

Member Real Facts

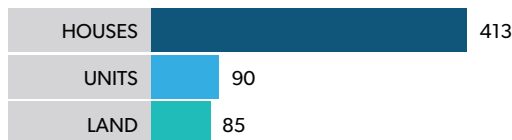
20 June 2017

Sales activity experienced a contraction over the week with REIWA members reporting a decrease in weekly sales to 588. The overall three per cent fall in weekly sales is attributed to a six per cent decrease in sales for houses and a two per cent decrease in unit sales, despite a 16 per cent increase in vacant land sales over the week.

Total properties listed for sale remained stable over the week at 14,641. Listings for houses decreased by a marginal one per cent whilst unit and vacant land listings both remained stable. The total number of listings recorded this week is two per cent lower in comparison to four weeks ago and is one per cent lower compared to the same time last year.

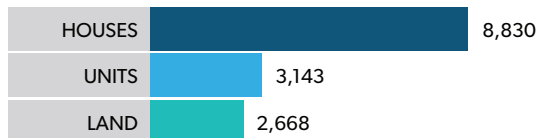
Turning to the rental market, REIWA members reported total properties available for rent grew by one per cent over the week to 10,854. This is one per cent greater than levels seen four weeks ago but similar to the same time last year.

PROPERTY SALES ^{1 2}



Total:	588
4 weeks ago:	557
Same week last year:	547

PROPERTIES LISTED FOR SALE ⁴



Total:	14,641
4 weeks ago:	14,989
Same week last year:	14,742

PROPERTIES LISTED FOR RENT ⁴



PROPERTIES LEASED



Median rent:	\$350/week
Vacancy rate - 3 months to May 2017:	7.1%

TOP SELLING SUBURBS ^{2 3}

North of the River	
Yokine	10
Wembley	9
Duncraig	8
Aveley	7
Scarborough	7

South of the River	
Thornlie	9
Cloverdale	8
Como	7
East Victoria Park	7
Rockingham	7

AVERAGE SELLING DAYS - 3 MONTHS TO MAY

Private treaty	75
Auctions	27

3 MONTHS TO MAY

Seller discounting ⁵	52.6%
Average discount	-6.6%
Overall market sentiment ⁶	-1.3%

Source: reiwa.com

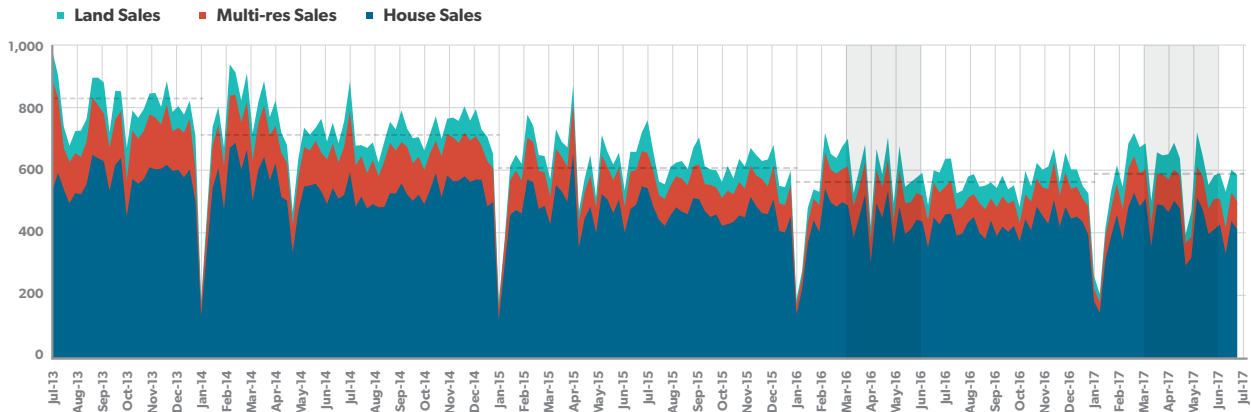
¹ Contract sales reported by REIWA members. ² Data may change due to sales falling through. ³ Dwelling sales only. ⁴ Listed on reiwa.com and other sources.

