Federal Government to extend JobKeeper for the real estate industry. This is crucial as real estate agencies are only just now feeling the strain of the Covid–19 crisis as the sales that were in the pipeline have now settled and the income only just being paid to agents. Unlike most industries the true impact of Covid–19 is just now being fully realised in the property industry.

2. **Property Sales** – The Tasmanian property industry was perceived to be a standout, and everything made of gold. Unfortunately, when you scratch the surface this is not the case. Although property prices were increasing and sales were being made, the true issue is the listing coming to market did not match the sales that were being made. This creating a supply and demand issue with volumes significantly reduced. This is clearly seen by property sales in 2015 – 9217 sold properties, 2016 – 9693 sold properties, 2017 – 11194 sold properties, 2018 – 11264 sold properties and 2019 – 10814 sold properties.

Currently there is a call by the building industry to support first home builders with grants and subsidies. The REIT supports this, but it cannot/must not be at the expense of the established home market. The REIT strongly recommends that there be increased stamp duty relief not only for first home buyers of established property but for all purchasers of established property.

Factors that are likely to shape the medium and longer-term impacts for the real estate sector are going to be government support and initiatives to ALL industries. Business confidence, tourism and a steady low unemployment rate is key to the state emerging from the Covid-19 crisis. The single biggest factor both medium and long term that is going to impact not only real estate but also building is the spectacular failure of the state-wide planning scheme. To date two governments, both Labour and Liberal have attempted to implement a "state-wide planning scheme" which simply has not worked. The REIT doesn't know if this is by negligence or there is not the will to make tough the decisions. At every turn the state-wide planning scheme has been hampered by Local Government and individual Councils. The time has come to scrap this rolling disaster, REMOVE planning from ALL Councils and create an independent single entity for state-wide planning.

Mitigation measures currently in place is JobKeeper. At this stage this is only just starting to assist real estate agents and their employees. If JobKeeper is not extended to this sector post September 2020 there is a very real likelihood that there will be a negative impact on this industry and by virtue of that, there will be a downturn in state revenue in the form of stamp duty.

For information of the Council I have attached the two latest REIT reports on the real estate industry. The first is the January 2020 to March 2020 Quarterly Report which gives an in-depth view of the industry trends that is backed up by data. The second report is a monthly report for April 2020. This report demonstrates the slowing of this industry and shows with some confidence without real support, the real estate industry is in for a severe downturn in coming months. Obviously, the implications of this is reduced stamp duty revenue for the state government that at a time needs that income more than ever.



Mark Berry
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REIT QUARTERLY PROPERTY REPORT

MARCH 2020



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March Quarter 2020 Summary

Tasmania recorded nearly 1.1 billion in sales for the March quarter and 4.2 billion in sales over the last 12 months.

House

There was a decrease of 1.2 per cent in house sales across Tasmania for the quarter, although sales were up 4.9 per cent on the March quarter last year. Even though house sales were down 12.4 per cent for the quarter and 6.8 per cent for the year in Hobart, Launceston recorded increases of 11.9 per cent for the quarter and 11.5 per cent for the year. The North-West Centres also improved its house sales, with a 2.8 per cent and 7.2 per cent increase for the quarter and year respectively.

The Tasmanian median house price increased 1.5 per cent for the quarter to \$406,140; a 10.1 per cent increase on March last year. Hobart's median house price rose 4.5 per cent for the quarter, with an increase of 5.1 per cent in both Inner and Middle Hobart for the quarter. Outer Hobart experienced a decrease of 3.3 per cent for the quarter. Launceston's median house price increased 4.0 per cent for the quarter and the North-West Centres increased 0.8 per cent for the quarter.

Other Dwellings

Sales for the other dwellings in Tasmania decreased 5.2 per cent for the quarter and down 10.7 per cent on last year. Hobart's other dwellings sales dropped 22.3 per cent for the quarter, with Inner, Middle and Outer all recording decreases for both the quarter and year. Launceston other dwelling sales decreased 15.5 per cent for the quarter and 7.8 per cent on March last year. The North West Centres however recorded a 26.5 per cent increase for the quarter and 19.4 per cent increase on the March 2019 quarter.

Tasmania's median price for other dwellings decreased 5.2 per cent for the quarter and down 10.7 per cent for the year. Although Hobart saw a 0.5 per cent decrease for the quarter, both Inner and Middle Hobart increased 7.3 per cent and 0.4 per cent respectively. The North-West Centres experienced an increase of 14.5 per cent for the quarter and 18.0 per cent increase for the year. Launceston's median price decreased 3.9 per cent for the quarter, although saw an increase of 2.8 per cent for the year.

Property Value

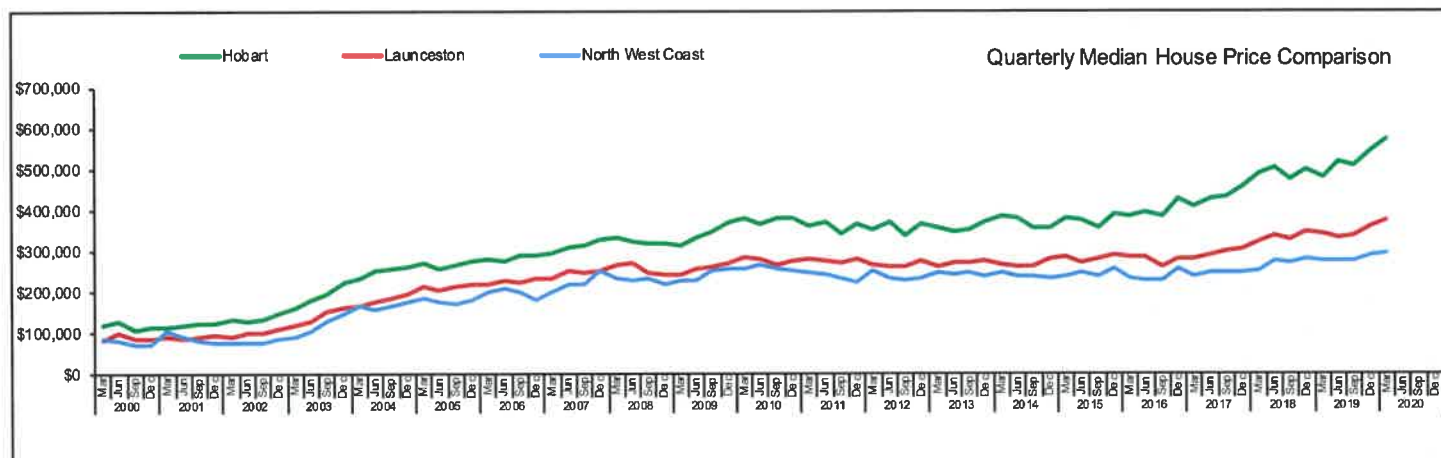
Tasmania recorded nearly 1.1 billion dollars' worth of property sold for the March quarter, which was down 0.5 per cent on the December 2019 quarter. Compared to last year, there was a 14.4 per cent increase and a 6.1 per cent increase compared to the March 2018 quarter.

TASMANIAN House Prices

	No. OF SALES		MEDIAN		No. OF SALES		MEDIAN	
					% CHANGE QUARTER	% CHANGE ANNUAL	% CHANGE QUARTER	% CHANGE ANNUAL
Hobart	466	\$ 575,000	-12.4%	-6.8%	4.5%	18.9%		
-Inner	113	\$ 780,000	-0.9%	-2.6%	5.1%	10.6%		
-Middle	250	\$ 505,945	-10.1%	-2.0%	5.1%	13.7%		
-Outer	103	\$ 515,000	-26.4%	-20.2%	-3.3%	12.0%		
Launceston	330	\$ 377,000	11.9%	11.5%	4.0%	10.1%		
North-West Centres	222	\$ 295,000	2.8%	7.2%	0.8%	7.3%		
Tasmania	1870	\$ 406,140	-1.2%	4.9%	1.5%	10.1%		

TASMANIAN Other Dwellings Prices

	No. OF SALES		MEDIAN		No. OF SALES		MEDIAN	
					% CHANGE QUARTER	% CHANGE ANNUAL	% CHANGE QUARTER	% CHANGE ANNUAL
Hobart	139	\$ 403,000	-22.3%	-31.9%	-0.5%	5.8%		
-Inner	52	\$ 586,250	-10.3%	-24.6%	7.3%	27.4%		
-Middle	49	\$ 355,000	-35.5%	-48.4%	0.4%	4.4%		
-Outer	38	\$ 406,500	-15.6%	-5.0%	-3.0%	4.2%		
Launceston	71	\$ 298,000	-15.5%	-7.8%	-3.9%	2.8%		
North-West Centres	43	\$ 256,000	26.5%	19.4%	14.5%	18.0%		
Tasmania	343	\$ 330,000	-5.2%	-10.7%	-1.5%	2.8%		



RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

SUBURB / TOWN	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
ACTON	10	\$202,500	42.9%	11.1%	15.7%	14.4%	5.5%
ACTON PARK	7	\$855,000	40.0%	75.0%	-6.3%	-1.3%	6.8%
AUSTINS FERRY	7	\$458,000	-30.0%	-30.0%	7.5%	-5.1%	19.0%
AVOCA	1	\$190,000	0.0%	-50.0%	153.3%	1.3%	23.0%
BAGDAD	NA	NA	NA	NA	NA	NA	NA
BATTERY POINT	2	\$2,112,500	-33.3%	-60.0%	133.4%	40.8%	65.7%
BEACONSFIELD	5	\$250,000	-16.7%	-16.7%	-13.6%	26.6%	23.8%
BEAUTY POINT	8	\$392,500	-20.0%	-11.1%	9.0%	60.2%	124.3%
BEECHFORD	NA	NA	NA	NA	NA	NA	NA
BELLERIVE	14	\$662,500	55.6%	100.0%	-0.5%	3.5%	1.1%
BERRIEDALE	6	\$537,500	-45.5%	-50.0%	36.1%	39.6%	35.7%
BICHENO	4	\$452,500	-69.2%	33.3%	11.5%	24.0%	-7.7%
BINALONG BAY	1	\$310,000	0.0%	0.0%	-21.5%	-29.5%	NA
BLACKMANS BAY	17	\$620,000	-34.6%	-15.0%	-2.4%	8.3%	0.5%
BLACKSTONE HEIGHTS	10	\$497,500	66.7%	400.0%	-1.9%	6.6%	7.0%
BLACKWALL	2	\$421,000	0.0%	0.0%	9.6%	57.4%	16.9%
BONNET HILL	1	\$654,501	NA	0.0%	NA	12.8%	-23.9%
BRACKNELL	1	\$375,000	0.0%	-50.0%	27.6%	14.9%	-3.8%
BRANXHOLM	3	\$275,000	NA	50.0%	NA	-6.8%	NA
BRIDGEWATER	8	\$298,500	-52.9%	-57.9%	10.6%	20.9%	38.2%
BRIDPORT	3	\$489,999	-66.7%	-62.5%	44.1%	16.7%	41.0%
BRIGHTON	11	\$378,500	-35.3%	-26.7%	-4.2%	-3.2%	23.3%
BRUNY ISLAND	3	\$475,000	50.0%	-25.0%	51.5%	12.4%	-15.9%
BURNIE	5	\$280,000	150.0%	66.7%	7.9%	-25.3%	-9.5%
CAMBRIDGE	6	\$578,125	200.0%	20.0%	21.2%	2.0%	31.4%
CAMPANIA	3	\$380,000	-40.0%	50.0%	-9.7%	3.4%	-44.1%
CAMPBELL TOWN	2	\$230,000	-50.0%	-50.0%	-28.1%	5.7%	21.1%
CARLTON	7	\$367,500	-22.2%	-36.4%	4.7%	14.8%	2.1%
CARRICK	1	\$418,000	NA	0.0%	NA	10.0%	-1.6%
CHIGWELL	4	\$356,000	-50.0%	33.3%	5.5%	9.2%	23.8%
CLAREMONT	21	\$381,500	-16.0%	-16.0%	0.1%	3.1%	15.6%
CLARENDON VALE	4	\$285,750	33.3%	-55.6%	-3.1%	13.4%	46.9%
CLIFTON BEACH	1	\$336,000	NA	-50.0%	NA	-47.1%	-49.1%
COLES BAY	2	\$395,000	0.0%	100.0%	-51.5%	-24.0%	-21.0%
COLLINSVALE	2	\$462,500	100.0%	-33.3%	-15.6%	62.3%	68.0%
COOEE	2	\$220,000	NA	NA	NA	NA	-17.4%
CRADOC	2	\$535,000	0.0%	100.0%	-26.2%	-8.5%	-14.1%
CREMORNE	1	\$720,000	-50.0%	-83.3%	11.6%	5.5%	-22.6%
CRESSY	4	\$317,500	33.3%	300.0%	14.0%	-0.8%	58.0%
CURRIE	NA	NA	NA	NA	NA	NA	NA
CYGNET	6	\$535,000	50.0%	-40.0%	3.4%	-6.6%	39.0%
DELORAINE	14	\$395,000	55.6%	55.6%	23.4%	41.1%	42.1%
DERBY	2	\$410,000	-33.3%	0.0%	-16.3%	-1.8%	NA
DERWENT PARK	4	\$425,750	NA	NA	NA	NA	14.2%
DEVONPORT	63	\$295,000	0.0%	-17.1%	8.1%	7.7%	19.7%
DODGES FERRY	13	\$440,000	18.2%	30.0%	6.0%	43.3%	34.8%
DOVER	7	\$350,000	-22.2%	0.0%	7.7%	17.6%	33.1%
DROMEDARY	3	\$765,000	200.0%	50.0%	77.9%	48.5%	63.5%
DUNALLEY	NA	NA	NA	NA	NA	NA	NA
DYNNYRNE	NA	NA	NA	NA	NA	NA	NA
EAGLEHAWK NECK	3	\$700,000	200.0%	0.0%	62.8%	81.8%	159.3%
EAST DEVONPORT	30	\$263,500	172.7%	100.0%	-2.4%	22.6%	22.6%
EAST LAUNCESTON	10	\$622,500	66.7%	0.0%	3.8%	30.4%	26.1%
EMU HEIGHTS	1	\$226,000	-50.0%	0.0%	-14.2%	7.6%	33.7%

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

SUBURB / TOWN	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
EVANDALE	5	\$420,000	150.0%	66.7%	-29.1%	-14.1%	28.8%
EXETER	1	\$215,000	-66.7%	-50.0%	-35.8%	-43.0%	-51.7%
FERN TREE	3	\$685,000	0.0%	200.0%	24.5%	18.1%	35.6%
FOREST	2	\$262,500	-33.3%	100.0%	14.1%	-39.0%	NA
FORTH	1	\$350,000	0.0%	-75.0%	-14.0%	31.6%	9.4%
FRANKLIN	8	\$436,250	60.0%	14.3%	-20.7%	-9.1%	-9.1%
GAGEBROOK	1	\$230,000	-83.3%	-80.0%	-3.2%	9.5%	28.1%
GARDEN ISLAND CREEK	1	\$229,000	-66.7%	-50.0%	-44.1%	-27.9%	-40.4%
GEEVESTON	6	\$498,750	-57.1%	50.0%	27.9%	66.3%	90.4%
GEILSTON BAY	18	\$513,000	38.5%	260.0%	-1.3%	2.8%	17.9%
GEORGE TOWN	18	\$217,500	50.0%	-21.7%	6.1%	17.6%	31.8%
GLEBE	NA	NA	NA	NA	NA	NA	NA
GLEN HUON	4	\$443,000	-55.6%	300.0%	-7.7%	-14.0%	0.5%
GLENGARRY	3	\$400,000	50.0%	200.0%	2.0%	21.2%	NA
GLENORCHY	32	\$398,075	6.7%	0.0%	-2.2%	2.7%	6.7%
GOODWOOD	3	\$395,000	-40.0%	50.0%	9.7%	18.4%	19.7%
GRANTON	5	\$630,000	NA	0.0%	NA	3.3%	50.4%
GRAVELLY BEACH	2	\$265,000	-33.3%	0.0%	-10.2%	-30.7%	-17.2%
GREENS BEACH	4	\$396,250	100.0%	33.3%	-31.4%	37.3%	39.0%
GRINDELWALD	6	\$590,500	-25.0%	200.0%	-0.8%	-5.1%	25.6%
GROVE	2	\$682,500	100.0%	-33.3%	0.4%	55.1%	25.2%
HADSPEN	6	\$457,500	20.0%	0.0%	15.8%	39.1%	48.5%
HAVENVIEW	2	\$242,000	100.0%	0.0%	12.6%	-1.2%	10.5%
HERDSMANS COVE	3	\$225,000	-50.0%	50.0%	-13.5%	9.8%	16.0%
HEYBRIDGE	2	\$315,000	100.0%	-33.3%	31.3%	-8.7%	62.4%
HILLCREST	5	\$220,000	400.0%	150.0%	-11.6%	16.1%	-6.4%
HOBART CITY	1	\$580,000	-50.0%	-66.7%	-18.8%	-15.3%	3.6%
HOWDEN	1	\$850,000	-66.7%	NA	13.3%	NA	14.3%
HOWRAH	25	\$571,050	-16.7%	0.0%	-6.4%	9.8%	2.0%
HUONVILLE	20	\$400,000	33.3%	100.0%	-11.1%	-13.2%	8.1%
INVERMAY	19	\$342,000	0.0%	72.7%	0.6%	29.1%	17.9%
JUDBURY	4	\$472,500	33.3%	NA	21.2%	NA	15.0%
KEMPTON	2	\$290,000	NA	0.0%	NA	-15.9%	-40.2%
KETTERING	3	\$675,000	-57.1%	-25.0%	15.4%	-32.8%	NA
KING ISLAND	NA	NA	NA	NA	NA	NA	NA
KINGS MEADOWS	20	\$375,000	0.0%	0.0%	6.4%	9.0%	10.6%
KINGSTON	41	\$581,000	-22.6%	0.0%	0.7%	9.6%	10.7%
LACHLAN	2	\$427,500	-50.0%	-33.3%	10.6%	-22.3%	6.9%
LATROBE	14	\$360,000	40.0%	55.6%	8.8%	20.0%	2.4%
LAUDERDALE	9	\$575,000	28.6%	50.0%	-11.5%	20.8%	3.6%
LAUNGESTON CITY	15	\$500,000	0.0%	25.0%	7.5%	13.6%	12.4%
LEGANA	15	\$435,000	-28.6%	-6.3%	1.2%	-10.3%	-5.1%
LENAH VALLEY	12	\$657,500	9.1%	-42.9%	5.2%	16.4%	17.4%
LEWISHAM	3	\$596,600	200.0%	-25.0%	7.5%	43.3%	53.0%
LINDISFARNE	15	\$600,000	-31.8%	-11.8%	1.5%	2.6%	11.4%
LONGFORD	15	\$455,000	-11.8%	-40.0%	35.4%	39.1%	69.1%
LOW HEAD	2	\$362,750	0.0%	-50.0%	-19.8%	-8.9%	57.7%
LUCASTON	3	\$480,000	NA	200.0%	NA	15.1%	11.6%
LUTANA	2	\$597,000	-66.7%	-66.7%	28.8%	32.7%	45.6%
MAGRA	2	\$368,250	100.0%	-60.0%	-39.6%	-33.6%	NA
MARGATE	2	\$813,500	-83.3%	-87.5%	33.4%	76.6%	71.6%
MAYFIELD	7	\$190,500	133.3%	16.7%	-4.8%	2.7%	22.9%
MIANDETTA	4	\$317,500	-42.9%	33.3%	5.8%	2.8%	-5.9%
MIDWAY POINT	8	\$485,000	-52.9%	-20.0%	2.9%	7.8%	19.0%
MIENA	4	\$201,500	0.0%	300.0%	8.9%	11.9%	NA

