

# Market Update: Sales Results

September Quarter 2018 Edition



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# Sales Results - Adelaide Metro

The third quarter – as happens every year – shows a decrease in the volume of sales but the Real Estate Institute of South Australia (REISA) is optimistic for the housing market in the months ahead.

Following the release of the Valuer-General's median house price data for the 2018 September quarter, REISA President Mr Brett Roenfeldt, said that the latest figures revealed a median price that had remained at record levels this quarter and demonstrated a fantastic growth of 4.33% since the same quarter last year.

In the September quarter, 3, 876 houses settled across the Adelaide metropolitan area which is down from the previous quarter and only slightly down from the same quarter last year. Sales across the entire State were also down from the last quarter.

"It is always disappointing to see figures that show a decline in the volume of sales but it is to always be expected in the third quarter of real estate activity. The third quarter is always a slow period for sales and we always see results like this every year. The cold winter months always bring in less activity with the premium properties waiting for the warmer months to sell. I have enormous confidence that sales will pick up considerably in the months ahead".

"What is fantastic news is that the median has remained at its record level since the last quarter. It shows that people are still willing to pay good dollar for premium properties that are transparently and accurately priced".

"As the new REISA President, I am also looking forward to REISA continuing its dialogue with the State Government on the need to abolish the monster stamp duty tax, the desirability of bringing in compulsory professional development and a review of the real estate legislation in South Australia" Mr Roenfeldt said.

Suburbs which have seen the largest growth over a 12 month period were Oaklands Park, Parkside and Tea Tree Gully. Other big movers included Glen Osmond, Kilburn and Gawler South.

Top selling suburbs in terms of recorded sales over the September quarter were the perennial Number 1 Morphett Vale, Mawson Lakes and Paralowie.

"Affordability, investment opportunity and infrastructure will always be the key drivers for sales and growth. When affordability is right, the market remains confident and buoyant. It is no surprise then that the top sales suburbs remain very constant throughout the year" Mr Roenfeldt said.

More broadly, the September quarter statistics showed that the growth in the South Australian median price was 0.30% up from the previous quarter and a robust and sustainable 3.11% up from the same quarter last year.

The unit and apartment market showed a decrease in the median price compared to the previous quarter and the same quarter last year. Sales were also down from the previous quarter and the same quarter last year.

"It is always tricky to comment on the third quarter every year as inevitably we see a decline in the volume of sales. I emphasise however, that the results in the third quarter can never be taken as a sign of bad times to come or that the real estate market is not moving in the right direction. The median price has remain unchanged from the last quarter and is still sitting at a record level. Sales will bounce back next quarter as they do every year and will reinforce the fact that South Australia is one of the best places in the world to live, work, invest and play" Mr Roenfeldt said.

Sales Statistics 3 <sup>rd</sup> Quarter 2018									
		3Q 2017		2Q 2018		3Q 2018		Quarter % change	12 month % change
Index	Category	Sales	Median	Sales	Median	Sales	Median		
South Australia	Houses	5,304	\$410,000	5,830	\$421,500	5,204	\$422,750	0.30%	3.11%
Metro Adelaide	Houses	3,953	\$450,500	4,281	\$470,000	3,876	\$470,000	0.00%	4.33%
Central Metro	Houses	1,892	\$537,750	206	\$555,000	1,890	\$550,000	-0.90%	2.28%
Inner Metro	Houses	312	\$813,000	339	\$823,000	304	\$790,000	-4.01%	-2.83%
Metro Adelaide	Home Units	1,226	\$350,000	1,319	\$355,000	1,051	\$343,500	-3.24%	-1.86%

Suburb	Sales SEP17	Median SEP18	Sales SEP18	Median JUN18	Median Change %
Oaklands Park	9	\$414,275	10	\$530,000	27.93%
Parkside	14	\$870,000	11	\$1,056,500	21.44%
Tea Tree Gully	15	\$423,750	10	\$513,500	21.18%
Glen Osmond	8	\$915,500	10	\$1,091,000	19.17%
Kilburn	8	\$450,000	11	\$535,000	18.89%
Gawler South	12	\$299,000	11	\$354,000	18.39%
Athelstone	35	\$482,000	34	\$570,000	18.26%
Lightsview	22	\$450,000	16	\$528,000	17.33%
West Croydon	6	\$525,000	16	\$611,750	16.52%
Craigmore	42	\$268,000	46	\$312,000	16.42%
Adelaide Metro	3,953	\$450,500	3,876	\$470,000	4.33%

Median House Prices – September Quarter 2018

Top 10 growth Suburbs with 10 or more sales in current quarter



# Sales Results - Regional

Following the release of the Valuer-General's median house prices for the September 2018 quarter, the regional housing market recorded a median house value of \$270,000. This represents a solid 0.93% increase from the last quarter and a robust 1.89% increase from the same period last year.