⁵ Percentage of properties sold below listing price. ⁶ Included those achieving or exceeding list price.

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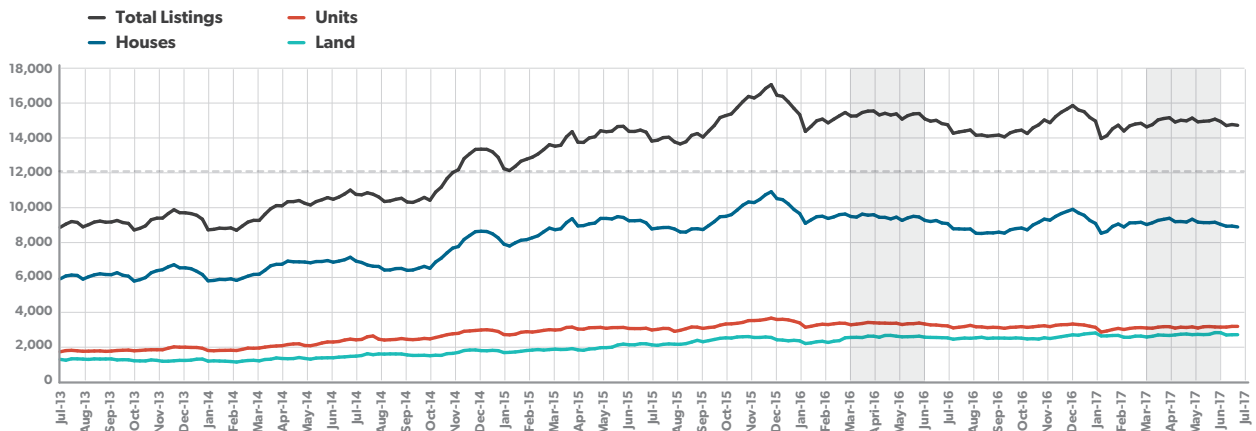
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Perth Metropolitan Sales



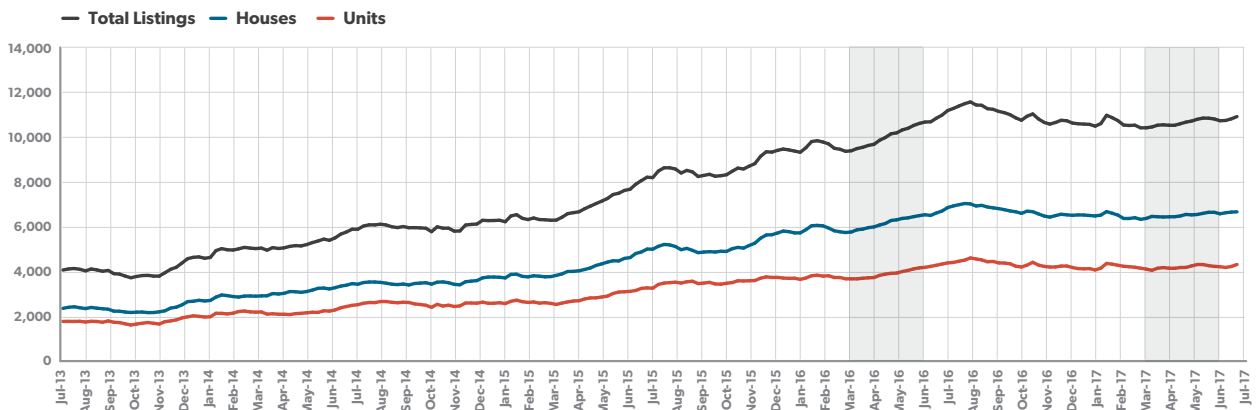
SOURCE:REIWA.COM

Perth Metropolitan Listings for Sale



SOURCE:REIWA.COM

Perth Metropolitan Rental Listings



SOURCE:REIWA.COM

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20 June 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'slength 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.