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

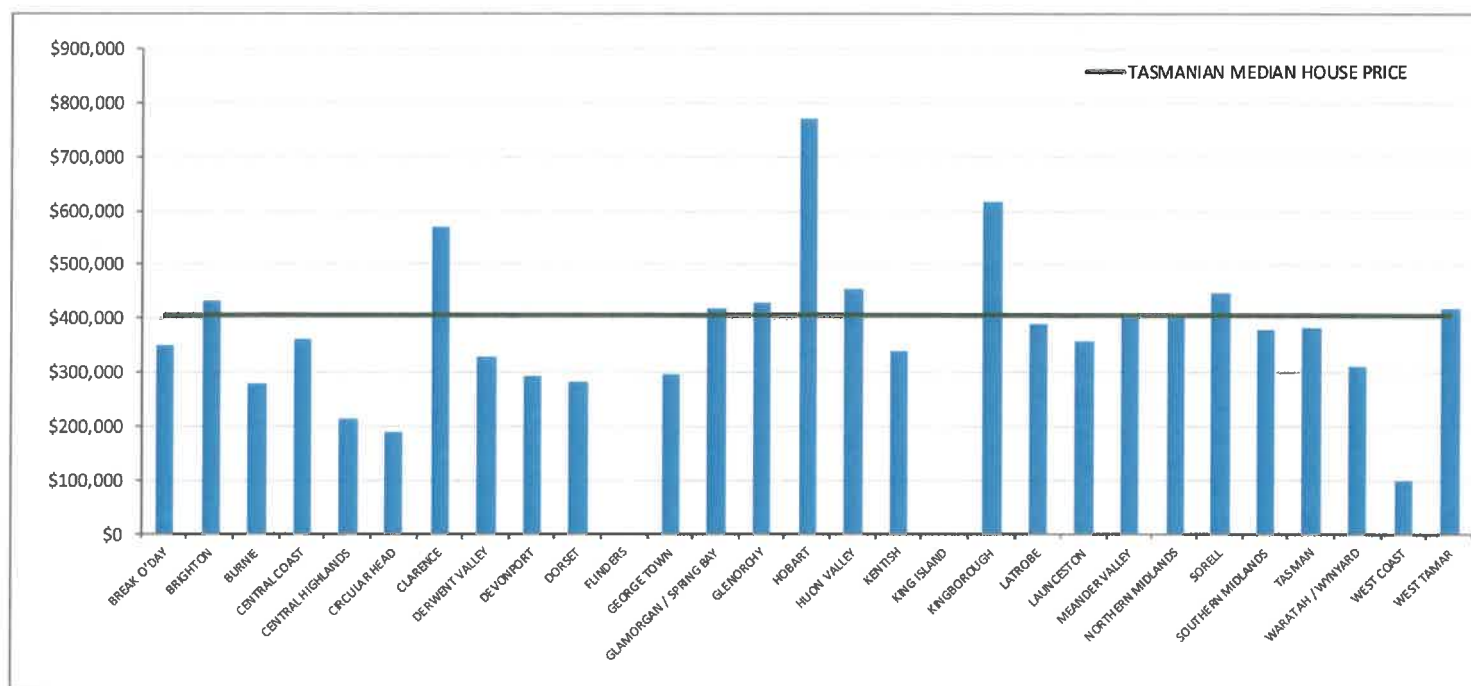
SUBURB / TOWN	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
MOLE CREEK	4	\$307,500	300.0%	33.3%	36.7%	6.0%	NA
MONTAGU BAY	3	\$550,000	-57.1%	50.0%	4.8%	10.6%	3.8%
MONTELLO	4	\$285,250	-20.0%	-33.3%	15.0%	63.2%	37.8%
MONTROSE	10	\$440,000	100.0%	100.0%	-8.5%	6.7%	17.3%
MOONAH	10	\$471,765	-28.6%	-44.4%	4.8%	3.7%	12.3%
MORNINGTON	4	\$464,500	-55.6%	-33.3%	16.1%	8.0%	17.2%
MOUNT NELSON	4	\$768,500	-33.3%	-33.3%	12.8%	24.0%	6.9%
MOUNT STUART	5	\$833,000	-28.6%	25.0%	4.1%	11.1%	23.2%
MOUNTAIN RIVER	3	\$630,000	50.0%	200.0%	0.1%	8.6%	-7.4%
MOWBRAY	19	\$275,000	90.0%	35.7%	-20.3%	1.7%	2.2%
MURDUNNA	1	\$400,000	0.0%	NA	27.0%	NA	NA
NEW NORFOLK	22	\$310,000	0.0%	0.0%	-5.6%	12.7%	37.8%
NEW TOWN	16	\$672,500	33.3%	166.7%	10.6%	5.5%	6.2%
NEWNHAM	23	\$320,000	0.0%	-4.2%	4.6%	12.8%	18.5%
NEWSTEAD	23	\$515,000	-20.7%	21.1%	9.6%	37.3%	39.2%
NORTH HOBART	13	\$660,000	85.7%	85.7%	-1.5%	7.5%	-31.8%
NORWOOD	13	\$445,000	-7.1%	-13.3%	12.7%	24.5%	15.3%
NUBEENA	2	\$406,500	100.0%	0.0%	9.9%	142.7%	50.6%
OAKDOWNS	4	\$570,000	0.0%	-42.9%	9.9%	18.8%	34.1%
OATLANDS	4	\$401,500	33.3%	33.3%	36.1%	31.6%	36.1%
OLD BEACH	17	\$515,000	41.7%	0.0%	8.4%	18.4%	22.6%
OPOSSUM BAY	4	\$690,000	300.0%	33.3%	21.1%	0.7%	-5.5%
ORFORD	8	\$431,250	14.3%	14.3%	6.2%	21.5%	-4.2%
OTAGO	1	\$615,000	0.0%	NA	-18.0%	NA	-15.9%
PARK GROVE	12	\$337,500	33.3%	33.3%	7.1%	-10.0%	-0.7%
PARKLANDS	6	\$302,500	-40.0%	100.0%	-0.6%	6.1%	-27.5%
PENGUIN	14	\$327,500	0.0%	27.3%	-9.0%	8.3%	3.1%
PERTH	16	\$370,000	0.0%	77.8%	2.8%	11.8%	-4.5%
PIPERS RIVER	1	\$496,000	NA	-66.7%	NA	7.8%	NA
PORT HUON	3	\$460,000	-50.0%	-25.0%	64.3%	37.3%	6.2%
PORT SORELL	12	\$386,250	9.1%	33.3%	-7.8%	28.8%	-0.4%
PRIMROSE SANDS	11	\$285,000	-26.7%	-21.4%	-14.9%	13.8%	26.2%
PROSPECT	4	\$353,500	33.3%	0.0%	49.2%	2.3%	21.9%
PROSPECT VALE	21	\$418,000	75.0%	50.0%	6.8%	3.2%	20.2%
QUEENSTOWN	13	\$91,000	-23.5%	160.0%	-4.2%	9.6%	9.6%
QUOIBA	NA	NA	NA	NA	NA	NA	NA
RAILTON	4	\$267,000	0.0%	0.0%	18.7%	-23.7%	44.5%
RANELAGH	8	\$515,000	-20.0%	0.0%	12.0%	31.2%	47.1%
RAVENSWOOD	14	\$222,500	40.0%	16.7%	8.5%	14.7%	30.3%
RICHMOND	4	\$674,000	100.0%	-50.0%	-32.7%	23.1%	4.5%
RISDON VALE	8	\$297,500	-27.3%	-27.3%	-7.0%	6.3%	24.7%
RIVERSIDE	26	\$406,000	18.2%	0.0%	7.5%	-1.6%	24.5%
ROCHERLEA	1	\$197,000	-66.7%	-66.7%	-1.5%	-1.5%	27.1%
ROKEBY	8	\$352,500	-11.1%	-38.5%	-17.3%	10.2%	29.6%
ROMAINE	9	\$284,000	0.0%	80.0%	-9.8%	-29.0%	17.4%
ROSE BAY	NA	NA	NA	NA	NA	NA	NA
ROSEBERY	10	\$94,250	-44.4%	42.9%	9.0%	2.4%	25.7%
ROSETTA	9	\$488,000	-18.2%	12.5%	8.4%	11.3%	12.8%
ROSNY	NA	NA	NA	NA	NA	NA	NA
SANDFLY	1	\$775,000	0.0%	0.0%	18.3%	8.4%	NA
SANDFORD	8	\$740,000	14.3%	100.0%	-1.0%	3.1%	33.3%
SANDY BAY	29	\$948,888	-6.5%	70.6%	-9.6%	21.7%	11.0%
SCAMANDER	6	\$350,000	20.0%	0.0%	-15.7%	12.9%	17.6%
SCOTTSDALE	12	\$283,500	20.0%	-7.7%	26.0%	23.3%	48.5%

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

SUBURB / TOWN	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
SEVEN MILE BEACH	7	\$777,500	250.0%	75.0%	18.3%	27.4%	28.5%
SHEARWATER	13	\$456,000	44.4%	-7.1%	8.6%	2.8%	10.5%
SHEFFIELD	4	\$260,000	-42.9%	-42.9%	-23.5%	-25.7%	18.7%
SHOREWELL PARK	6	\$301,000	500.0%	100.0%	11.5%	85.8%	40.0%
SISTERS BEACH	5	\$355,000	25.0%	25.0%	5.8%	36.0%	6.0%
SMITHTON	30	\$151,000	87.5%	130.8%	-43.6%	-24.5%	-11.2%
SNUG	2	\$551,444	-50.0%	100.0%	13.1%	31.3%	14.6%
SOMERSET	5	\$300,000	-37.5%	-54.5%	-21.1%	13.2%	46.3%
SORELL	11	\$480,000	-15.4%	-45.0%	12.9%	18.4%	22.1%
SOUTH ARM	5	\$470,000	25.0%	150.0%	7.8%	3.3%	37.2%
SOUTH BURNIE	1	\$205,000	-50.0%	-50.0%	-16.2%	4.7%	-11.8%
SOUTH HOBART	6	\$832,500	-45.5%	-68.4%	39.9%	13.3%	28.1%
SOUTH LAUNCESTON	19	\$380,000	-9.5%	-13.6%	10.0%	12.9%	27.5%
SOUTHPORT	NA	NA	NA	NA	NA	NA	NA
SPREYTON	8	\$382,500	-11.1%	14.3%	-2.9%	0.7%	0.0%
ST HELENS	15	\$330,000	15.4%	66.7%	-19.3%	17.9%	38.8%
ST LEONARDS	13	\$340,000	62.5%	62.5%	-12.3%	15.4%	12.2%
ST MARYS	3	\$360,000	-25.0%	0.0%	65.5%	56.5%	188.0%
STANLEY	1	\$422,000	-50.0%	-75.0%	-12.1%	10.8%	62.3%
STIEGLITZ	5	\$359,000	150.0%	400.0%	9.6%	7.8%	99.4%
STRAHAN	3	\$200,000	200.0%	200.0%	-47.0%	-21.6%	-11.1%
SULPHUR CREEK	3	\$645,000	-25.0%	NA	46.6%	NA	37.2%
SUMMERHILL	9	\$355,000	-18.2%	0.0%	4.4%	14.5%	10.9%
SWANSEA	6	\$359,750	50.0%	NA	19.9%	NA	11.1%
TAROONA	6	\$760,000	-25.0%	0.0%	13.9%	5.2%	7.8%
TEA TREE	2	\$432,500	0.0%	NA	-23.8%	NA	56.1%
TINDERBOX	NA	NA	NA	NA	NA	NA	NA
TOLMANS HILL	1	\$1,250,000	-66.7%	-50.0%	38.9%	63.4%	NA
TRANMERE	9	\$685,000	200.0%	28.6%	29.2%	11.4%	7.0%
TREVALLYN	19	\$350,000	5.6%	-34.5%	-24.9%	-4.1%	-13.8%
TRIABUNNA	2	\$214,000	-71.4%	-66.7%	-19.2%	-5.3%	-16.1%
TURNERS BEACH	5	\$449,000	-61.5%	-28.6%	-18.4%	-1.3%	15.7%
ULVERSTONE	26	\$355,000	0.0%	8.3%	10.9%	14.2%	23.5%
UPPER BURNIE	7	\$250,000	-36.4%	16.7%	11.1%	13.1%	33.0%
WARRANE	10	\$390,000	11.1%	233.3%	0.6%	20.0%	20.5%
WATTLE GROVE	NA	NA	NA	NA	NA	NA	NA
WAVERLEY	9	\$236,000	12.5%	80.0%	18.0%	27.6%	30.7%
WEST HOBART	18	\$746,350	50.0%	0.0%	2.7%	5.5%	6.8%
WEST LAUNCESTON	16	\$433,500	0.0%	23.1%	15.2%	22.1%	21.8%
WEST MOONAH	8	\$487,500	-11.1%	-20.0%	-12.2%	15.4%	18.9%
WEST ULVERSTONE	12	\$400,000	-33.3%	33.3%	36.8%	60.9%	42.9%
WESTBURY	6	\$383,500	100.0%	20.0%	-29.0%	52.2%	34.6%
WEYMOUTH	NA	NA	NA	NA	NA	NA	NA
WHITE BEACH	5	\$320,000	400.0%	-16.7%	23.1%	10.5%	16.4%
WOODBIDGE	2	\$837,500	0.0%	-33.3%	3.7%	-3.2%	NA
WYNYARD	25	\$290,500	8.7%	47.1%	-3.2%	1.9%	-23.1%
YOLLA	1	\$220,000	NA	0.0%	NA	-73.8%	NA
YOUNGTOWN	18	\$366,250	20.0%	12.5%	-2.3%	6.9%	22.1%
ZEEHAN	3	\$160,000	-40.0%	NA	39.1%	NA	68.4%