Sales were slightly down from the last quarter and the same quarter last year.

REISA President, Mr Brett Roenfeldt said "Given that the third quarter in every year shows a slowing down of the housing market, it is fantastic that regional South Australia has somewhat bucked this trend. Sales are only marginally down and the median price continues to rise to very sustainable and healthy levels. I am delighted that the regional housing market continues to show resilience and underlying strength",

Suburbs which have seen the largest growth over a 12 month period are Barmera, Port Lincoln and Murray Bridge with increases of 19.43%, 10.08% and 9.18% respectively.

Top selling suburbs in terms of recorded sales over the September quarter were Victor Harbor, Mount Gambier and Murray Bridge.

Sales Statistics 3 <sup>rd</sup> Quarter 2018									
Index	Category	3Q 2017		2Q 2018		3Q 2018		Quarter %	12 month %
		Sales	Median	Sales	Median	Sales	Median	Change	Change
Major Towns	Houses	494	\$265,000	517	267,500	480	\$270,000	0.93%	1.89%
Component Towns									
Millicent	Houses	17	\$180,000	22	\$150,000	21	\$182,500	21.67%	1.39%
Mount Gambier	Houses	121	\$255,000	119	\$255,000	96	\$253,750	-0.49%	-0.49%
Murray Bridge	Houses	70	\$245,000	64	\$233,750	51	\$267,500	14.44%	9.18%
Port Augusta	Houses	33	\$196,250	37	\$238,000	27	\$194,500	-18.28%	-0.89%
Port Lincoln	Houses	43	\$310,000	46	\$324,500	45	\$341,250	5.16%	10.08%
Port Pirie	Houses	39	\$215,000	39	\$197,500	41	\$175,000	-11.39%	-18.60%
Victor Harbor	Houses	82	\$352,000	97	\$360,000	103	\$356,000	-1.11%	1.14%
Whyalla	Houses	29	\$265,000	30	\$200,000	33	\$255,000	27.50%	-3.77%
Other Towns									
Barmera	Houses	5	\$175,000	5	\$185,000	6	\$209,000	12.97%	19.43%
Berri	Houses	13	\$250,250	10	\$175,000	12	\$243,000	38.86%	-2.90%
Naracoorte	Houses	24	\$211,250	18	\$229,000	26	\$207,000	-9.61%	-2.01%
Renmark	Houses	22	\$220,000	27	\$218,750	14	\$216,550	-1.01%	-1.57%

Median House Prices – September Quarter 2018 - SA's main regional centres

\*Please note that low turnover towns are more vulnerable to statistical variation

# Auction Results

Week Ending	Clearance Rates
1 July	69%
8 July	62%
15 July	59%
22 July	73%
29 July	56%
5 August	73%
12 August	56%
19 August	74%
26 August	60%
2 September	55%
9 September	76%
16 September	65%
23 September	73%
30 September	63%

**Note:** The auction clearance rate is calculated from the number of residential properties auctioned during the period and the number that were sold before, at or immediately after the auction.

Auction Clearance Rates – September 2018

Based on residential properties auctioned in South Australia during the specified period

Top 10 Residential Auction Sales		
137 Grant Av Toorak Gardens	Sally Turner Klemich Real Estate	\$1,450,000
26 First Av St Peters	Libby Dominey Harris Real Estate	\$1,415,000
2 Rutland Av Unley Park	Stephanie Williams/John Williams Harcourts Williams	\$1,393,000
8 Sturdee St Linden Park	Graeme Brown/Jayden Kirk LJ Hooker Walkerville Modbury	\$1,390,000
112 Allinga Av Glenunga	Hamish Mill Harcourts Williams Rose Park	\$1,336,000
19 Hewitt Av Rose Park	Joanna Manolakos/Kim Steele Ouwens Casserly Real Estate	\$1,300,000
51 Gladstone Rd Prospect	Bronte Manuel Toop&Toop Real Estate	\$1,270,000
19 Jellicoe St Linden Park	Sharon Gray Ouwens Casserly Real Estate	\$1,260,000
11 Wood Gr Hazelwood Park	Oren Klemich Klemich Real Estate	\$1,230,000
13 Kennaway St Tusmore	Tim Thredgold/Megan Thredgold Toop&Toop Real Estate	\$1,190,000