



RELM

THE NORTHERN TERRITORY REAL ESTATE LOCAL MARKET REPORT
MARCH QUARTER 2016



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RECORD LOWS IN SALES VOLUMES

Not exactly the way we want to see the calendar year starting - record levels on house sales volumes, but these are not records we should be excited about.

For the past few months our political leaders have been trumpeting that they have lowered house prices. Until this quarter that is not entirely true as the median price has remained over \$600,000 since September Quarter 2013, with the one exception being a single quarter in December 2014. This quarter we have seen the median price fall by 4.3% to \$582,500, which is equivalent to that median price in December 2014.

But this fall in median price has come at much bigger cost to the housing market right across the Territory, driven intrinsically by the removal, in January 2015, of any and all incentives for First Home Buyers in the existing home market. That cost is house sales volumes at the lowest quarterly levels since the REINT started its RELM records in 1999. And sales volumes have dropped every quarter since March 2015 including a further 13% drop this quarter.



Palmerston saw house sales volumes drop by a further 22% this quarter, which is 45% less than the March 2015 Quarter. Again this quarter presented us with the lowest quarterly sales volumes on record for Palmerston houses.

Alice Springs was not immune to the strong downward pressure on sales volumes either, dropping by a further 31% this quarter, which is 43% lower than at the same time last year. At just 42 sales for the quarter this is also the lowest quarterly house sales volume on record (since 1999) for Alice Springs.

It's also worth noting that in 2014 there were 233 First Home Owner Grants (FHOG) paid in Alice Springs. In 2015, after the removal of incentives for First Home Buyers restricted only to new properties, just 13 grants were paid out. This is a dramatic drop of 220 homes sold to First Home Buyers.

While land sales volumes in the 601 to 800 sqm blocks looks impressive at an 880% increase, this equates to an additional 44 blocks sold in this quarter.

There was a lot of red ink in the rental market again this quarter right across the Territory. Overall rent for a 3 bedroom house dropped a further 1.3% this quarter, which is 10.6% lower than this time last year and unit/townhouse rents dropped another 1.6% in the quarter which makes it 13% lower than in the March Quarter 2015.

This is coupled with continually rising vacancy rates as we see the Territory's population decline. The biggest jump in vacancy rates this quarter was in Palmerston units/townhouses which jump by 4.3% to 10.5%. Alice Springs saw a fall in the vacancy rate, down by 2% this quarter, but this is coming from a record high vacancy rate in the last quarter, and still remains high at 11.6% (which is the same level as September 1999).

We believe the evidence is now very clear that the policy changes made by the Northern Territory Government in 2015 to the FHOG program have not worked in the manner that they were planned and changes need to be made immediately to rectify the imbalance. The REINT has been lobbying, for the past 15 months, not for a 'grant' to be reinstated for First Home Buyers in the existing property market, but for the elimination (or at least partial elimination) of Stamp Duty.

This would enable First Home Buyers to enter the market without having to save, on average, an additional \$25,000. It would not push up prices as there is no incentive for vendors to increase their prices to match a grant. It would not cost the Government a cent as they would simply be forgoing revenue that they are currently not receiving anyway. But it would stimulate a housing market that is currently at record low levels.

By stimulating purchasing by First Home Buyers in the existing market with the removal of Stamp Duty, this would also stimulate sales by the 'Aspirational Buyers' who want to sell their properties to First Home Buyers and move up, and it would stimulate sales by 'Empty Nesters' who want to sell their houses to the Aspirational Buyers and down size. It is the latter of these two groups where the Government would recoup Stamp Duty from - duty they are currently not getting because sales are not happening.

I do not profess to have any qualifications in economics, but I've been in business long enough to know that when you have a problem that affects sales and revenues to the extent that we are currently seeing, you need to address it and fix it.