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

MUNICIPALITY	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
BREAK O'DAY	39	\$350,000	18.2%	39.3%	-7.9%	25.0%	55.6%
BRIGHTON	48	\$432,500	-32.4%	-20.0%	10.6%	18.5%	56.7%
BURNIE	81	\$280,000	11.0%	28.6%	7.7%	10.9%	19.1%
CENTRAL COAST	68	\$362,500	-23.6%	1.5%	5.1%	15.1%	10.2%
CENTRAL HIGHLANDS	12	\$213,500	-14.3%	20.0%	29.4%	20.3%	33.4%
CIRCULAR HEAD	45	\$190,000	50.0%	60.7%	-31.5%	-17.4%	-5.0%
CLARENCE	177	\$570,000	1.1%	8.6%	5.6%	12.9%	9.1%
DERWENT VALLEY	39	\$330,000	21.9%	0.0%	-2.9%	15.0%	34.7%
DEVONPORT	116	\$295,000	8.4%	2.7%	0.7%	5.4%	2.1%
DORSET	30	\$283,500	11.1%	-9.1%	-2.6%	11.2%	41.1%
FLINDERS	NA	NA	NA	NA	NA	NA	NA
GEORGE TOWN	26	\$295,500	18.2%	-21.2%	12.6%	37.4%	55.5%
GLAMORGAN / SPRING BAY	29	\$420,000	-25.6%	52.6%	5.3%	18.3%	-3.7%
GLENORCHY	125	\$430,000	-8.8%	-11.3%	1.2%	4.9%	13.8%
HOBART	110	\$770,000	0.9%	-0.9%	2.9%	10.6%	11.4%
HUON VALLEY	101	\$455,000	-2.9%	31.2%	1.1%	11.0%	19.7%
KENTISH	20	\$340,500	5.3%	-16.7%	0.1%	-7.3%	53.7%
KING ISLAND	NA	NA	NA	NA	NA	NA	NA
KINGBOROUGH	92	\$616,500	-29.8%	-16.4%	1.4%	9.6%	11.3%
LATROBE	46	\$390,750	31.4%	4.5%	2.8%	-0.7%	3.6%
LAUNCESTON	284	\$359,000	5.6%	5.6%	-1.6%	7.2%	11.3%
MEANDER VALLEY	76	\$401,250	68.9%	55.1%	1.6%	16.3%	20.5%
NORTHERN MIDLANDS	50	\$401,750	2.0%	2.0%	19.6%	25.5%	49.3%
SORELL	60	\$449,000	-22.1%	-22.1%	8.2%	19.7%	24.7%
SOUTHERN MIDLANDS	19	\$378,000	5.6%	18.8%	5.0%	7.2%	21.0%
TASMAN	12	\$382,500	20.0%	-45.5%	20.5%	48.8%	34.0%
WARATAH / WYNARD	46	\$312,000	4.5%	12.2%	-11.9%	9.5%	-6.9%
WEST COAST	29	\$100,000	-31.0%	107.1%	10.2%	4.2%	25.0%
WEST TAMAR	90	\$417,500	-1.1%	9.8%	5.2%	13.6%	8.7%
TASMANIA - STATEWIDE	1870	\$406,140	-1.2%	4.9%	1.5%	10.1%	12.8%

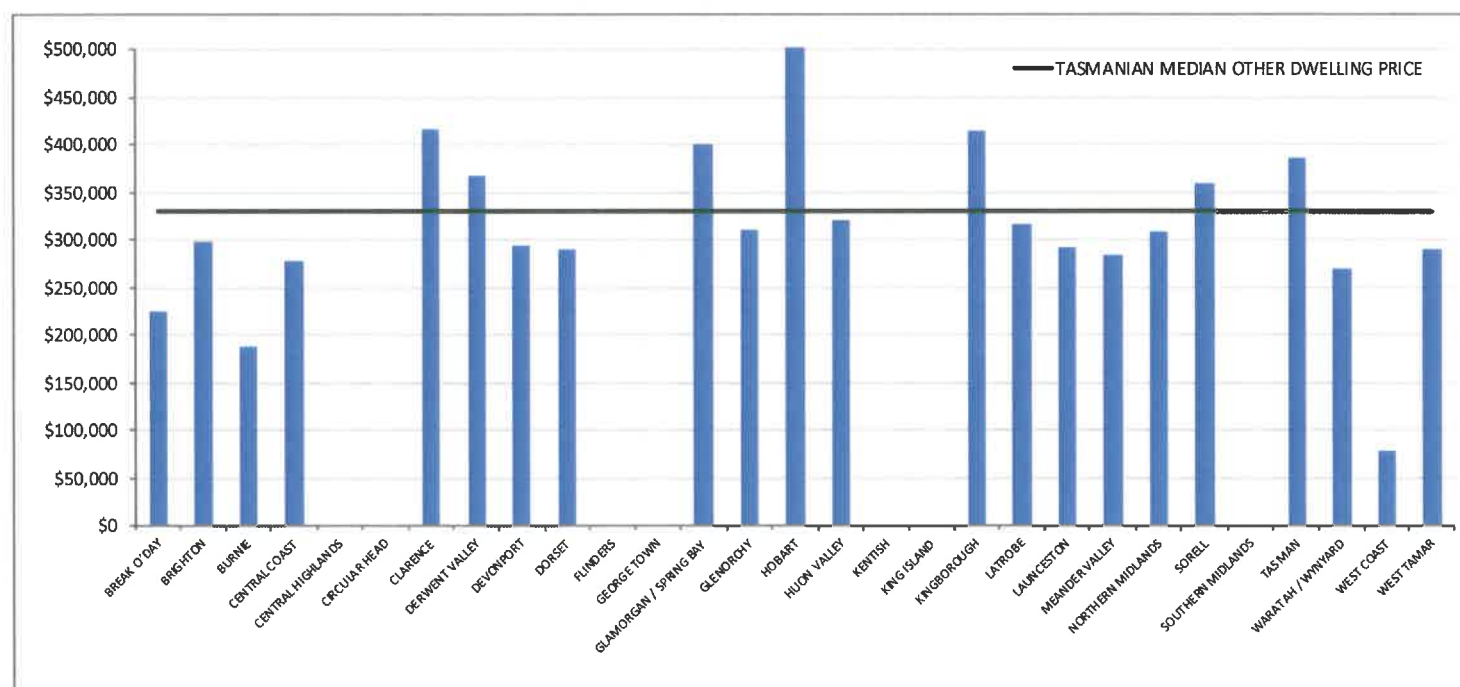


Quick Facts - Tasmanian House Market - March Quarter

		<u>5 year average</u>		<u>10 year average</u>	
Median	\$406,140	\$355,028	↑ 14.4%	\$329,264	↑ 23.3%
Sales	1870	1873.2	↓ 0.2%	1640.6	↑ 14.0%
Volume	\$847,006,787	\$743,655,294	↑ 13.9%	\$609,421,146	↑ 39.0%

RESIDENTIAL MARKET TRENDS: Other Dwellings Prices - March Quarter 2020

MUNICIPALITY	No. OF SALES	MEDIAN	No. OF SALES		MEDIAN		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
BREAK O'DAY	1	\$225,000	-66.7%	-75.0%	-15.1%	40.6%	11.1%
BRIGHTON	15	\$299,000	87.5%	7.1%	-5.4%	10.2%	14.1%
BURNIE	13	\$188,000	85.7%	62.5%	9.0%	26.8%	-8.7%
CENTRAL COAST	18	\$277,000	260.0%	80.0%	-7.7%	13.1%	22.6%
CENTRAL HIGHLANDS	NA	NA	NA	NA	NA	NA	NA
CIRCULAR HEAD	NA	NA	NA	NA	NA	NA	NA
CLARENCE	35	\$417,000	-2.8%	-28.6%	3.5%	-2.3%	20.9%
DERWENT VALLEY	4	\$367,500	100.0%	0.0%	51.5%	79.3%	97.6%
DEVONPORT	15	\$295,000	-31.8%	-31.8%	30.5%	31.1%	30.2%
DORSET	1	\$290,000	-66.7%	-66.7%	38.1%	41.5%	NA
FLINDERS	NA	NA	NA	NA	NA	NA	NA
GEORGE TOWN	NA	NA	NA	NA	NA	NA	NA
GLAMORGAN / SPRING BAY	1	\$400,000	NA	-75.0%	NA	94.6%	-15.0%
GLENORCHY	28	\$309,500	-47.2%	-48.1%	-7.6%	-2.4%	7.5%
HOBART	49	\$610,000	-12.5%	-25.8%	11.7%	35.4%	28.2%
HUON VALLEY	4	\$320,000	-20.0%	-20.0%	18.5%	-1.5%	-1.5%
KENTISH	NA	NA	NA	NA	NA	NA	NA
KING ISLAND	NA	NA	NA	NA	NA	NA	NA
KINGBOROUGH	24	\$415,000	-36.8%	-20.0%	-9.8%	6.8%	10.1%
LATROBE	17	\$316,000	13.3%	183.3%	0.3%	22.7%	31.7%
LAUNCESTON	58	\$292,500	-12.1%	-4.9%	-2.5%	3.5%	14.7%
MEANDER VALLEY	16	\$283,500	14.3%	0.0%	4.2%	-12.1%	18.1%
NORTHERN MIDLANDS	12	\$307,625	-25.0%	100.0%	21.8%	23.1%	24.8%
SORELL	8	\$359,000	166.7%	60.0%	5.3%	8.8%	7.8%
SOUTHERN MIDLANDS	NA	NA	NA	NA	NA	NA	NA
TASMAN	1	\$385,000	NA	0.0%	NA	87.8%	88.7%
WARATAH / WYNARD	6	\$270,000	20.0%	50.0%	20.0%	7.8%	5.9%
WEST COAST	1	\$79,000	-50.0%	NA	-52.4%	NA	NA
WEST TAMAR	16	\$291,000	14.3%	166.7%	-21.1%	24.4%	5.8%
TASMANIA - STATEWIDE	343	\$330,000	-5.2%	-10.7%	-1.5%	2.8%	13.8%



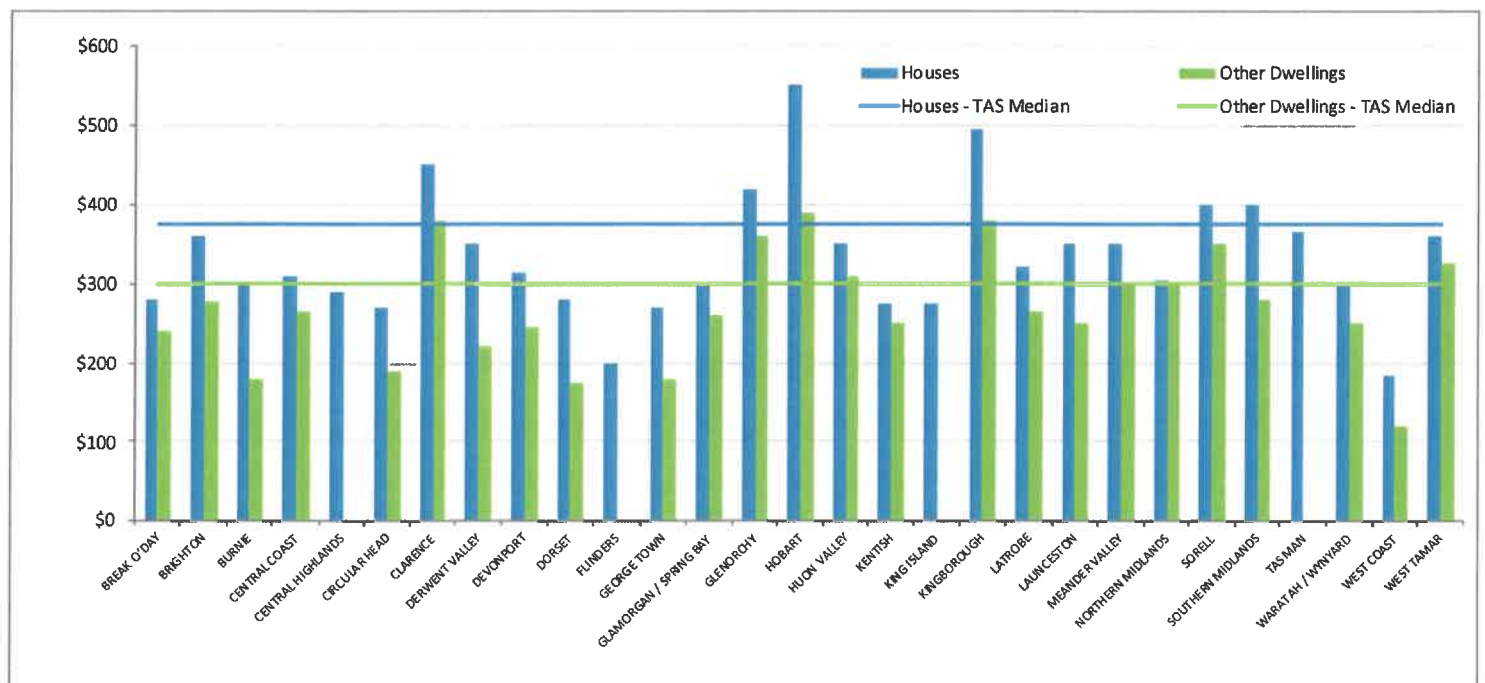
Quick Facts - Tasmanian Other Dwellings Market - March Quarter

		5 year average		10 year average	
Median	\$330,000	\$292,200	↑ 12.9%	\$272,825	↑ 21.0%
Sales	343	368	↓ 6.8%	319	↑ 7.6%
Volume	\$128,972,662	\$122,311,963	↑ 5.4%	\$99,906,105	↑ 29.1%

RESIDENTIAL MARKET TRENDS: Municipality Rentals - March Quarter 2020

MUNICIPALITY	HOUSES		OTHER DWELLINGS		ANNUAL MEDIAN CHANGE		
	Median	No. of Rentals	Median	No. of Rentals	Houses	Other Dwellings	Median Tenancy Length
BREAK O'DAY	\$280	31	\$240	8	0.0%	-2.0%	12
BRIGHTON	\$360	85	\$277	43	5.9%	-1.1%	No fixed period
BURNIE	\$300	105	\$180	97	11.1%	0.0%	12
CENTRAL COAST	\$310	63	\$265	31	3.3%	32.5%	12
CENTRAL HIGHLANDS	\$290	4	NA	NA	-3.3%	NA	6
CIRCULAR HEAD	\$270	48	\$190	17	8.0%	18.8%	6
CLARENCE	\$450	253	\$380	139	2.3%	2.7%	12
DERWENT VALLEY	\$350	37	\$220	13	18.6%	-22.8%	12
DEVONPORT	\$315	92	\$245	81	8.6%	4.3%	6
DORSET	\$280	23	\$175	13	12.0%	-22.2%	12
FLINDERS	\$200	1	NA	NA	NA	NA	No fixed period
GEORGE TOWN	\$270	31	\$180	11	3.8%	16.1%	12
GLAMORGAN / SPRING BAY	\$300	20	\$260	7	0.0%	15.6%	12
GLENORCHY	\$420	243	\$360	186	3.7%	12.5%	12
HOBART	\$550	346	\$390	672	10.0%	18.2%	12
HUON VALLEY	\$350	63	\$310	15	4.5%	12.7%	12
KENTISH	\$275	9	\$250	5	10.0%	NA	6
KING ISLAND	\$275	5	NA	NA	NA	NA	0
KINGBOROUGH	\$495	167	\$380	99	16.5%	8.6%	No fixed period
LATROBE	\$320	32	\$265	28	8.5%	1.9%	12
LAUNCESTON	\$350	481	\$250	501	2.9%	17.4%	12
MEANDER VALLEY	\$350	60	\$300	44	6.1%	20.0%	12
NORTHERN MIDLANDS	\$305	28	\$300	25	7.0%	5.3%	12
SORELL	\$400	79	\$350	21	8.1%	6.1%	12
SOUTHERN MIDLANDS	\$400	12	\$280	1	29.0%	-15.2%	12
TASMAN	\$365	6	NA	NA	32.7%	NA	12
WARATAH / WYNARD	\$300	43	\$250	26	7.1%	4.2%	12
WEST COAST	\$185	27	\$120	9	15.6%	4.3%	6
WEST TAMAR	\$360	87	\$325	58	9.1%	20.4%	12
TASMANIA - STATEWIDE	\$375	2481	\$300	2150	7.1%	11.1%	12

Tasmanian Rental Prices - Municipality



RESIDENTIAL MARKET TRENDS: Rentals - March Quarter 2020

MUNICIPALITY			Quarterly % Change		Annual % Change	
	3 bedroom house	2 bedroom other dwelling	3 bedroom house	2 bedroom other dwelling	3 bedroom house	2 bedroom other dwelling
Hobart	\$460	\$395	2.2%	16.2%	7.0%	3.9%
Launceston	\$350	\$290	2.9%	1.8%	6.1%	3.6%
North-West Centres	\$300	\$240	0.0%	-2.0%	7.1%	4.3%

RESIDENTIAL MARKET TRENDS: House Rental - March Quarter 2020

	Bedrooms	Median rent per week	Change over quarter %	Change over year %	Lower quartile	Upper quartile
HOBART						
Inner						
	2	\$480	-1.0%	6.7%	\$420	\$550
	3	\$550	1.9%	7.8%	\$480	\$625
	4	\$640	3.2%	-3.0%	\$455	\$745
Middle						
	2	\$370	-2.6%	2.8%	\$290	\$420
	3	\$445	-1.1%	6.0%	\$400	\$495
	4	\$550	2.8%	8.9%	\$460	\$600
Outer						
	2	\$410	13.9%	6.5%	\$385	\$440
	3	\$440	4.8%	10.0%	\$385	\$485
	4	\$550	3.8%	15.8%	\$490	\$600
LAUNCESTON						
	2	\$320	6.7%	10.3%	\$280	\$355
	3	\$350	2.9%	6.1%	\$310	\$390
	4	\$425	-1.2%	4.9%	\$350	\$480
NORTH-WEST CENTRES						
	2	\$270	3.8%	0.0%	\$240	\$300
	3	\$300	0.0%	7.1%	\$275	\$345
	4	\$370	2.8%	15.6%	\$340	\$400

