

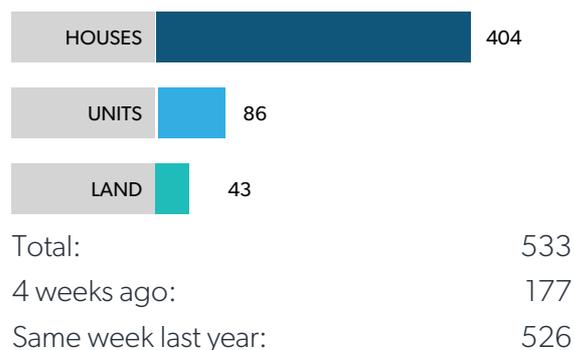
Member Real Facts

26 January 2016

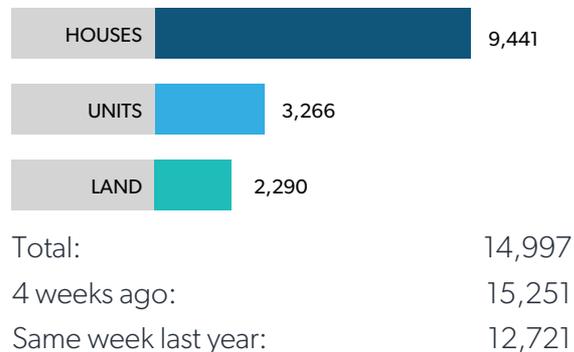
This week REIWA members reported a marginal decline in weekly sales to 533. The 1 per cent decline in sales over the week is mainly attributed to a 9 per cent decrease in sales for houses. Nevertheless, unit sales and land sales are up 25 per cent and 43 per cent respectively in comparison to last week. In line with the marginal decrease in sales, total properties listed for sale recorded a marginal increase of 1 per cent to 14,997 this week from 14,902 last week. Listings for houses have remained virtually unchanged while listings for units and land have both experienced an increase of 1 per cent over the week. The total number of listings recorded this week is 2 percent lower than four weeks ago but 18 per cent higher than same time last year.

Turning to the rental market, REIWA members reported a virtually unchanged percentage in total properties for rent over the week from 10,148 last week to 10,104 this week. However, this is 5 per cent higher than figures seen four weeks ago and 61 per cent higher than the same time last year.

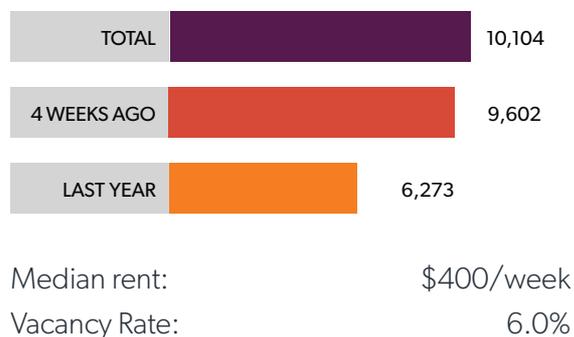
PROPERTY SALES ^{1 2}



PROPERTIES LISTED FOR SALE ⁴



PROPERTIES LISTED FOR RENT ⁴



TOP SELLING SUBURBS ^{2 3}

North of the River	
Balga	10
Ellenbrook	10
Butler	8
Maylands	8
Morley	6
South of the River	
Gosnells	15
Baldivis	12
Canning Vale	12
Rockingham	8
Secret Harbour	7

3 MONTHS TO DECEMBER

Avg. selling days	64
Vendor discounting ⁵	47.4%
Avg. discount	-6.4%
Overall mkt discount ⁶	-1.6%

Source: reiwa.com

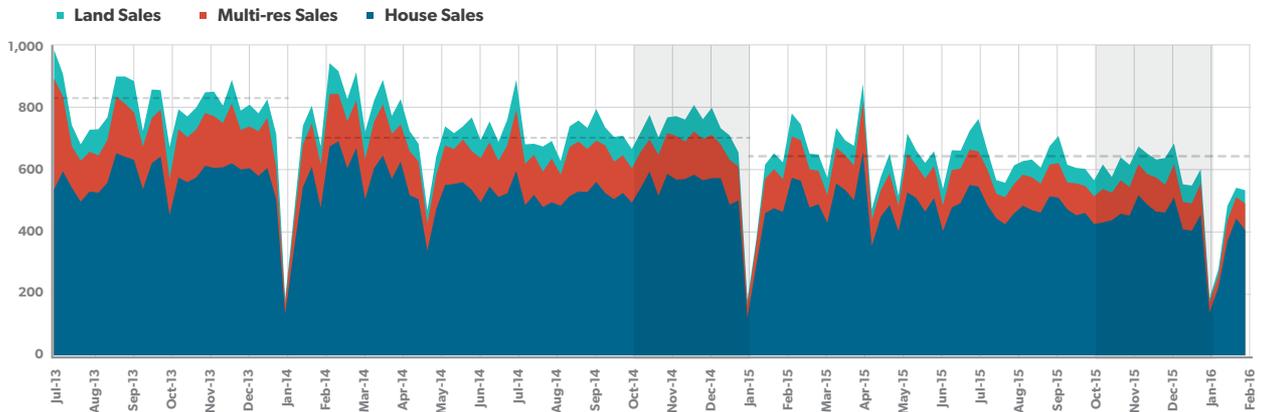
¹ Contract sales reported by REIWA members. ² Data may change due to sales falling through. ³ Dwelling sales only. ⁴ Listed on reiwa.com and other sources.