Quentin Kilian

REINT Chief Executive Officer

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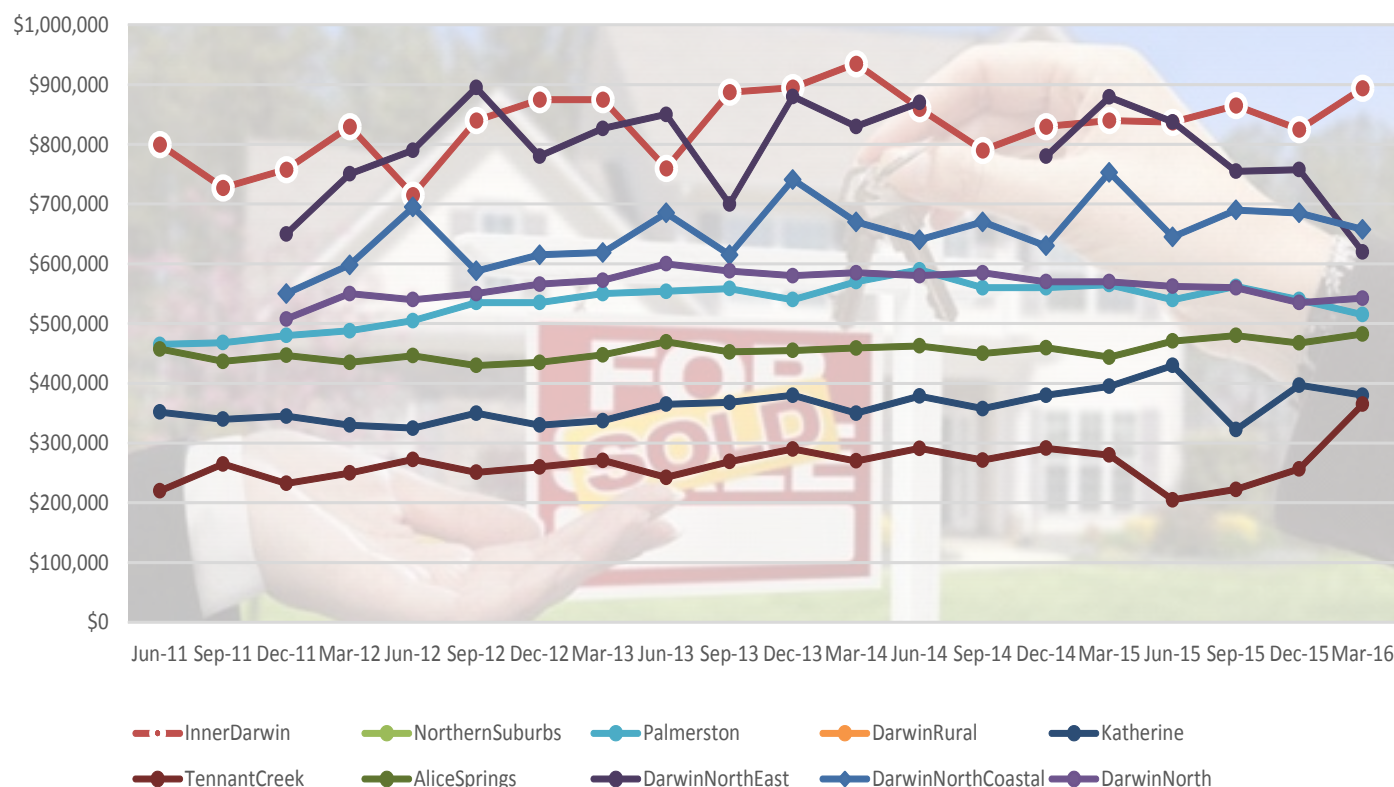
1. Omniture Internal Data, December 2014 - December 2015.
2. Nielsen Market Intelligence, visits for realestate.com.au compared to Domain.com.au in the Northern Territory for December 2014 - December 2015.