RESIDENTIAL MARKET TRENDS: Other Dwelling Rental - March Quarter 2020

	Bedrooms	Median rent per week	Change over quarter %	Change over year %	Lower quartile	Upper quartile
HOBART						
Inner						
	1	\$275	-8.3%	5.8%	\$260	\$350
	2	\$450	3.4%	5.9%	\$380	\$535
	3	\$570	1.8%	-1.7%	\$480	\$675
Middle						
	1	\$265	1.9%	1.9%	\$235	\$310
	2	\$365	4.3%	7.4%	\$310	\$400
	3	\$465	3.3%	13.4%	\$400	\$550
Outer						
	1	\$255	34.2%	37.8%	\$175	\$345
	2	\$375	1.4%	7.1%	\$345	\$400
	3	\$480	7.9%	14.3%	\$400	\$515
LAUNCESTON						
	1	\$210	0.0%	2.4%	\$185	\$215
	2	\$290	1.8%	3.6%	\$255	\$380
	3	\$365	4.3%	4.3%	\$310	\$500
NORTH-WEST CENTRES						
	1	\$150	-3.2%	0.0%	\$130	\$180
	2	\$240	-2.0%	4.3%	\$200	\$275
	3	\$305	1.7%	5.2%	\$290	\$350

RESIDENTIAL MARKET TRENDS: House Prices - Postcode - March Quarter 2020

Postcode	Sales	Median
7000	37	\$740,000
7004	8	\$877,500
7005	29	\$948,888
7007	5	\$825,000
7008	28	\$662,500
7009	24	\$457,762
7010	54	\$412,140
7011	38	\$416,800
7012	2	\$462,500
7015	33	\$532,500
7016	8	\$297,500
7017	22	\$540,000
7018	65	\$575,000
7019	16	\$352,500
7020	9	\$735,000
7021	9	\$575,000
7022	5	\$470,000
7023	4	\$690,000
7024	1	\$720,000
7025	5	\$651,500
7026	3	\$380,000
7027	2	\$566,000
7030	47	\$350,000
7050	41	\$581,000
7052	17	\$620,000
7053	7	\$700,000
7054	11	\$685,000
7055	2	\$469,000
7109	57	\$470,000
7112	19	\$520,000
7113	8	\$436,250
7116	10	\$457,500
7117	7	\$350,000
7120	8	\$339,000
7140	41	\$330,000
7150	9	\$690,000
7155	3	\$675,000
7162	2	\$837,500
7163	3	\$487,500
7170	21	\$745,000
7171	9	\$490,000
7172	11	\$480,000
7173	37	\$425,000
7174	1	\$825,000
7175	1	\$410,000
7176	NA	NA
7177	1	\$269,500
7178	1	\$400,000
7179	3	\$700,000
7180	NA	NA
7182	1	\$220,000
7184	7	\$320,000
7186	NA	NA

Postcode	Sales	Median
7190	23	\$398,000
7209	2	\$322,500
7210	2	\$230,000
7211	1	\$220,000
7212	7	\$420,000
7213	1	\$190,000
7214	1	\$205,000
7215	18	\$388,750
7216	25	\$330,000
7248	69	\$299,000
7249	59	\$380,000
7250	203	\$410,000
7252	9	\$550,000
7253	20	\$227,000
7254	NA	NA
7256	NA	NA
7258	1	\$820,000
7259	3	\$470,000
7260	13	\$285,000
7261	3	\$275,000
7262	3	\$489,999
7263	2	\$228,500
7264	5	\$340,000
7265	4	\$125,000
7267	3	\$385,000
7268	3	\$380,000
7270	25	\$385,000
7275	15	\$400,000
7276	2	\$265,000
7277	22	\$487,500
7290	6	\$457,500
7291	1	\$418,000
7292	2	\$467,500
7300	17	\$380,000
7301	16	\$448,500
7302	5	\$375,000
7303	6	\$383,500
7304	30	\$349,250
7305	4	\$267,000
7306	13	\$390,000
7307	46	\$390,750
7310	121	\$295,000
7315	45	\$365,000
7316	21	\$355,000
7320	75	\$273,000
7321	18	\$352,500
7322	5	\$300,000
7325	33	\$305,000
7330	40	\$187,500
7331	1	\$422,000
7467	13	\$91,000
7469	3	\$160,000
7470	10	\$94,250

Top 5 Most Expensive Postcodes

Postcode	No of Sales	Median price
7005	29	\$948,888
7004	8	\$877,500
7007	5	\$825,000
7170	21	\$745,000
7000	37	\$740,000

Top 5 Highest Turnover Postcodes

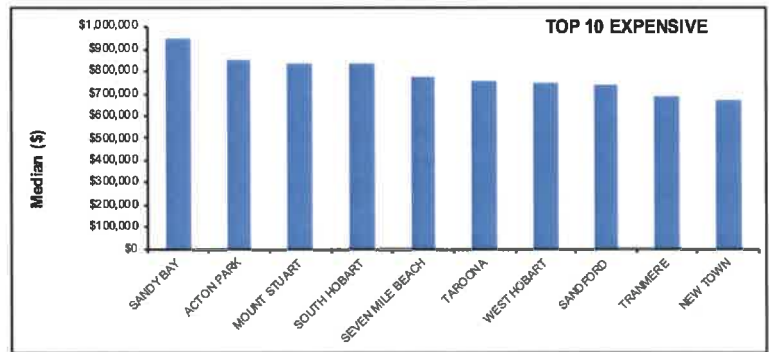
Postcode	No of Sales	Median price
7250	203	\$410,000
7310	121	\$295,000
7320	75	\$273,000
7248	69	\$299,000
7018	65	\$575,000

*Postcode must contain at least 5 sales to be eligible for top 5 lists

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

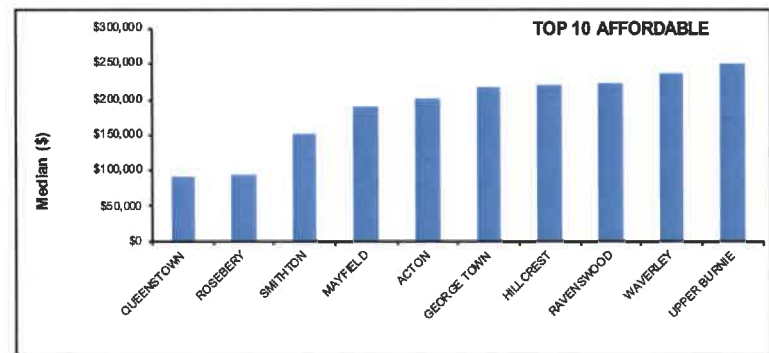
Top 10 Most Expensive Tasmanian Suburbs / Towns - Houses

Suburb	No of Sales	Median price	% Median change Mar-19 to Mar-20
SANDY BAY	29	\$948,888	21.7%
ACTON PARK	7	\$855,000	-1.3%
MOUNT STUART	5	\$833,000	11.1%
SOUTH HOBART	6	\$832,500	13.3%
SEVEN MILE BEACH	7	\$777,500	27.4%
TAROONA	6	\$760,000	5.2%
WEST HOBART	18	\$746,350	5.5%
SANDFORD	8	\$740,000	3.1%
TRANMERE	9	\$685,000	11.4%
NEW TOWN	16	\$672,500	5.5%



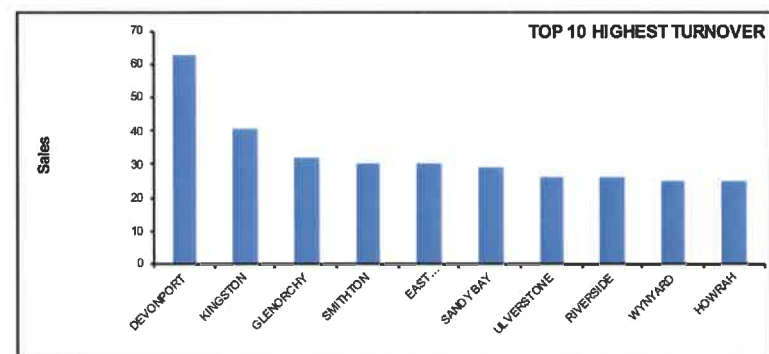
Top 10 Most Affordable Tasmanian Suburbs / Towns - Houses

Suburb	No of Sales	Median price	% Median change Mar-19 to Mar-20
QUEENSTOWN	13	\$91,000	9.6%
ROSEBERY	10	\$94,250	2.4%
SMITHTON	30	\$151,000	-24.5%
MAYFIELD	7	\$190,500	2.7%
ACTON	10	\$202,500	14.4%
GEORGE TOWN	18	\$217,500	17.6%
HILLCREST	5	\$220,000	16.1%
RAVENSWOOD	14	\$222,500	14.7%
WAVERLEY	9	\$236,000	27.6%
UPPER BURNIE	7	\$250,000	13.1%



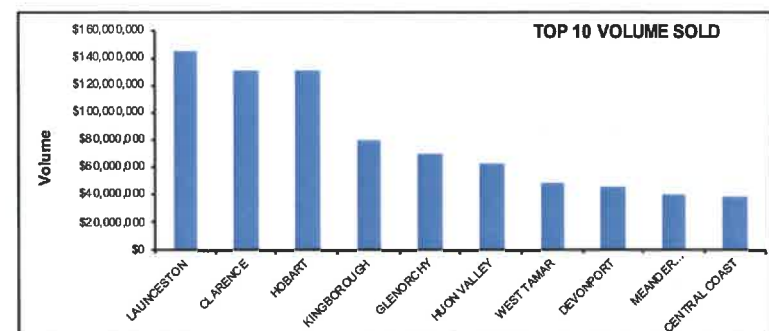
Top 10 Highest Turnover Suburbs / Towns - Houses

Suburb	No of Sales	Median price	% Median change Mar-19 to Mar-20
DEVONPORT	63	\$295,000	7.7%
KINGSTON	41	\$581,000	9.6%
GLENORCHY	32	\$398,075	2.7%
SMITHTON	30	\$151,000	-24.5%
EAST DEVONPORT	30	\$263,500	22.6%
SANDY BAY	29	\$948,888	21.7%
ULVERSTONE	26	\$355,000	14.2%
RIVERSIDE	26	\$406,000	-1.6%
WYNYARD	25	\$290,500	1.9%
HOWRAH	25	\$571,050	9.8%



Top 10 Property Volume Sold - Municipality

Municipality	No of Sales	Value	% Volume change Mar-19 to Mar-20
LAUNCESTON	379	\$145,552,783	2.2%
CLARENCE	254	\$130,813,866	0.8%
HOBART	166	\$130,517,489	-11.7%
KINGBOROUGH	148	\$79,911,939	-20.9%
GLENORCHY	173	\$70,215,665	-14.8%
HUON VALLEY	161	\$62,719,600	36.4%
WEST TAMAR	132	\$48,328,900	18.9%
DEVONPORT	149	\$45,391,525	0.0%
MEANDER VALLEY	104	\$40,508,050	26.8%
CENTRAL COAST	101	\$38,879,630	3.1%

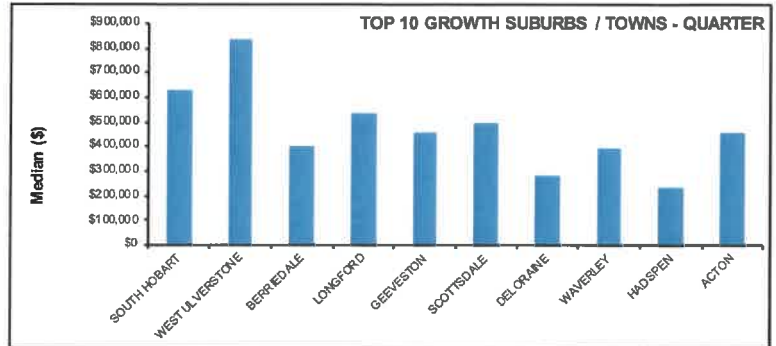


*Suburbs/Towns must contain at least 5 sales to be eligible for top 10 lists

RESIDENTIAL MARKET TRENDS: House Prices - March Quarter 2020

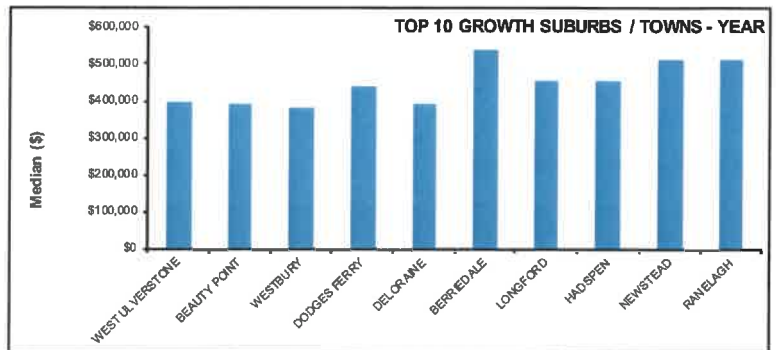
Top 10 Median Price Growth Suburbs/Towns over the quarter

Suburb	No of Sales	Median price	% Median change Dec-19 to Mar-20
SOUTH HOBART	5	\$630,000	39.9%
WEST ULVERSTONE	6	\$832,500	36.8%
BERRIEDALE	12	\$400,000	36.1%
LONGFORD	6	\$537,500	35.4%
GEEVESTON	15	\$455,000	27.9%
SCOTTSDALE	6	\$498,750	26.0%
DELORAINE	12	\$283,500	23.4%
WAVERLEY	14	\$395,000	18.0%
HADSPEN	9	\$236,000	15.8%
ACTON	6	\$457,500	15.7%



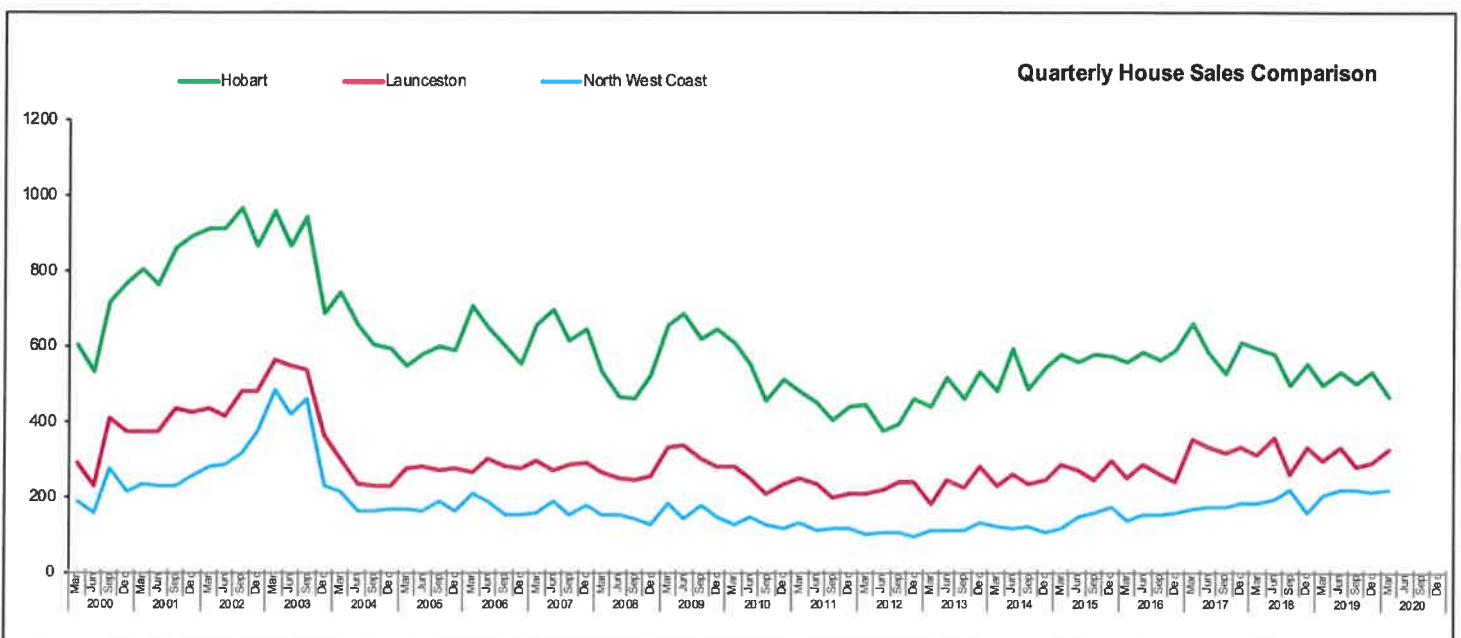
Top 10 Median Price Growth Suburbs/Towns over the year

Suburb	No of Sales	Median price	% Median change Mar-19 to Mar-20
WEST ULVERSTONE	12	\$400,000	60.9%
BEAUTY POINT	8	\$392,500	60.2%
WESTBURY	6	\$383,500	52.2%
DODGES FERRY	13	\$440,000	43.3%
DELORAINE	14	\$395,000	41.1%
BERRIEDALE	6	\$537,500	39.6%
LONGFORD	15	\$455,000	39.1%
HADSPEN	6	\$457,500	39.1%
NEWSTEAD	23	\$515,000	37.3%
RANELAGH	8	\$515,000	31.2%



