

Member Real Facts

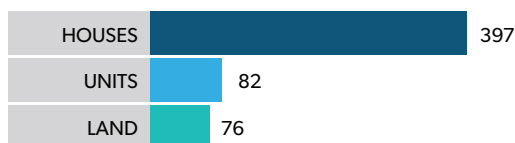
16 May 2017

Sales activity experienced a contraction over the week with REIWA members reporting a decrease in weekly sales to 555. The overall 14 per cent fall in weekly sales is attributed to a 17 per cent decrease in sales for houses and a 23 per cent decrease in unit sales, despite a 17 per cent increase in vacant land sales over the week.

Total properties listed for sale remained stable over the week at 14,894. The total number of listings recorded this week is similar in comparison to four weeks ago but is two per cent lower compared to the same time last year.

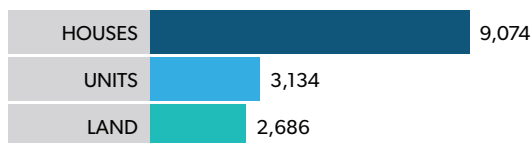
Turning to the rental market, REIWA members reported total properties available for rent remained stable over the week at 10,782. This is two per cent higher than levels seen four weeks ago and three per cent higher than the same time last year.

PROPERTY SALES ^{1 2}



Total:	555
4 weeks ago:	377
Same week last year:	520

PROPERTIES LISTED FOR SALE ⁴



Total:	14,894
4 weeks ago:	14,895
Same week last year:	15,236

PROPERTIES LISTED FOR RENT ⁴



PROPERTIES LEASED



Median rent:	\$350/week
Vacancy rate for March 2017:	6.5%

TOP SELLING SUBURBS ^{2 3}

North of the River	
Balcatta	7
Innaloo	7
Mount Lawley	7
North Perth	7
Dianella	5

South of the River	
Canning Vale	11
Thornlie	10
Gosnells	8
Waikiki	8
Baldivis	7

AVERAGE SELLING DAYS ³ months to April

Private treaty	75
Auctions	27

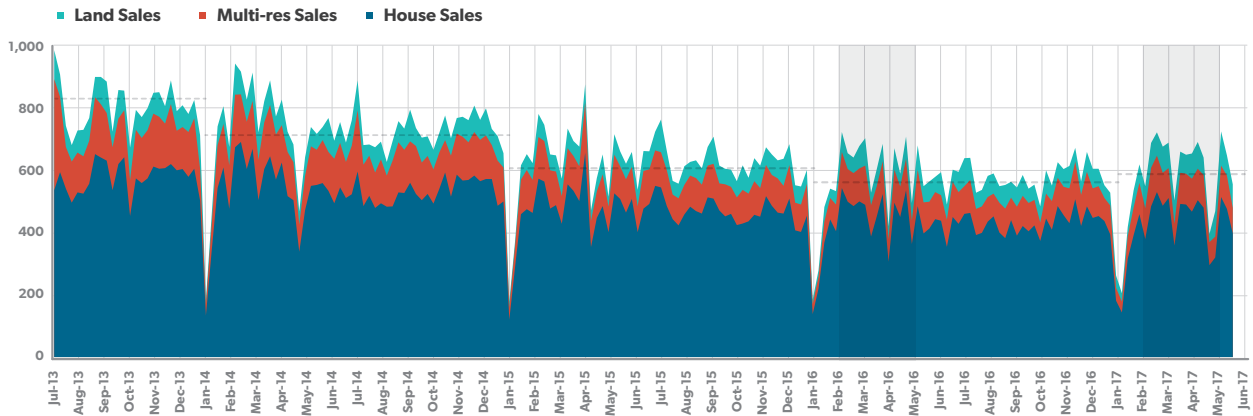
3 MONTHS TO APRIL

Seller discounting ⁵	52.6%
Average discount	-6.5%
Overall market sentiment ⁶	-1.2%