RESIDENTIAL HOUSE SALES

RESIDENTIAL HOUSE SALES - March Quarter 2016

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Overall Darwin	188	-13.0%	-31.6%	\$115,828,458	\$582,500	-4.3%	-6.8%	2	28	79	79
Darwin Inner	18	-25.0%	-33.3%	\$16,621,318	\$894,000	8.4%	6.4%	0	1	2	15
Darwin North East	8	100.0%	100.0%	\$5,500,000	\$620,000	-18.2%	-29.5%	0	0	4	4
Darwin North Coastal	64	-7.2%	-25.6%	\$41,075,000	\$657,500	-4.0%	-12.7%	1	4	22	37
Darwin North	38	-9.5%	-19.1%	\$20,862,300	\$542,500	1.4%	-4.8%	0	6	24	8
Palmerston	60	-22.1%	-45.9%	\$31,769,840	\$515,000	-4.6%	-8.8%	1	17	27	15
Katherine	7	-63.2%	-63.2%	\$2,672,500	\$380,000	-4.3%	-3.8%	2	3	2	0
Tennant Creek	1	-66.7%	-80.0%	\$365,000	\$365,000	42.1%	30.4%	0	1	0	0
Alice Springs	42	-31.1%	-43.2%	\$21,815,885	\$482,500	3.2%	8.7%	3	13	15	11

Median House Sale Price



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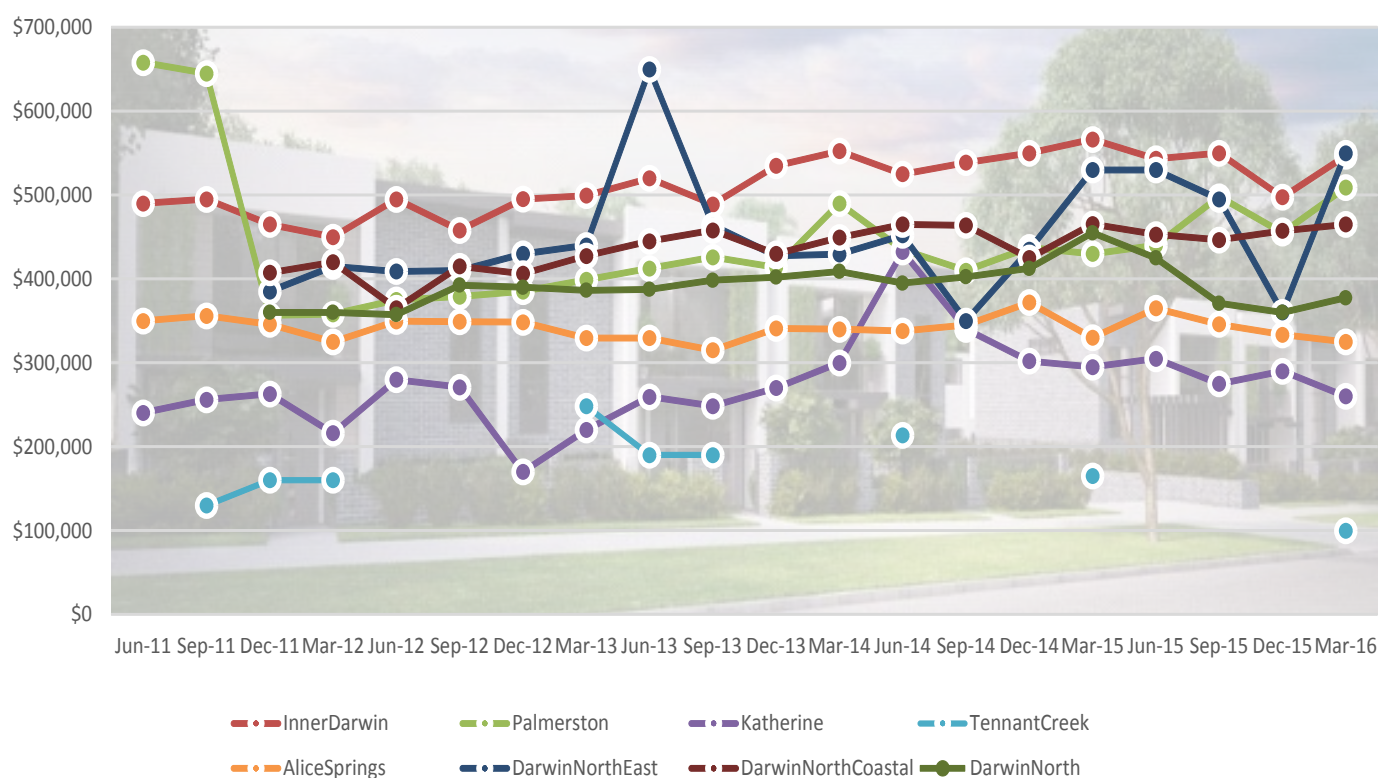