*Suburbs must contain at least 5 sales to be eligible for top 10 lists

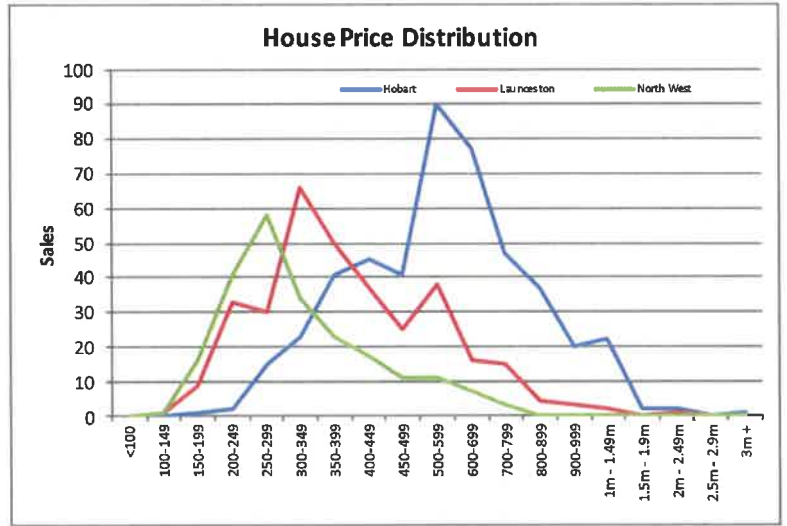
RESIDENTIAL MARKET TRENDS: House Sales - Region



RESIDENTIAL MARKET TRENDS: Price Distribution - March Quarter 2020

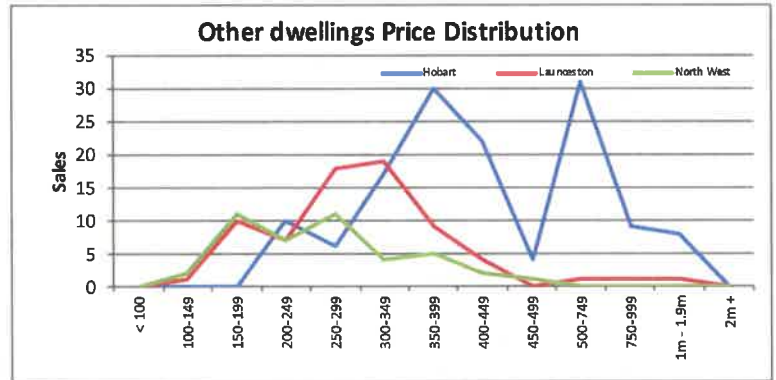
Houses - Price distribution

Price Bracket	Hobart	Launceston	North West
< \$100,000	0	0	0
\$100,000 - \$149,999	0	1	1
\$150,000 - \$199,999	1	9	16
\$200,000 - \$249,999	2	33	41
\$250,000 - \$299,999	15	30	58
\$300,000 - \$349,999	23	66	34
\$350,000 - \$399,999	41	50	23
\$400,000 - \$449,999	45	37	17
\$450,000 - \$499,999	41	25	11
\$500,000 - \$599,999	90	38	11
\$600,000 - \$699,999	77	16	7
\$700,000 - \$799,999	47	15	3
\$800,000 - \$899,999	37	4	0
\$900,000 - \$999,999	20	3	0
\$1,000,000 - \$1,499,999	22	2	0
\$1,500,000 - \$1,999,999	2	0	0
\$2,000,000 - \$2,499,999	2	1	0
\$2,500,000 - \$2,999,999	0	0	0
\$3,000,000 +	1	0	0



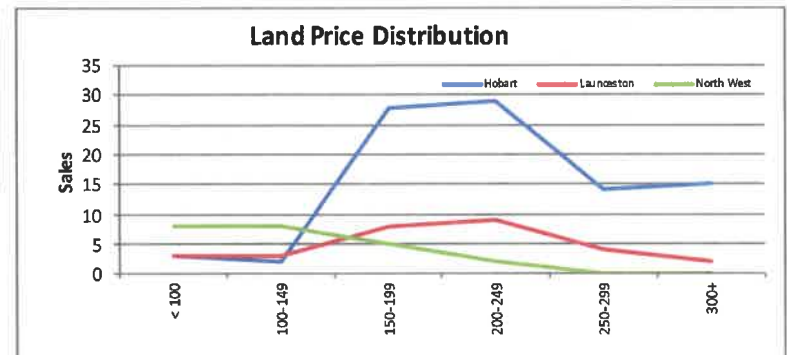
Other Dwellings - Price distribution

Price	Hobart	Launceston	North West
< \$100,000	0	0	0
\$100,000 - \$149,999	0	1	2
\$150,000 - \$199,999	0	10	11
\$200,000 - \$249,999	10	7	7
\$250,000 - \$299,999	6	18	11
\$300,000 - \$349,999	17	19	4
\$350,000 - \$399,999	30	9	5
\$400,000 - \$499,999	22	4	2
\$450,000 - \$499,999	4	0	1
\$500,000 - \$749,999	31	1	0
\$750,000 - \$999,999	9	1	0
\$1,000,000 - \$1,999,999	8	1	0
\$2,000,000 +	0	0	0



Land - Price distribution

Price	Hobart	Launceston	North West
< \$100,000	3	3	8
\$100,000 - \$149,999	2	3	8
\$150,000 - \$199,999	28	8	5
\$200,000 - \$249,999	29	9	2
\$250,000 - \$299,999	14	4	0
\$300,000 +	15	2	0



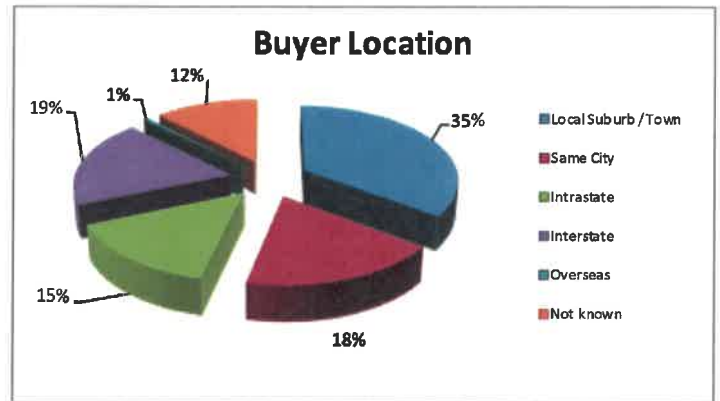
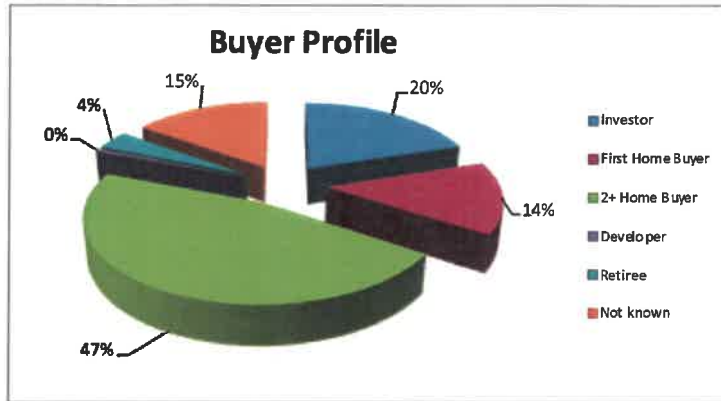
RESIDENTIAL DEMOGRAPHICS: Houses - March Quarter 2020

Buyer Profile

STATE	Sales	Median	Percentage
Investor	373	\$325,000	20%
First Home Buyer	265	\$347,000	14%
2+ Home Buyer	872	\$454,500	47%
Developer	9	\$369,000	0%
Retiree	68	\$398,000	4%
Not known	283		15%
Total	1870	\$406,140	

BREAKDOWN

	Hobart	Launceston	North-West
Investor	16%	32%	21%
First Home Buyer	17%	13%	20%
2+ Home Buyer	36%	47%	50%
Developer	1%	1%	0%
Retiree	1%	2%	3%
Not known	29%	5%	6%



Buyer Location

STATE	Sales	Median	Percentage
Local Suburb / Town	657	\$410,000	35%
Same City	342	\$425,500	18%
Intrastate	283	\$365,000	15%
Interstate	353	\$365,000	19%
Overseas	9	\$625,000	0%
Not known	226		12%
Total	1870	\$406,140	

BREAKDOWN

	Hobart	Launceston	North-West
Local Suburb / Town	35%	37%	41%
Same City	25%	17%	14%
Intrastate	6%	15%	18%
Interstate	11%	25%	22%
Overseas	0%	0%	0%
Not known	24%	5%	5%

RESIDENTIAL DEMOGRAPHICS: Days on Market - March Quarter 2020

HOUSES

	March Qtr 2020	December Qtr 2019	March Qtr 2019
Hobart	20	21	28
-Inner	22	21	27
-Middle	21	18	29
-Outer	19	23	26
Launceston	14	21	28
North-West Centres	41	40	31
Tasmania	35	31	32

OTHER DWELLINGS

	March Qtr 2020	December Qtr 2019	March Qtr 2019
Hobart	23	20	27
-Inner	29	24	30
-Middle	27	14	22
-Outer	13	76	26
Launceston	31	29	47
North-West Centres	109	65	57
Tasmania	38	29	34

SALES VOLUME - MUNICIPALITY (ALL PROPERTY)

MUNICIPALITY	No. OF SALES	VOLUME (\$)	No. OF SALES		VOLUME		
			Change over quarter %	Change over year %	Change over quarter %	Change over year %	Change over 2 years %
BREAK O'DAY	72	\$ 18,117,600	30.9%	41.2%	14.8%	46.0%	54.6%
BRIGHTON	132	\$ 37,529,212	23.4%	46.7%	7.8%	34.3%	34.9%
BURNIE	101	\$ 28,817,890	16.1%	31.2%	20.3%	37.3%	25.9%
CENTRAL COAST	101	\$ 38,879,630	-14.4%	3.1%	-2.6%	34.8%	23.0%
CENTRAL HIGHLANDS	25	\$ 4,364,500	38.9%	56.3%	34.1%	48.1%	66.8%
CIRCULAR HEAD	62	\$ 12,784,500	40.9%	87.9%	10.1%	44.6%	0.6%
CLARENCE	254	\$ 130,813,866	2.8%	0.8%	2.8%	10.7%	-5.2%
DERWENT VALLEY	52	\$ 15,939,700	13.0%	-14.8%	12.1%	5.9%	29.3%
DEVONPORT	149	\$ 45,391,525	1.4%	0.0%	-1.1%	4.4%	5.3%
DORSET	41	\$ 10,161,499	17.1%	5.1%	0.7%	0.8%	170.6%
FLINDERS	NA	NA	NA	NA	NA	NA	NA
GEORGE TOWN	40	\$ 10,198,000	11.1%	-7.0%	7.4%	4.3%	1.5%
GLAMORGAN / SPRING BAY	43	\$ 15,712,500	-24.6%	0.0%	-24.4%	18.8%	-27.8%
GLENORCHY	173	\$ 70,215,665	-22.8%	-14.8%	-24.9%	-11.4%	-13.7%
HOBART	166	\$ 130,517,489	-4.6%	-11.7%	0.4%	6.6%	-14.0%
HUON VALLEY	161	\$ 62,719,600	3.9%	36.4%	3.2%	50.6%	32.3%
KENTISH	30	\$ 12,197,500	-28.6%	-11.8%	6.3%	6.3%	16.5%
KING ISLAND	NA	NA	NA	NA	NA	NA	NA
KINGBOROUGH	148	\$ 79,911,939	-26.0%	-20.9%	-27.9%	-10.8%	-17.1%
LATROBE	82	\$ 28,139,608	13.9%	22.4%	23.8%	26.7%	11.9%
LAUNCESTON	379	\$ 145,552,783	6.2%	2.2%	9.2%	16.1%	29.1%
MEANDER VALLEY	104	\$ 40,508,050	36.8%	26.8%	55.4%	56.3%	14.9%
NORTHERN MIDLANDS	77	\$ 26,934,693	-7.2%	8.5%	-9.0%	32.2%	47.7%
SORELL	94	\$ 36,357,600	-9.6%	-14.5%	-5.0%	2.5%	-2.4%
SOUTHERN MIDLANDS	37	\$ 10,908,000	60.9%	60.9%	30.2%	60.0%	-4.7%
TASMAN	34	\$ 10,138,000	25.9%	-24.4%	88.3%	10.0%	12.7%
WARATAH / WYNYARD	69	\$ 22,029,640	11.3%	23.2%	0.8%	39.1%	25.8%
WEST COAST	43	\$ 4,248,300	-18.9%	95.5%	-17.1%	132.0%	49.8%
WEST TAMAR	132	\$ 48,328,900	-4.3%	18.9%	0.2%	21.2%	23.7%
TASMANIA - STATEWIDE	2801	\$1,097,418,189	0.5%	6.1%	-0.5%	14.4%	6.1%

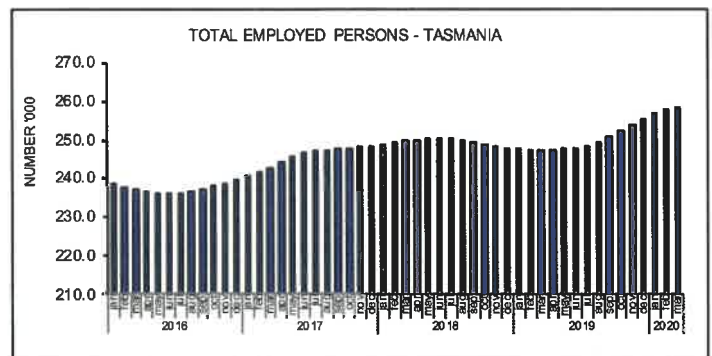
Employment - Australia

Employed people ('000)	13,003.70
Unemployed people ('000)	709.8
Unemployment rate (%)	5.2
Underemployment rate (%)	8.6
Monthly hours worked in jobs ('000 000)	1781.4

Key Points

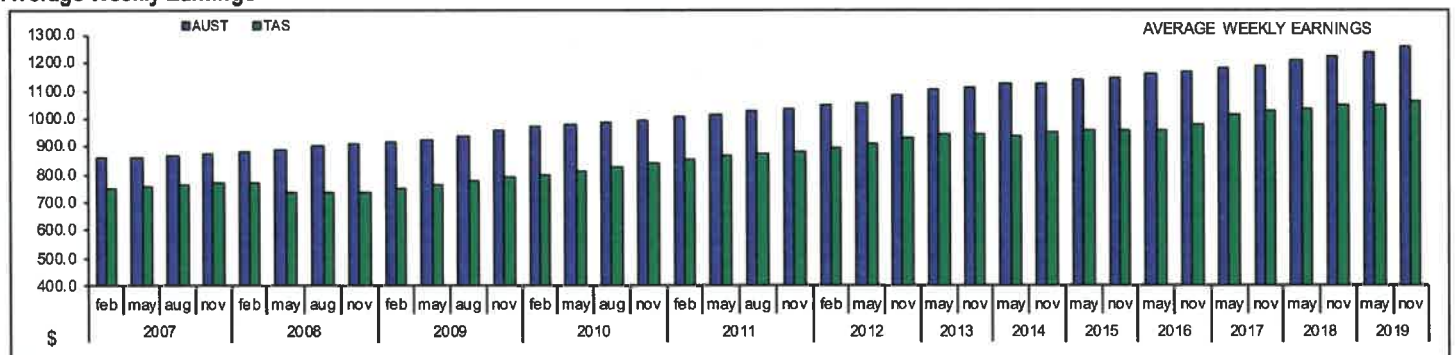
- Employment increased 16,800 to 13,020,500
- Unemployment increased 3,500 to 713,300, rate remained steady at 5.2%
- Participation rate remained steady at 66.0%
- Monthly hours worked in all jobs increased 0.2 million hours to 1,781.7 million hours

Source: ABS Cat 6202.0



Source: ABS Cat.6202.0

Average Weekly Earnings



Source: ABS Cat.6302.0

Australia: Key Points

In the twelve months to November 2019, Full-Time Adult Average Weekly Ordinary Time Earnings increased by 3.2% to \$1658.70. The Full-Time adult Average Weekly Total Earnings in November 2019 was \$1720.90, a rise of 3.1% from the same time last year.

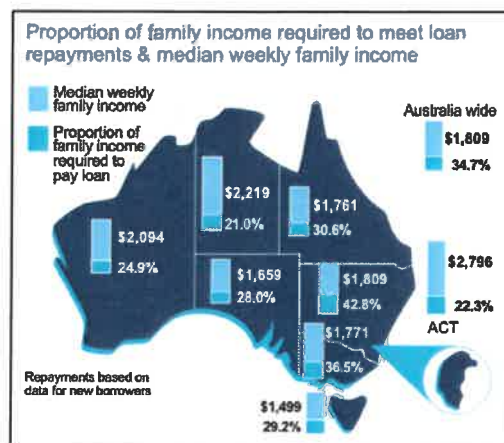
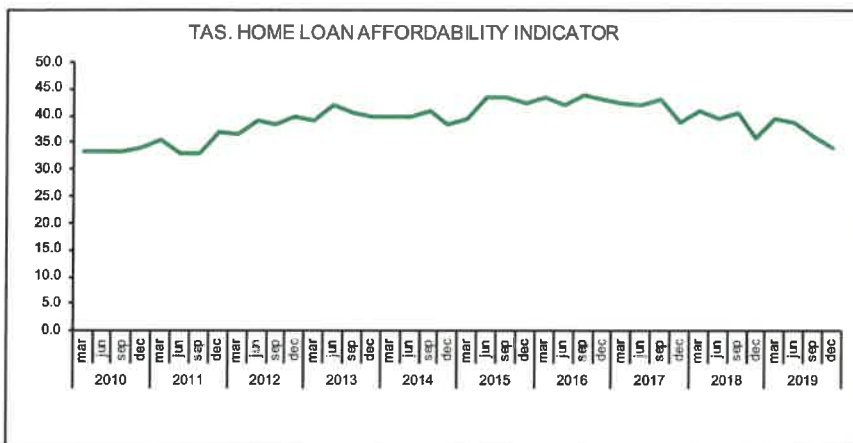
RESIDENTIAL HOME AFFORDABILITY

The December quarter 2019 showed a decline in housing affordability nationally with the proportion of income required to meet loan repayments increasing to 34.7%, an increase of 2.0 percentage points over the quarter and, when compared to the corresponding quarter of 2018, an increase of 1.4 percentage points.