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

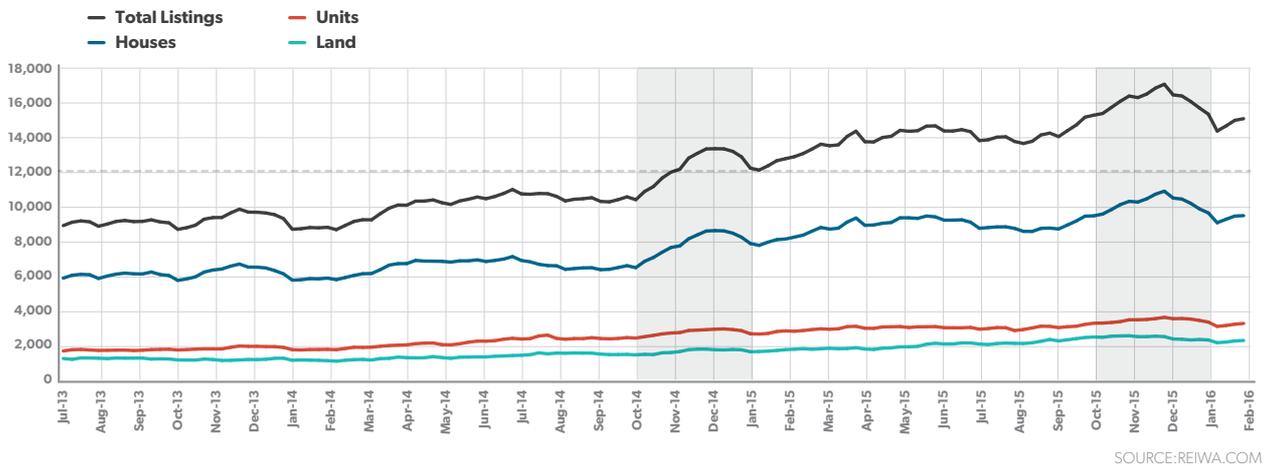
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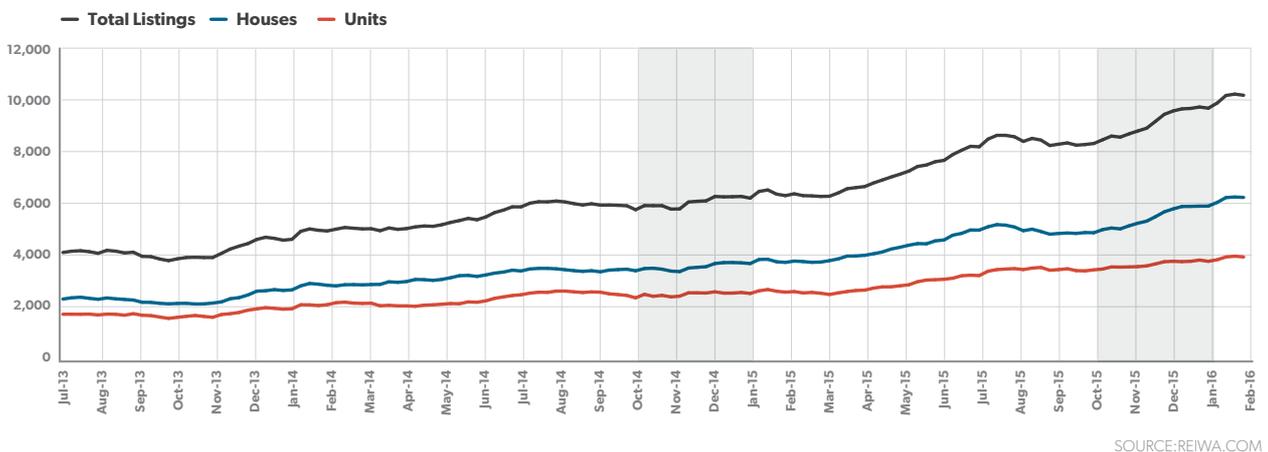
Perth Metropolitan Sales



Perth Metropolitan Listings for Sale



Perth Metropolitan Rental Listings



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26 January 2016

REIWA explanatory comment

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-armlength transactions.