

Market Update: Sales Results

September Quarter 2013 Edition



Contents

Sales Results - Adelaide Metro	2
Sales Results - Regional	4
Auction Results	5

Sales Results - Adelaide Metro

The South Australian property market has shown resilience amidst the uncertainty that has plagued other investment markets, according to the Real Estate Institute of South Australia.

Commenting on the release of the Valuer General's median house price data for the September quarter, REISA Vice President, Mr Ted Piteo, said that the median house price for Adelaide had shown a small rise of 1.82% from \$385,500 to \$392,000 over the 12 month comparison.

"The 12-month growth recorded for both sales and rentals projects good long-term prospects for the property market."

"The economic climate for the September quarter saw buyers and renters seek out properties according to their affordability with outer metropolitan suburbs attracting the most interest," Mr Piteo said.

In the September quarter, 3,920 houses settled across the Adelaide metropolitan area, while 12 months ago, the same quarter saw 3,672 houses settled.

"It is encouraging to see an increase in settled sales throughout the September quarter which indicates that if a property is priced right, it will sell".

"Pricing in a market like this is critical. Purchasers remain very price sensitive and really do their homework, so getting it right from the start is very important,"

"In this type of market, buyers and sellers need to stay in contact with their local agent to be sure of what's happening in their local area," Mr Piteo said.

Noting suburbs which had seen the largest growth over a 12 month period, Mr Piteo said that Gulfview Heights, Findon and Alberton topped the list at 40.27%, 34.17% and 29.55% respectively, comparing the September quarter to the same period in 2012.

"There are still a range of suburbs which are not only holding value well, but exceeding expectations. This shows that well priced, quality housing will always be in demand"

More broadly, the quarterly statistics showed that South Australia recorded growth of 1.25%, compared to the same quarter last year.

Examining the unit and apartment market, we see a modest increase over the past 12 months, with the median price moving up from \$297,000, to \$305,000 representing an increase of 2.69%.

"Units provide an affordable entry point into the housing market and represent great value for money in terms of medium to long term growth."

"Moving into spring, I think there is a sense that the market will continue to see continued growth. REISA members are telling us that the levels of enquires are growing and we are experiencing a rise in attendance at open inspections".

"Housing is a medium to long-term investment which has provided long term security for many Australian families and REISA is confident the number of sales will continue to slowly rise over the rest of 2013." he said.

Sales Results - Adelaide Metro

Suburb	Sales Sep12	Median Sep12	Sales Sep13	Median Sep13	Median Change %
Gulfview Heights	9	\$365,000	11	\$512,000	40.27%
Findon	23	\$317,500	18	\$426,000	34.17%
Alberton	4	\$330,000	10	\$427,500	29.55%
Noarlunga Downs	15	\$252,500	16	\$319,500	26.53%
Glandore	7	\$465,000	12	\$582,000	21.98%
Smithfield Plains	6	\$173,000	11	\$206,000	19.08%
Dover Gardens	14	\$371,250	12	\$437,500	17.85%
Plympton	7	\$380,500	10	\$447,500	17.61%
Newton	11	\$400,000	16	\$468,000	17.00%
Seaford Rise	22	\$323,500	34	\$377,500	16.69%
Adelaide Metro	3,672	\$385,000	3,920	\$392,000	1.82%

Median House Prices – September Quarter 2013
 Top 10 growth Suburbs with 10 or more sales in each quarter

Sales Results - Regional

The regional housing market has recorded a modest increase in the median house price in September, as the median house price in regional SA rose to \$258,000, up 0.58% on the previous 12 month median house price.

Commenting on the release of the official Government settlement data for the September 2013 quarter, the Real Estate Institute of SA (REISA) said that the regional market has been through a tough 12 months, but with a slight increase in the median price and improving volumes, the signs for recovery and growth are strong.

Topping the list in September are, Millicent, Port Lincoln and Barmera with increases of 25.6%, 20.75% and 17.31% respectively.