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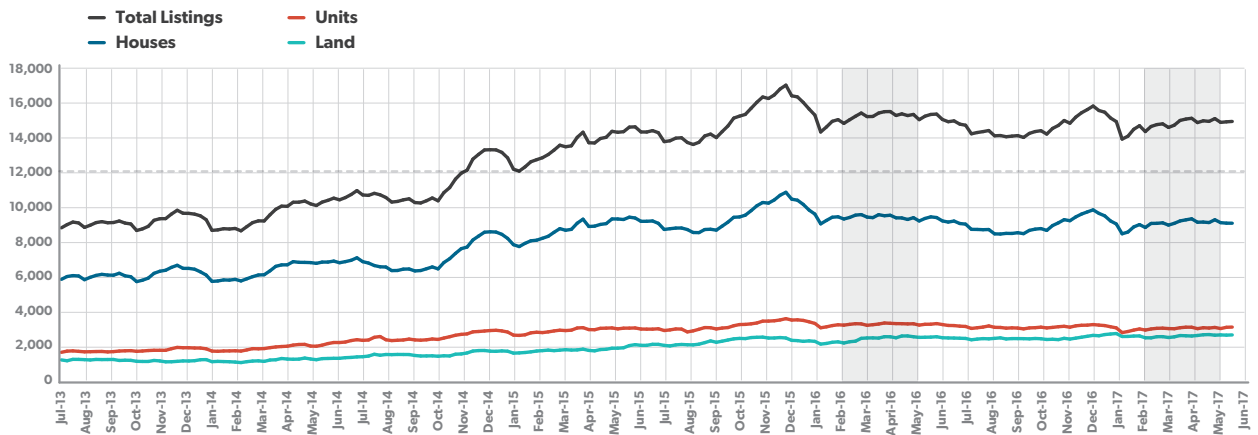
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Perth Metropolitan Sales



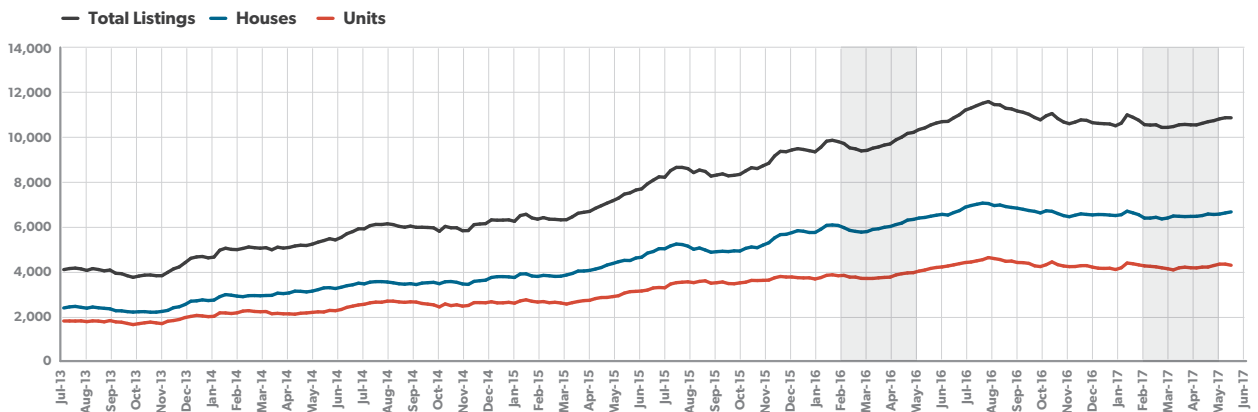
SOURCE:REIWA.COM

Perth Metropolitan Listings for Sale



SOURCE:REIWA.COM

Perth Metropolitan Rental Listings



SOURCE:REIWA.COM

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16 May 2017

REIWA explanatory comments

REIWA has recently moved to a new data warehouse system. This has provided the opportunity to clean the data, enhance some of the analysis measures and overall improve the quality of our research data and analysis tools. As a result, there may be some slight differences in the figures from the previous weeks.

Specifically, with regards to average selling days and discounting measures, REIWA has improved the methodology for calculating these figures.

Overall, in terms of data quality, REIWA has reviewed how some transactions are classified by Landgate. In addition, REIWA now does not include off-market or non-arm's length transactions.

To ensure the reliability and accuracy of reiwa.com data, REIWA regularly reviews its reporting processes and methodologies. As a result of a recent review, the reiwa.com reported Leased Properties measure has been revised to now exclude those leases that have fallen through.