RESIDENTIAL UNIT/TOWNHOUSE SALES

RESIDENTIAL UNIT / TOWNHOUSE SALES - March Quarter 2016

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Overall Darwin	209	-21.7%	-36.3%	\$104,390,151	\$500,000	2.0%	0.0%	31	33	112	33
Darwin Inner	98	-50.5%	-52.4%	\$53,736,451	\$546,585	9.9%	-3.5%	9	16	45	28
Darwin North East	9	28.6%	-30.8%	\$4,831,000	\$550,000	52.8%	3.8%	0	2	7	0
Darwin North Coastal	48	60.0%	26.3%	\$21,424,200	\$465,000	1.6%	-0.1%	11	6	26	5
Darwin North	7	-22.2%	-46.2%	\$2,802,500	\$377,500	4.9%	-17.0%	2	3	2	0
Palmerston	47	104.3%	-19.0%	\$21,596,000	\$509,000	11.9%	18.4%	9	6	32	0
Katherine	1	0.0%	-66.7%	\$260,000	\$260,000	-10.3%	-11.9%	1	0	0	0
Tennant Creek	1	-	0.0%	\$100,000	\$100,000	-	-39.4%	1	0	0	0
Alice Springs	30	-21.1%	-9.1%	\$9,565,750	\$325,000	-2.5%	-1.5%	20	8	2	0

Median Unit Sale Price



RESIDENTIAL LAND SALES

RESIDENTIAL LAND SALES - March Quarter 2016 - UNDER 600 SQM

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Overall Darwin	98	8.9%	25.6%	\$26,644,500	\$300,000	36.7%	3.4%	98	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Darwin North Coastal	60		33.3%	\$18,784,500	\$312,500		2.5%	60	0	0	0
Darwin North	0			-	-			0	0	0	0
Palmerston	38	-57.3%	15.2%	\$7,860,000	\$214,500	-2.1%	0.7%	38	0	0	0
Katherine	7	-53.3%		\$674,500	\$103,700	0.0%		7	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Alice Springs	1			\$155,000	\$155,000			1	0	0	0

RESIDENTIAL LAND SALES - March Quarter 2016 - 601 TO 800 SQM

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Overall Darwin	49	880.0%	-47.3%	\$17,342,500	\$350,000	32.1%	2.9%	34	14	1	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Darwin North Coastal	44		-17.0%	\$16,032,500	\$350,000		0.0%	29	14	1	0
Darwin North	0			-	-			0	0	0	0
Palmerston	5	0.0%	-87.5%	\$1,310,000	\$255,000	-3.8%	-1.9%	5	0	0	0
Katherine	1	-91.7%		\$143,300	\$143,300	-2.5%		1	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Alice Springs	0			-	-			0	0	0	0

RESIDENTIAL LAND SALES

RESIDENTIAL LAND SALES - March Quarter 2016 - 801 TO 2000 SQM

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Overall Darwin	5	0.0%	-76.2%	\$1,360,000	\$260,000	-13.0%	-21.2%	5	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Palmerston	5	25.0%	-61.5%	\$1,360,000	\$260,000	-11.7%	-21.2%	5	0	0	0
Katherine	0			-	-			0	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Alice Springs	2	0.0%		\$690,000	\$345,000	97.1%		2	0	0	0