REISA Vice President, Mr Ted Piteo, said it's encouraging to see several regional markets showing signs of improvement after a slow moving winter.

"The past few years have been really tough in the regional real estate market and while the recovery may be slow, it should start to pick up as people return to the stability of bricks and mortar investment."

"Regional markets often follow the metropolitan buying patterns and we are starting to see slightly increased activity which is important as there is a high level of stock on the market in all areas."

"Whilst a backward movement does signal a tough market, other indicators are pointing to a lift in sales activity with some REISA members saying they are starting to see more buyers come back to the market as the weather warms up and banks reconsider their lending criteria," he said.

Sales Statistics									
3rd Quarter 2013									
		3Q 2012		2Q 2013		3Q 2013		Quarter %	12 month %
Index	Category	Sales	Median	Sales	Median	Sales	Median	Change	Change
Rural Growth Areas	Houses	350	256,500	451	250,600	376	258,000	2.95%	0.58%
Component Towns									
Millicent	Houses	16	125,000	19	175,000	19	157,000	-10.29%	25.60%
Mount Gambier	Houses	68	258,000	85	223,000	77	239,750	7.51%	-7.07%
Murray Bridge	Houses	54	223,750	76	235,000	56	229,500	-2.34%	2.57%
Port Augusta	Houses	31	220,000	41	210,000	26	232,500	10.71%	5.68%
Port Lincoln	Houses	37	265,000	63	319,000	53	320,000	0.31%	20.75%
Port Pirie	Houses	30	185,000	43	185,000	29	180,000	-2.70%	-2.70%
Victor Harbor	Houses	74	360,000	74	345,000	78	320,000	-7.25%	-11.11%
Whyalla	Houses	40	265,000	50	285,000	38	300,000	5.26%	13.21%
Other Towns									
Barmera	Houses	4	130,000	8	198,250	6	152,500	-23.08%	17.31%
Berri	Houses	10	275,000	12	200,000	10	220,000	10.00%	-20.00%
Naracoorte	Houses	16	180,000	23	215,000	17	202,500	-5.81%	12.50%
Renmark	Houses	12	227,500	17	178,000	10	151,250	-15.03%	-33.52%

Median House Prices – September Quarter 2013 - SA's main regional centres
 *Please note that low turnover towns are more vulnerable to statistical variation

Auction Results

Week Ending	Clearance Rates
7 July	58%
14 July	56%
21 July	54%
28 July	47%
4 August	59%
11 August	77%
18 August	70%
25 August	69%
1 September	73%
8 September	73%
15 September	58%
22 September	64%
29 September	71%

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 Quarter 2013

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

Top 10 Residential Auction Sales		
30 Strathmore Avenue, Lockleys	Peter Mcmillan & Tim Thredgold Toop & Toop Real Estate	\$2,250,000
32 Eton Street, Malvern	Stephanie Williams & John Williams Harcourts Brock Williams	\$1,980,000
106 Grant Avenue, Toorak Gardens	James Harvey Harcourts Brock Williams	\$1,718,000
11 Marine Parade, Seacliff	Grant Thredgold (Toop & Toop Real Estate)	\$1,670,000
349 The Parade, Kensington Park	James Harvey Harcourts Brock Williams Luxury Property	\$1,600,000
8 Wyatt Street, Glenelg East	Sharon Gillard Harcourts Glenelg	\$1,456,000
247 Cherry Gardens Road, Cherry Gardens	Peter Alexandrou Harris Real Estate	\$1,450,000
10 Thorngate Street, Thorngate	Judy Morris & Penny Riggs Klemich Real Estate	\$1,400,000
33 Martin Court, West Lakes	Stephanie Thorpe & Steve Von Der Borch (Harcourts Aqua)	\$1,400,000
117 Watson Avenue, Toorak Gardens	Jock Gilbert Jock Gilbert Real Estate Rose Park	\$1,360,000