Over the quarter, housing affordability declined in all states and territories except for the Northern Territory where there was an improvement. Compared to the December quarter 2018, housing affordability also declined in all states and territories except for South Australia, Western Australia and the Northern Territory where it improved.

In the December quarter 2019, rental affordability declined marginally with the proportion of income required to meet rent payments increasing to 23.6%, an increase of 0.1 percentage points over the quarter but a decrease of 0.4 percentage points compared to the December quarter 2018.

Source: Housing Affordability Report - December Quarter 2019



Source: Housing Affordability Report.

Home Loan Affordability in Tasmania

Housing affordability in Tasmania declined over the December quarter with the proportion of income required to meet home loan repayments increasing to 29.2%, an increase of 1.6 percentage points over the quarter and an increase of 1.3 percentage points from the December quarter 2018.

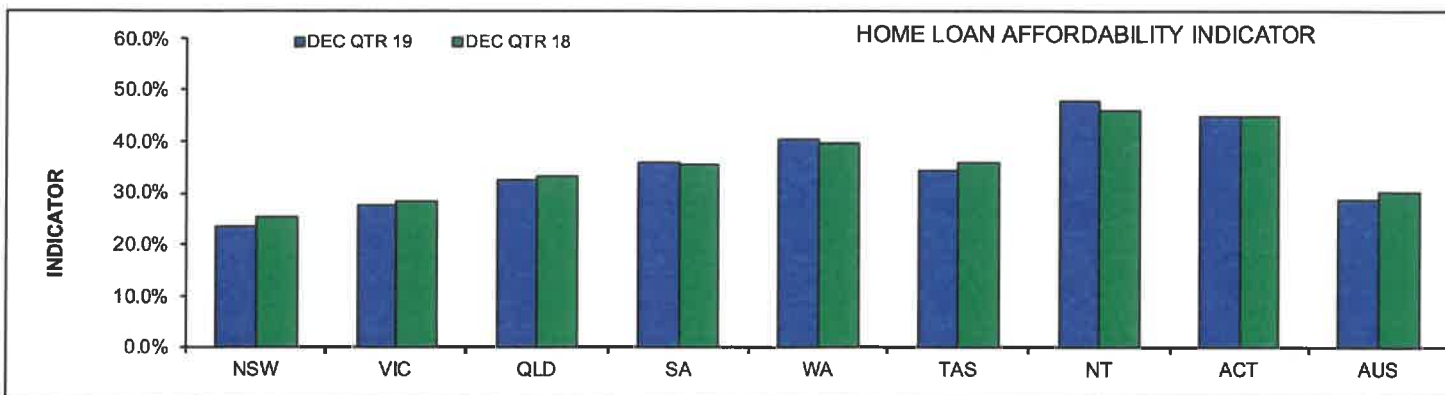
Rental affordability in Tasmania also declined over the quarter with the proportion of income required to meet median rents increasing to 30.0%, an increase of 0.4 percentage points over the quarter and an increase 1.9 percentage points compared with the December quarter 2018.

Source: Housing Affordability Report - December Quarter 2019

Portion of Family Income Devoted to Meeting Average Loan Repayments

State/ Territory	DEC Q 2019	DEC Q 2018	Ave. Home Loan (\$) Dec Qtr 2019	Capital City Median Dec Qtr 2019
NSW	42.8%	39.5%	\$592,338	\$1,142,212
VIC	36.5%	35.2%	\$493,741	\$859,500
QLD	30.6%	30.2%	\$412,297	\$542,000
SA	28.0%	28.1%	\$355,149	\$488,400
WA	24.9%	25.3%	\$397,913	\$495,000
TAS	29.2%	27.9%	\$334,941	\$550,000
NT	21.0%	21.7%	\$355,577	\$460,065
ACT	22.3%	22.2%	\$477,411	\$705,500
AUS	34.7%	33.3%	\$480,371	\$775,918

Source: Housing Affordability Report.



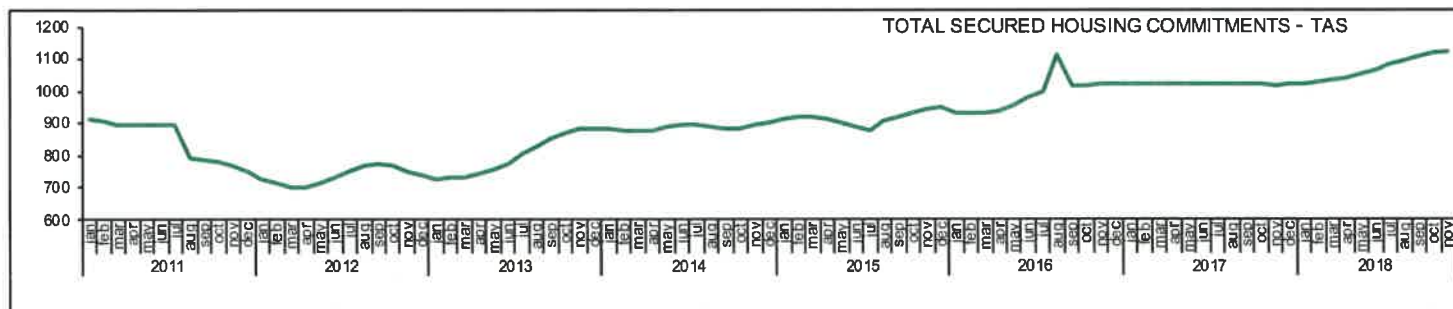
Source: REIA
The Home Loan Affordability Indicator is a ratio of family income to average loan repayments. An increase denotes easier affordability.

RESIDENTIAL HOME OWNERSHIP

National Home Ownership - Finance Commitments

The total value of dwelling commitments excluding alterations and additions (trend) fell 1.1% in November 2018 compared with October 2018 and the seasonally adjusted series fell 2.5% in November 2018. The total value of owner occupied housing commitments (trend) fell (down \$193m, 1.0%) in November 2018. Falls were recorded in commitments for the purchase of established dwellings (down \$150m, 0.9%), commitments for the construction of dwellings (down \$28m, 1.5%) and commitments for the purchase of new dwellings (down \$15m, 1.4%). The seasonally adjusted series for the total value of owner occupied housing commitments fell 1.4% in November 2018.

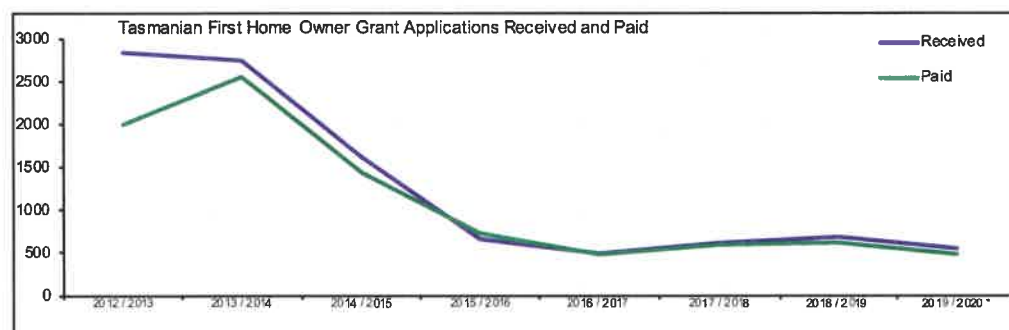
Source: ABS Cat. 5609.0



Source: ABS Cat. 5609.0

Rate of First Home Owner Grants

As at the 31st of March 2020, 544 applications were received in regards to the First Home Owner Grant and First Home Owner Boost for the financial year 2019/2020. The number of grants paid were 497 with an amount of \$9,845,000. The \$20,000 Grant has been extended up to and including 30 June 2020.



Data Source: State Revenue Office, Department of Treasury and Finance.

Financial Year	Grants Paid	Amount of Grants Paid
2012 / 2013	2013	\$14,595,000
2013 / 2014	2559	\$25,119,000
2014 / 2015	1444	\$32,881,000
2015 / 2016	733	\$17,077,000
2016 / 2017	487	\$9,591,000
2017 / 2018	589	\$11,821,000
2018 / 2019	631	\$12,597,000
2019 / 2020 *	497	\$9,845,000

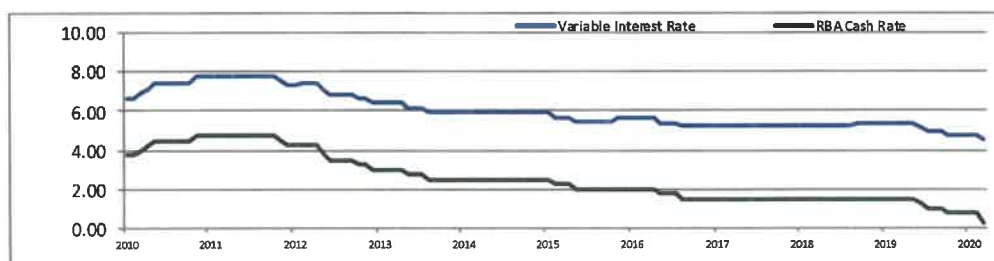
* year to date
Source: State Revenue Office

MONETARY POLICY

Cash Rate / Variable Interest Rate

For the March 2020 quarter, the Reserve Bank Board decided to lower the cash rate by 50 basis points to 0.25 per cent. Philip Lowe, Governor of the Reserve Bank of Australia cited the Board took this decision as the coronavirus is first and foremost a public health issue and it is also having a very major impact on the economy and the financial system. The primary response to the virus is to manage the health of the population, but other arms of policy, including monetary and fiscal policy, play an important role in reducing the economic and financial disruption resulting from the virus. The Board will not increase the cash rate target until progress is being made towards full employment and it is confident that inflation will be sustainably within the 2-3 per cent target band.

Source: Reserve Bank of Australia



Source: Reserve Bank of Australia

	Variable Interest Rate	Cash Rate
Sep-18	5.31	1.50
Oct-18	5.34	1.50
Nov-18	5.34	1.50
Dec-18	5.34	1.50
Jan-19	5.37	1.50
Feb-19	5.37	1.50
Mar-19	5.37	1.50
Apr-19	5.37	1.50
May-19	5.37	1.50
Jun-19	5.15	1.25
Jul-19	4.94	1.00
Aug-19	4.94	1.00
Sep-19	4.94	1.00
Oct-19	4.80	0.75
Nov-19	4.80	0.75
Dec-19	4.80	0.75
Jan-20	4.80	0.75
Feb-20	4.80	0.75
Mar-20	4.52	0.25

Source: Reserve Bank of Australia

SUMMARY OF INVESTMENT INDICATORS - March Quarter 2020

HOBART

Residential Prices March Quarter 2020 Median

Houses	\$575,000
Other Dwellings	\$403,000

Residential Rents March Quarter 2020 Median

House - 3 Bedroom	\$460
Other Dwellings - 2 bedroom	\$395

Vacancy Rate & Yields

Vacancy Rate - All Properties	2.1%
Yield - Houses	4.2%
Yield - Other Dwellings	5.1%

LAUNCESTON

Residential Prices March Quarter 2020 Median

Houses	\$377,000
Other Dwellings	\$298,000

Residential Rents March Quarter 2020 Median

House - 3 Bedroom	\$350
Other Dwellings - 2 bedroom	\$290

Vacancy Rate & Yields

Vacancy Rate - All Properties	2.2%
Yield - Houses	4.8%
Yield - Other Dwellings	5.1%

HOBART AREAS

Residential Prices Inner Hobart Middle Hobart Outer Hobart

Houses	780000	505945	515000
Other Dwellings	586250	355000	406500

Residential Rents Inner Hobart Middle Hobart Outer Hobart

House - 3 Bedroom	550	445	440
Other Dwellings - 2 bedroom	450	365	375

Vacancy Rates & Yields Inner Hobart Middle Hobart Outer Hobart

Vacancy Rate - All Properties	2.4%	1.4%	2.2%
Yield - Houses	3.7%	4.6%	4.4%
Yield - Other Dwellings	4.0%	5.3%	4.8%

NORTH WEST COAST

Residential Prices March Quarter 2020 Median

Houses	\$295,000
Other Dwellings	\$256,000

Residential Rents March Quarter 2020 Median

House - 3 Bedroom	\$300
Other Dwellings - 2 bedroom	\$240

Vacancy Rate & Yields

Vacancy Rate - All Properties	3.1%
Yield - Houses	5.3%
Yield - Other Dwellings	4.9%

SUMMARY OF SUBURBS IN HOBART AREAS

INNER HOBART

Battery Point 7004
Cascades 7004
City 7000
Dynnyme 7005
Glebe 7000
Lenah Valley 7008
Mount Nelson 7007
Mount Stuart 7000
New Town 7008
North Hobart 7000
Sandy Bay 7005
South Hobart 7004
Taroona 7053
Tolman's Hill 7052
Wapping 7000
West Hobart 7000

MIDDLE HOBART

Austin's Ferry 7011
Acton Park 7170
Bellerive 7018
Berriedale 7011
Bridgewater 7030
Chigwell 7011
Claremont 7011
Compton Downs
Derwent Park 7009
Dowsings Point
East Risdon 7017
Flagstaff Gully 7015
Florence Heights
Gagebrook 7030
Geilston Bay 7015
Glenorchy 7010
Goodwood 7010

OUTER HOBART

Howrah 7018
Lauderdale 7021
Lindisfarne 7015
Lutana 7009
Montagu Bay 7018
Montrose 7010
Moonah 7009
Old Beach 7017
Otago Bay 7017
Rose Bay 7015
Rosetta 7010
Rosny 7018
Seven Mile Beach 7017
Springfield 7009
Tranmere 7018
West Moonah 7009
Windemere 7011

OUTER HOBART

Blackmans Bay 7052
Bonnet Hill 7053
Browns River 7050
Clarendon Vale 7019
Fern Tree 7054
Firthside 7050
Huntingfield 7055
Kingston 7050
Kingston Beach 7050
Margate 7054
Mornington 7018
Oakdowns 7019
Risdon Vale 7016
Rokeby 7019
Warrane 7018

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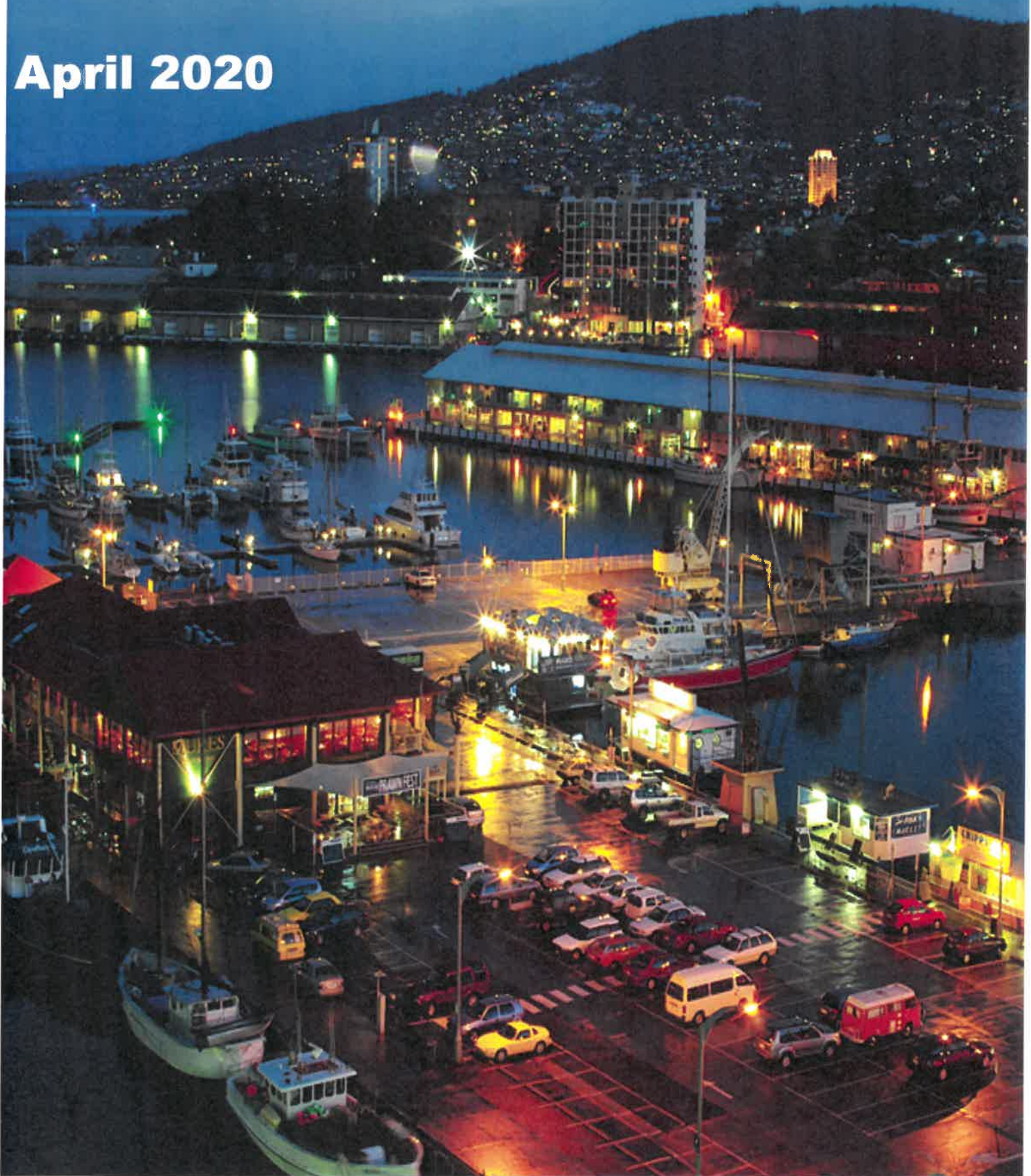
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REIT TASMANIAN PROPERTY REPORT



April 2020



The REIT would like to thank the following agencies listed below in contributing to the Market Facts Reports. Please note that the agencies have been listed by location only and sell outside of the areas listed.