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RURAL HOUSE SALES

RURAL HOUSE SALES - March Quarter 2016 - UP TO 2ha											
Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	1	-80.0%	-66.7%	\$760,000	\$760,000	-5.0%	26.7%	0	0	0	1
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	0			-	-			0	0	0	0
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Dundee	1	-66.7%		\$670,000	\$670,000	65.4%		0	0	0	1
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	0			-	-			0	0	0	0
Litchfield	19	0.0%	72.7%	\$13,508,000	\$675,000	8.0%	2.4%	0	1	6	12
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	0			-	-			0	0	0	0
Palmerston	1	-66.7%		\$940,000	\$940,000	11.2%		0	0	0	1
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	0			-	-			0	0	0	0
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

RURAL HOUSE SALES

RURAL HOUSE SALES - March Quarter 2016 - OVER 2ha - 8ha											
Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	2	0.0%	100.0%	\$1,700,000	\$850,000	26.9%	-21.3%	0	0	0	2
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	0			-	-			0	0	0	0
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Dundee	0			-	-			0	0	0	0
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	0			-	-			0	0	0	0
Litchfield	22	-8.3%	-38.9%	\$13,958,000	\$575,000	-18.4%	-16.3%	1	6	6	9
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	1			\$365,000	\$365,000			0	1	0	0
Palmerston	0			-	-			0	0	0	0
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	0			-	-			0	0	0	0
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

RURAL HOUSE SALES

RURAL HOUSE SALES - March Quarter 2016 - OVER 8ha

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	0			-	-			0	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	1		-50.0%	\$950,000	\$950,000		28.4%	0	0	0	1
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Dundee	1	0.0%		\$530,000	\$530,000	89.3%		0	0	1	0
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	2	100.0%	100.0%	\$1,095,000	\$547,500	-0.5%	-15.8%	0	0	2	0
Litchfield	6	-50.0%	-25.0%	\$2,840,000	\$447,500	-16.0%	-30.6%	0	3	2	1
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	1			\$250,000	\$250,000			1	0	0	0
Palmerston	0			-	-			0	0	0	0
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	0			-	-			0	0	0	0
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

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RURAL LAND SALES

RURAL LAND SALES - March Quarter 2016 - UNDER 2ha

Recorded Sales				Median Price			Sales Range				
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	2		100.0%	\$400,000	\$200,000		-59.1%	2	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	0			-	-			0	0	0	0
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	3			\$1,800,000	\$600,000			0	0	3	0
Darwin North East	0			-	-			0	0	0	0
Dundee	2			\$580,000	\$290,000			2	0	0	0
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	0			-	-			0	0	0	0
Litchfield	3	-57.1%	-50.0%	\$1,090,000	\$360,000	14.3%	-2.4%	1	2	0	0
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	0			-	-			0	0	0	0
Palmerston	0			-	-			0	0	0	0
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	0			-	-			0	0	0	0
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

RURAL LAND SALES

RURAL LAND SALES - March Quarter 2016 - 2ha - 8ha

Recorded Sales				Median Price				Sales Range			
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	0			-	-			0	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	0			-	-			0	0	0	0
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Dundee	0			-	-			0	0	0	0
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	0			-	-			0	0	0	0
Litchfield	2	-50.0%	-90.9%	\$703,700	\$351,850	-10.4%	2.0%	1	1	0	0
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	0			-	-			0	0	0	0
Palmerston	0			-	-			0	0	0	0
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	0			-	-			0	0	0	0
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