HOBART

Hobart City

Blue Edge Property, Charlotte Peterswald for Property, Cunic Realty, Downton Property, Edwards Windsor Real Estate, EIS Property, Elders Brown & Banks, Fall Real Estate, Harcourts Hobart – Sandy Bay, Knight Frank, Nest Property, Petrusma Property Sandy Bay, Raine & Horne Hobart, Ray White Hobart, Ripple Realty, Roberts Hobart.

Kingston – Huon Valley

Elders Real Estate Kingborough, Harcourts Huon Valley, Harcourts Kingborough, Homelands Property, LJ Hooker Margate, Petrusma Property Kingston, Raine & Horne Kingston, TPR Property Group

Northern Suburbs

4one4 Real Estate, Derwent Real Estate, Elders Southern Midlands, Harcourts Signature New Town, Harcourts Signature Northern Suburbs, LJ Hooker Glenorchy, McGregor First National, Petrusma Property Northern Suburbs, PRD Nationwide Realty, Roberts Brighton, Roberts Glenorchy

Eastern Shore

Fall Real Estate, First National Elite, Harcourts Signature (Rosny), Petrusma Property Howrah, Petrusma Property Lindisfarne, PMM Real Estate, Raine & Horne Eastern Shore, View South-East

Midway Point – Sorell – Richmond

Exceed Property, Harcourts Signature Sorell, Kate Storey Realty, One Agency Sorell, Professionals Sorell, Raine & Horne Sorell, Roberts Orford, Roberts Sorell

LAUNCESTON

Launceston

Bushby Property Group, Elders Towns Shearing, eProperty & Co, First National Deloraine, Harcourts East Tamar, Harcourts Launceston, Harcourts Meander Valley, Harcourts North East, Harcourts Northern Midlands, Harcourts West Tamar, Harrison Humphreys, Key2 Property, Knight Frank Launceston, Landmark Harcourts Tasmania, Living Here Launceston, M Boutique Real Estate, One Agency Launceston, Peter Lees Real Estate, Quamby View Real Estate, Ray White Launceston Central, Roberts Central Highlands, Roberts Launceston, Roberts Regional North, Roberts Tamar Valley, Roberts Tas Rural, Sims for Property, View Launceston

East Coast

Harcourts St Helens, LJ Hooker Bicheno, Roberts St Helens, Roberts Swansea, View St Helens

NORTH WEST

Burnie

First National Burnie, Elders Burnie, Harcourts Burnie, One Agency Burnie, Ray White Burnie, Roberts Burnie

Penguin – Ulverstone

Elders Real Estate Ulverstone, Harcourts Ulverstone & Penguin, Roberts Ulverstone, View Central Coast

Shearwater – Devonport

Beachwood Real Estate, Halliwell Property Agents, Elders Devonport, Harcourts Devonport & Shearwater, LJ Hooker Devonport, My Coast Realty, One Agency Collins Real Estate, Roberts Devonport, Roberts Shearwater, Roberts Sheffield, Sea Change Devonport, Sushames Real Estate, View Devonport

Wynyard – Smithton

Betty Kay Realty, Harcourts Circular Head, LJ Hooker Wynyard, Roberts Smithton, Spinks Property Services

Sales Market Review

Hobart's moving annual median sale price for houses increased 8.3% from April last year to \$533,296. House sales decreased 42.2% from the same time last year, to 96. The moving annual median sale price for other dwellings in Hobart increased 8.7% to \$401,925 from April 2019 to April 2020. Over that same period, the number of other dwellings sold fell 41.5% to 38 sales. The moving annual median sale price for land decreased 1.2% from the same time last year to \$213,833 - with land sales increasing 26.1% to 29 over the same period.

Launceston's moving annual median sale price for houses increased 5.3% from April last year to \$355,813. Over the year, house sales decreased 37.4% to 72. There was an increase of 5.6% in the moving annual median sale price for other dwellings in Launceston over the year to \$291,250 with sales decreasing 29.6% to 19 from the same month in 2019. Over the year, the moving annual median sale price for land in Launceston increased 16.1% to \$178,083, with total land sales increasing 150.0% to 10 sales compared to last year.

North-West moving annual median sale prices for houses increased in Burnie by 7.9% to \$270,438, Ulverstone by 11.4% to \$342,479 and Devonport by 1.3% to \$287,000 over the year. Compared with April 2019, the monthly median was up 51.4% in Burnie to \$315,000, whilst down 14.8% in Ulverstone to \$268,500 and down 1.9% in Devonport to \$308,000. Sales volume of houses increased 23.1% in Ulverstone. Burnie house sales decreased 45.2% and Devonport house sales were down 8.8% on last year. The moving annual median sale price for land increased in Ulverstone to \$109,458. Burnie's moving annual median decreased to \$115,979 and Devonport also decreased (to \$115,708). Land sales decreased in Burnie, Ulverstone and Devonport.

Tasmania's moving annual median sale price for houses increased 7.5% from April last year to \$391,917. House sales decreased 27.5% from the same time last year to 455. The moving annual median sale price for other dwellings in Tasmania increased by 7.1% to \$333,204 from April 2019 to April 2020. Over that same time, the number of other dwellings sold decreased 31.1% to 82 sales. The moving annual median sale price for land increased 12.7% from the same time last year to \$158,729 - with land sales increasing 1.6% to 131 sales over the same period.

Rental Market Review

The vacancy rate remained steady at 2.6% for the State in April 2020. From last month, the vacancy rate increased 0.3% in Hobart to 2.7%. Launceston and the North-West Centres vacancy rate both decreased 0.3% to 2.2% and 2.9% respectively. The median rental price per week for two-bedroom units in Hobart fell \$30 to \$350 per week, with three-bedroom house rental prices decreasing \$30 to \$430 per week. Launceston's median rental prices per week for two-bedroom units decreased \$20 to \$280, with 3-bedroom houses decreasing \$20 to \$320. In the North West, rentals increased \$10 for units to \$250 and remained steady for houses at \$300 per week.

Monthly and Moving Annual Median Prices: April 2020 (Residential Houses)

City	Monthly Median \$ '000	Annual % Change in Median	Monthly % Change in Median	Moving Annual Median \$ '000	Annual % Change in Moving Annual Median	Vacancy Rate (%)	Monthly % Change in Vacancy Rate
Hobart	493750	-4.2	-13.8	533296	8.3	2.7	0.3
Launceston	368500	10.0	-0.8	355813	5.3	2.2	-0.3
Burnie	315000	51.4	12.5	270438	7.9	2.9	-0.3
Ulverstone	268500	-14.8	-51.2	342479	11.4	2.9	-0.3
Devonport	308000	-1.9	4.4	287000	1.3	2.9	-0.3
Tasmania	401000	8.4	-2.2	391917	7.5	2.6	-

* The Vacancy Rate for the areas of Burnie, Ulverstone, and Devonport are calculated by combining information from all three areas.

Note: Hobart, Launceston, and the North-West figures on this page refer to the statistical local areas as defined on page 13.

Statistical Local Area (SLA) Overview for Tasmania

Hobart Sales Market

	Houses	Flats	Units	Town Houses	Apartments	Land
Moving Annual Median	533296	366870	389675	598375	605083	213833
Monthly Median	493750	-	425000	650000	1120000	260000
Price Range	210250-1400000	-	325000-1080000	520000-1030000	1120000 only	157000-420000
Number of Sales	96	-	34	3	1	29

Launceston Sales Market

	Houses	Flats	Units	Town Houses	Apartments	Land
Moving Annual Median	355813	229508	284667	306646	237771	178083
Monthly Median	368500	-	293000	489000	450000	170000
Price Range	180000-1350000	-	200000-1050000	489000 only	450000 only	150000-335000
Number of Sales	72	-	17	1	1	10

East Coast Sales Market

	Houses	Other Dwellings	Land
Moving Annual Median	363042	219857	112417
Monthly Median	365000	-	99500
Price Range	249000-850000	-	33000-185000
Number of Sales	13	-	9

North West Sales Market

	Houses	Other Dwellings	Land
Burnie			
Moving Annual Median	270438	177250	115979
Monthly Median	315000	236000	100000
Price Range	197500-950000	232000-240000	40000-250000
Number of Sales	17	2	5
Ulverstone			
Moving Annual Median	342479	244938	109458
Monthly Median	268500	267000	186000
Price Range	170000-485000	267000 only	152000-220000
Number of Sales	16	1	2
Devonport			
Moving Annual Median	287000	258708	115708
Monthly Median	308000	290000	113000
Price Range	190000-760000	279000-360000	58000-260000
Number of Sales	31	5	3

Monthly Quartile Figures

Monthly Quartile Figures (Houses)	Hobart	Launceston	Burnie	Ulverstone	Devonport
Median	493750	368500	315000	268500	308000
Lower Quartile	406750	316000	243000	217500	248000
Upper Quartile	662500	465000	439000	326250	394250

HOUSES

Hobart

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	14	595000	620000	-6.2	19.2	12
Area 2	26	392500	406000	-5.0	16.0	18
Area 3a	23	595000	596000	-2.3	6.4	12
Area 3b	13	339000	340000	-1.4	3.0	17
Area 4	7	750000	750000	-	1.6	21
Area 5a	1	470000	475000	-28.3	-25.4	14
Area 5b	8	535000	528500	22.9	27.3	42
Area 6	4	830000	827500	-27.3	3.4	44
Area 7	21	495000	500000	-3.8	13.0	36
Area 8	23	480000	475000	-1.0	12.4	24

Launceston

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	13	390000	405000	17.3	9.5	9
Area 2	19	275000	290000	-3.3	16.0	10
Area 3	9	465000	465000	-0.6	19.2	25
Area 4	28	387000	380000	-8.8	19.7	20
Area 5	3	685000	685000	1.5	42.0	69
Area 6	10	330000	330000	-2.9	-14.8	198
Area 7	12	239500	212500	-25.4	-24.8	96
Area 8	4	424500	422500	3.6	22.5	816
Area 9	9	359000	345000	-23.8	7.8	23
Area 10	10	329500	325000	-20.2	-10.5	20

North West Coast

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Burnie	17	315000	315000	12.5	51.4	19
Ulverstone	16	267000	268500	-51.2	-14.8	84
Devonport	31	325000	308000	4.4	-1.9	39
Circular Head	8	234500	227000	-7.3	-18.6	129
Railton/Sheffield	6	439250	429500	35.9	34.2	94
Latrobe	19	395000	385000	-2.5	-16.8	18
Penguin/Forth	2	510000	477500	30.4	53.0	86
Wynyard/Waratah	11	279000	275000	-13.4	-17.9	60
West Coast	8	100000	91000	-8.1	2.8	190



OTHER DWELLINGS

Hobart

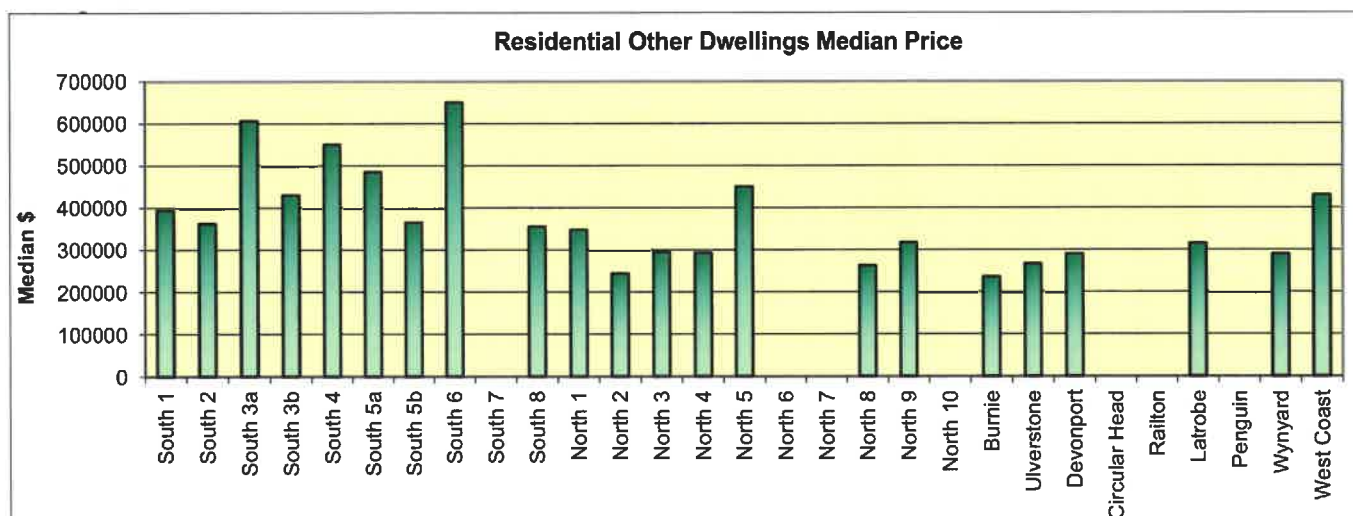
	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	9	394000	394000	-3.4	-14.7	13
Area 2	6	370000	362500	46.5	20.8	40
Area 3a	7	580000	606000	7.1	44.3	18
Area 3b	1	430000	430000	9.4	100.0	32
Area 4	1	525000	550000	-22.0	-7.8	7
Area 5a	4	480000	485000	-7.2	51.1	32
Area 5b	1	330000	365000	67.2	20.3	4
Area 6	9	650000	650000	-	38.3	20
Area 7	-	-	-	-	-	-
Area 8	1	350000	355000	-14.5	20.3	22

Launceston

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	2	342000	347500	19.8	5.2	22
Area 2	2	254500	244000	-2.4	24.8	47
Area 3	3	289000	295000	-7.8	21.6	27
Area 4	9	285000	293000	-2.3	20.8	21
Area 5	3	425000	450000	5.1	27.8	118
Area 6	-	-	-	-	-	-
Area 7	-	-	-	-	-	-
Area 8	2	265000	262500	-5.3	-19.2	92
Area 9	3	325000	317500	8.7	-	40
Area 10	-	-	-	-	-	-

North West Coast

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Burnie	2	250000	236000	8.5	-10.1	4
Ulverstone	1	279000	267000	-7.0	-10.1	28
Devonport	5	299000	290000	-1.7	-6.1	72
Circular Head	-	-	-	-	-	-
Railton/Sheffield	-	-	-	-	-	-
Latrobe	3	325000	315000	-16.0	19.8	74
Penguin/Forth	-	-	-	-	-	-
Wynyard/Waratah	3	295000	290000	1.9	70.6	14
West Coast	1	420000	430000	-	-	-



LAND

Hobart

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	3	255000	260000	3.4	22.8	123
Area 2	8	242400	235000	27.4	34.3	32
Area 3a	8	275000	290000	-11.6	38.1	15
Area 3b	6	197000	199250	-0.9	37.4	218
Area 4	1	300000	300000	-14.3	-22.1	21
Area 5a	3	382000	382000	-1.4	-	56
Area 5b	-	-	-	-	-	-
Area 6	-	-	-	-	-	-
Area 7	7	155000	156000	-1.9	-32.2	71
Area 8	7	139000	139000	-20.6	-13.1	13

Launceston

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Area 1	4	244500	226000	-3.4	-	309
Area 2	-	-	-	-	-	-
Area 3	-	-	-	-	-	-
Area 4	6	154000	154000	-17.2	-15.2	-
Area 5	-	-	-	-	-	-
Area 6	7	69000	60000	-57.1	-33.3	200
Area 7	-	-	-	-	-	-
Area 8	-	-	-	-	-	-
Area 9	6	154000	154000	3.4	-16.8	416
Area 10	6	115000	115000	422.7	6.5	18

North West Coast

	No. Of Sales	Median List \$	Median Sell \$	Change Over Month %	Change Over Year %	Median Days on Market
Burnie	5	100000	100000	-14.9	28.2	72
Ulverstone	2	207000	186000	20.0	79.7	68
Devonport	3	120000	113000	13.0	-5.8	166
Circular Head	2	79500	74250	-40.6	125.0	60
Railton/Sheffield	3	95000	79000	-1.3	-47.3	102
Latrobe	4	169500	172500	19.0	-9.8	70
Penguin/Forth	2	142500	130000	-7.8	-	426
Wynyard/Waratah	2	110000	105000	-48.8	-51.7	8
West Coast	2	71500	64000	-46.7	-24.7	588



Price Distribution For House Sales Price – SLA

HOUSE	Hobart Sales per Price Bracket	Launceston Sales per Price Bracket	North West Coast Sales per Price Bracket
\$000			
<100	-	-	-
100 – 149	-	-	-
150 – 199	-	2	7
200 – 249	1	6	12
250 – 299	2	5	13
300 – 349	10	16	9
350 – 399	7	12	9
400 – 449	13	9	6
450 – 499	16	6	2
500 – 599	14	6	3
600 – 699	12	4	-
700 – 799	11	3	1
800 – 899	5	2	1
900 – 999	1	1	1
1m – 1.49m	4	1	-
1.5m - 1.99m	-	-	-
2m - 2.49m	-	-	-
2.5m - 2.99m	-	-	-
3m+	-	-	-

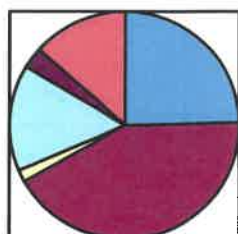
OTHER DWELLINGS	Hobart Sales per Price Bracket	Launceston Sales per Price Bracket	North West Coast Sales per Price Bracket
\$000			
<100	-	-	-
100 – 149	-	-	-
150 – 199	-	-	-
200 – 249	-	5	2
250 – 299	-	5	4
300 – 349	2	3	1
350 – 399	11	1	1
400 – 449	7	1	-
450 – 499	2	3	-
500 – 749	10	-	-
750 – 999	2	-	-
1m - 1.99m	3	1	-
2m+	-	-	-

LAND	Hobart Sales per Price Bracket	Year to Date	Launceston Sales per Price Bracket	Year to Date	North West Coast Sales per Price Bracket	Year to Date
\$000						
<100	-	3	-	3	3	12
100 - 149	-	2	-	3	3	11
150 - 199	3	31	8	16	1	6
200 - 249	8	37	-	9	1	3
250 - 299	11	25	1	5	2	2
300+	7	22	1	3	-	-

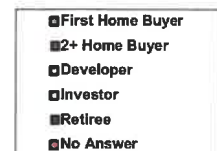
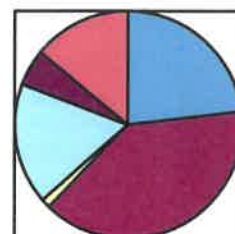
Area Buyer Profile – House Sales

BUYER TYPE (%)	First Home Buyer	2+ Home Buyer	Developer	Investor	Retiree	No Answer
HOBERT						
Area 1	14.3	42.9	-	-	7.1	35.7
Area 2	26.9	30.8	-	11.5	-	30.8
Area 3a	21.7	43.5	-	13.0	4.3	17.4
Area 3b	38.5	23.1	-	38.5	-	-
Area 4	14.3	42.9	-	14.3	-	28.6
Area 5a	-	-	100.0	-	-	-
Area 5b	25.0	-	-	12.5	-	62.5
Area 6	-	50.0	-	-	-	50.0
Area 7	4.8	66.7	-	4.8	14.3	9.5
Area 8	13.0	65.2	-	4.3	4.3	13.0
Hobart - SLA	22.9	33.3	1.0	13.5	2.1	27.1
Hobart - ALL	18.6	43.6	0.7	10.7	4.3	22.1
LAUNCESTON						
Area 1	15.4	53.8	-	23.1	7.7	-
Area 2	47.4	36.8	10.5	5.3	-	-
Area 3	22.2	33.3	11.1	22.2	-	11.1
Area 4	21.4	60.7	-	7.1	3.6	7.1
Area 5	-	100.0	-	-	-	-
Area 6	-	90.0	-	10.0	-	-
Area 7	8.3	58.3	-	25.0	-	8.3
Area 8	-	100.0	-	-	-	-
Area 9	-	88.9	-	11.1	-	-
Area 10	10.0	30.0	-	-	10.0	50.0
Launceston – SLA	26.4	51.4	4.2	11.1	2.8	4.2
Launceston – ALL	17.9	58.1	2.6	11.1	2.6	7.7
NORTH WEST COAST						
Burnie	35.3	47.1	-	5.9	5.9	5.9
Ulverstone	43.8	37.5	-	18.8	-	-
Devonport	9.7	48.4	-	32.3	6.5	3.2
Circular Head	37.5	37.5	-	12.5	-	12.5
Railton/Sheffield	16.7	66.7	-	16.7	-	-
Latrobe	10.5	52.6	-	26.3	10.5	-
Penguin/Forth	-	100.0	-	-	-	-
Wynyard/Waratah	9.1	45.5	-	27.3	18.2	-
West Coast	12.5	75.0	-	12.5	-	-
North West Coast – SLA	25.0	45.3	-	21.9	4.7	3.1
North West Coast - ALL	20.3	50.0	-	21.2	5.9	2.5
State-Wide – SLA	24.6	42.2	1.7	15.1	3.0	13.4
State-Wide – ALL	23.1	39.1	1.3	17.3	5.2	14.0

State-Wide House Buyer Profile
Statistical Local Area



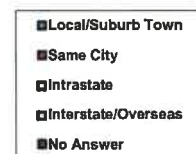
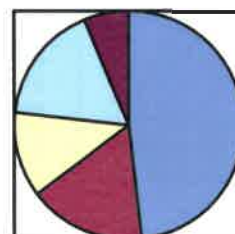
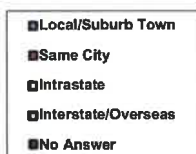
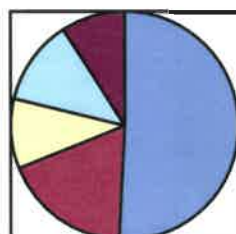
State-Wide House Buyer Profile All
All Areas



Area Buyer Location - House Sales - Vendor Paid Advertising

BUYER TYPE (%)	Local Suburb or Town	Same City	Intrastate	Interstate & Overseas	No Answer	No	Yes	No Answer
HOBART								
Area 1	57.1	14.3	-	-	28.6	-	71.4	28.6
Area 2	50.0	15.4	3.8	3.8	26.9	23.1	69.2	7.7
Area 3a	47.8	21.7	8.7	13.0	8.7	26.7	66.7	6.7
Area 3b	38.5	23.1	-	38.5	-	15.4	69.2	15.4
Area 4	42.9	-	14.3	14.3	28.6	-	71.4	28.6
Area 5a	100.0	-	-	-	-	-	100.0	-
Area 5b	37.5	12.5	-	12.5	37.5	-	75.0	25.0
Area 6	25.0	19.0	-	25.0	50.0	-	75.0	25.0
Area 7	23.8	30.4	4.8	52.4	-	42.9	57.1	-
Area 8	30.4	15.6	17.4	17.4	4.3	17.4	82.6	-
Hobart – SLA	46.9	15.6	4.2	12.5	20.8	13.6	70.5	15.9
Hobart – ALL	40.7	18.6	6.4	19.3	15.0	18.9	70.5	10.6
LAUNCESTON								
Area 1	38.5	38.5	-	23.1	-	-	92.3	7.7
Area 2	57.9	31.6	10.5	-	-	-	78.9	21.1
Area 3	77.8	-	11.1	-	11.1	-	100.0	-
Area 4	46.4	17.9	10.7	25.0	-	-	85.7	14.3
Area 5	33.3	33.3	33.3	-	-	-	100.0	-
Area 6	80.0	-	-	20.0	-	-	100.0	-
Area 7	66.7	-	16.7	16.7	-	25.0	25.0	50.0
Area 8	25.0	-	50.0	25.0	-	25.0	75.0	-
Area 9	44.4	-	33.3	22.2	-	22.2	66.7	11.1
Area 10	50.0	20.0	20.0	-	10.0	20.0	80.0	-
Launceston – SLA	51.4	23.6	9.7	13.9	1.4	-	87.5	12.5
Launceston – ALL	53.8	16.2	13.7	14.5	1.7	6.8	79.5	13.7
NORTH WEST COAST								
Burnie	17.6	35.3	35.3	11.8	-	35.3	64.7	-
Ulverstone	87.5	-	6.3	6.3	-	18.8	81.3	-
Devonport	61.3	12.9	16.1	9.7	-	3.2	96.8	-
Circular Head	25.0	8.3	41.7	16.7	8.3	25.0	37.5	37.5
Railton/Sheffield	66.7	-	-	33.3	-	66.7	33.3	-
Latrobe	42.1	26.3	10.5	21.1	-	21.1	78.9	-
Penguin/Forth	100.0	-	-	-	-	-	-	100.0
Wynyard/Waratah	45.5	9.1	9.1	36.4	-	-	27.3	72.7
West Coast	62.5	-	12.5	25.0	-	-	12.5	87.5
North West Coast – SLA	56.3	-	18.8	9.4	-	15.6	84.4	-
North West Coast – ALL	51.6	13.9	17.2	16.4	0.8	20.3	77.1	2.5
State-Wide – SLA	50.9	18.1	9.9	12.1	9.1	9.8	79.9	10.3
State-Wide – ALL	48.3	16.4	12.1	16.9	6.3	15.5	75.5	9.0

State-Wide House Buyer Location Statistical Local Area



Method of Sale

Houses

%	Multiple Listing Service	Sold Before Auction	Sold After Auction	Auction	Conjunctional	Sole Agency	Open Listing	Tender
Hobart	-	1.0	-	-	-	99.0	-	-
Launceston	-	-	-	-	-	100.0	-	-
North West	-	-	-	-	-	100.0	-	-
State-wide	-	0.4	-	-	-	99.6	-	-

Other Dwellings

%	Multiple Listing Service	Sold Before Auction	Sold After Auction	Auction	Conjunctional	Sole Agency	Open Listing	Tender
Hobart	-	-	-	-	-	100.0	-	-
Launceston	-	-	-	-	-	100.0	-	-
North West	-	-	-	-	-	100.0	-	-
State-wide	-	-	-	-	-	100.0	-	-

Land

%	Multiple Listing Service	Sold Before Auction	Sold After Auction	Auction	Conjunctional	Sole Agency	Open Listing	Tender
Hobart	-	-	-	-	-	100.0	-	-
Launceston	-	-	-	-	-	100.0	-	-
North West	-	-	-	-	-	100.0	-	-
State-wide	-	-	-	-	-	100.0	-	-

Rental Market

Vacancy Rate	%	Change Over Month	Change Over Year
Hobart	2.7	0.3	1.0
Launceston	2.2	-0.3	0.4
North West Coast	2.9	-0.3	0.1
Tasmania	2.6	-	0.6

Time To Let	<1 week	1-2 weeks	>2 weeks
Hobart	3.6 %	53.5 %	42.9 %
Launceston	14.3 %	50.0 %	35.7 %
North West Coast	-	80.0 %	20.0 %

Median Rent Levels (SLA):

Property Type	Hobart:		Launceston:		North West Coast:	
	Median:	Range:	Median:	Range:	Median:	Range:
1 brm unit	275	90-450	210	85-350	210	145-440
2 brm unit	350	80-600	280	190-500	250	140-340
3 brm unit	465	330-795	370	95-550	275	205-400
2 brm house	375	90-600	325	250-520	250	150-310
3 brm house	430	120-650	320	110-500	300	155-440
4 brm house	535	145-800	390	300-550	380	250-450

Rent Levels By Area:

Hobart

Suburb	Median Rent	Number	Number of bedrooms			
			1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Area 1	425	55	2	18	25	10
Area 2	350	107	13	36	50	8
Area 3a	425	59	4	17	26	12
Area 3b	380	45	2	9	30	4
Area 4	400	92	31	26	25	10
Area 5a	350	42	9	18	12	3
Area 5b	400	28	5	9	8	6
Area 6	380	92	36	20	15	21
Area 7	345	24	3	4	15	2
Area 8	380	33	3	9	17	4

Launceston

Suburb	Median Rent	Number	Number of Bedrooms			
			1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Area 1	320	27	3	6	12	6
Area 2	260	78	18	12	43	5
Area 3	350	24	7	6	8	3
Area 4	330	71	8	27	26	10
Area 5	350	33	12	13	6	2
Area 6	275	21	1	4	13	3
Area 7	255	8	-	1	7	-
Area 8	300	4	1	1	2	-
Area 9	330	13	-	5	5	3
Area 10	235	4	1	1	2	-

North West Coast

Suburb	Median Rent	Number	Number of Bedrooms			
			1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Burnie	265	42	3	11	25	3
Ulverstone	280	27	5	8	14	-
Devonport	280	59	5	22	28	4
Circular Head	240	10	2	1	5	2
Railton / Sheffield	330	2	-	-	1	1
Latrobe	290	22	1	10	10	1
Penguin / Forth	290	6	-	1	3	2
Wynyard / Waratah	275	20	1	10	7	2
West Coast	200	21	3	3	13	2

Survey Coverage

Hobart:

73 Agents submitted returns for April 2020. The sales report for all areas is based on 142 house sales, 39 other dwelling sales and 43 land sales. The sales report covering the statistical local area (SLA) is based on 96 house sales, 38 other dwelling sales and 29 land sales.

Launceston:

38 Agents submitted returns for April 2020. The sales report for all areas is based on 117 house sales, 24 other dwelling sales and 29 land sales. The sales report covering the statistical local area (SLA) is based on 72 house sales, 19 other dwelling sales and 10 land sales.

North West Coast:

32 Agents submitted returns for April 2020. The sales report for all areas is based on 117 house sales, 15 other dwelling sales and 25 land sales. The sales report covering the statistical local area (SLA) is based on 64 house sales, 8 other dwelling sales and 10 land sales.

List of Suburbs Included in Each Area:

Hobart:

Area 1	(SLA)	Kingston, Blackmans Bay, Huntingfield, Browns River, Firthside, Bonnet Hill, Fern Tree, Margate
Area 2	(SLA)	Glenorchy, Derwent Park, Goodwood, Montrose, Rosetta, Berriedale, Chigwell, Claremont, Austins Ferry, Bridgewater, Gagebrook, Springfield, Florence Heights, Dowsings Point, Old Beach, Compton Downs
Area 3a	(SLA)	Geilston Bay, Lindisfarne, Rose Bay, Rosny, Bellerive, Howrah, Tranmere, Otago Bay, Acton, Lauderdale, Seven Mile Beach, Montagu Bay
Area 3b	(SLA)	Risdon Vale, Warrane, Clarendon Vale, Oakdowns, Rokeby, Mornington
Area 4	(SLA)	City, West Hobart, North Hobart, South Hobart, Glebe, Cascades, Mt Stuart,
Area 5a	(SLA)	New Town, Lenah Valley
Area 5b	(SLA)	Moonah, Lutana, East Risdon
Area 6	(SLA)	Battery Point, Sandy Bay, Taroona, Mt Nelson, Dynnryne, Tolman's Hill
Area 7		Cygnets, Dover, Geeveston, Huonville
Area 8		Dodges Ferry, Dunalley, Lewisham, Midway Point, Sorell

Launceston:

Area 1	(SLA)	Riverside, Trevallyn, Stephensdale
Area 2	(SLA)	Newnham, Mowbray, Vermont, Invermay, Ravenswood, Waverley, St Leonards, Inveresk, Rocherlea, Mayfield, Alanvale
Area 3	(SLA)	Newstead, Norwood, East Launceston, Punchbowl, Elphin, Richings, Queechey
Area 4	(SLA)	Kings Meadows, South Launceston, West Launceston, Youngtown, Prospect, Summerhill, Sandhill, Travellers Rest/Retreat, Glen Dhu, Blackstone Heights
Area 5	(SLA)	City, Glebe
Area 6		Fingal, St Helens, St Marys, Scamander
Area 7		Branxholm, Bridport, Derby, Scottsdale, Winnaleah
Area 8		Carrick, Deloraine, Hagley, Hadspen, Mole Creek, Westbury
Area 9		Beaconsfield, Beauty Point, Exeter, Legana
Area 10		Avoca, Campbell Town, Cressy, Evandale, Liffey, Longford, Perth

North West:

Burnie	(SLA)	Burnie, Cooe, Wivenhoe
Devonport	(SLA)	Ambleside, Devonport, Don, Miandetta, Quoiba, Spreyton
Ulverstone	(SLA)	Ulverstone, Turners Beach
Circular Head		Marrawah, Smithton, Stanley
Railton/Sheffield		Railton, Sheffield, Cradle Mountain
Latrobe		Hawley Beach, Latrobe, Port Sorell, Shearwater
Penguin/Forth		Penguin, Forth
Wynyard/Waratah		Wynyard, Waratah, Somerset, Savage River
West Coast		Queenstown, Rosebery, Strahan, Zeehan

Statistical Local Area (SLA): The residential sales and rental data which has been indicated as being an (SLA) is based on the same geographical classifications structures as defined and used by the Australian Bureau of Statistics. These areas are how Hobart, Launceston and the North West are defined and are indicated on the above table. New areas have been added to this report for each region, but these do not affect the SLA's that are reported each month and reported previously. For example: the Hobart median for this report consists of areas 1 to 6, Launceston is areas 1 to 5, and the North West consists of Burnie, Devonport and Ulverstone.

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