RURAL LAND SALES

RURAL LAND SALES - March Quarter 2016 - OVER 8ha

Recorded Sales				Median Price			Sales Range				
Location	No. Sold	% Change Qtr	% Change Annual	Total Sales Volume	Median Price	% Change Qtr	% Change Annual	Below \$350k	\$350k - \$450k	\$450k - \$600k	Above \$600k
Alice Springs	0			-	-			0	0	0	0
Tennant Creek	0			-	-			0	0	0	0
Belyuen	0			-	-			0	0	0	0
Central Desert	0			-	-			0	0	0	0
Coomalie	0			-	-			0	0	0	0
Darwin East	0			-	-			0	0	0	0
Darwin Inner	0			-	-			0	0	0	0
Darwin North	0			-	-			0	0	0	0
Darwin North Coastal	0			-	-			0	0	0	0
Darwin North East	0			-	-			0	0	0	0
Dundee	2	0.0%		\$355,000	\$177,500	-6.6%		2	0	0	0
East Arnhem	0			-	-			0	0	0	0
East Arm	0			-	-			0	0	0	0
Katherine	3	50.0%		\$1,617,000	\$539,000	-42.7%		0	0	3	0
Litchfield	8	-27.3%	60.0%	\$4,309,950	\$284,975	-46.2%	-24.0%	5	1	1	1
MacDonnell	0			-	-			0	0	0	0
Margaret River	0			-	-			0	0	0	0
Marrakai	2	0.0%		\$535,000	\$267,500	3.3%		1	1	0	0
Palmerston	0			-	-			0	0	0	0
Roper Gulf	0			-	-			0	0	0	0
Tiwi Islands	0			-	-			0	0	0	0
Victoria Daly	2	0.0%		\$3,000,000	\$1,500,000	-61.5%		1	0	0	1
Wagait	0			-	-			0	0	0	0
West Arnhem	0			-	-			0	0	0	0

LITCHFIELD HOUSE SALES

LITCHFIELD RURAL HOUSE SALES - March Quarter 2016												
	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	%Qtr	Total Sales	No Sold	Median Price	% Qtr
Acacia Hills	-	0	-		-	0	-		\$480,000	1	\$480,000	6.1%
Bees Creek	\$575,000	1	\$575,000	-1.3%	-	0	-		-	0	-	
Berry Springs	-	0	-		\$330,000	1	\$330,000		\$800,000	2	\$400,000	-35.7%
Black Jungle	-	0	-		-	0	-		-	0	-	
Blackmore	-	0	-		-	0	-		-	0	-	
Channel Island	-	0	-		-	0	-		-	0	-	
Coolalinga	-	0	-		-	0	-		-	0	-	
Daly	-	0	-		-	0	-		-	0	-	
Darwin River	-	0	-		-	0	-		-	0	-	
Fly Creek	-	0	-		-	0	-		-	0	-	
Freds Pass	-	0	-		-	0	-		-	0	-	
Girraween	\$2,405,000	3	\$795,000	-28.0%	\$520,000	1	\$520,000	-13.3%	-	0	-	
Gunn Point	-	0	-		-	0	-		-	0	-	
Herbert	\$2,290,000	4	\$542,500		\$1,405,000	3	\$405,000	-22.1%	-	0	-	
Holtze	-	0	-		-	0	-		-	0	-	
Howard Springs	\$3,250,000	4	\$810,000	35.9%	\$3,140,000	4	\$780,000	24.8%	-	0	-	
Hughes	-	0	-		-	0	-		-	0	-	
Humpty Doo	\$3,828,000	6	\$681,500	7.3%	\$4,647,000	9	\$500,000	-28.3%	-	0	-	
Knuckey Lagoon	-	0	-		\$1,800,000	1	\$1,800,000		-	0	-	
Lambells Lagoon	-	0	-		-	0	-		\$390,000	1	\$390,000	
Livingstone	-	0	-		-	0	-		-	0	-	
Lloyd Creek	-	0	-		-	0	-		-	0	-	
Manton	-	0	-		-	0	-		-	0	-	
Mcmanns Lagoon	-	0	-		\$1,750,000	2	\$875,000		-	0	-	
Mickett Creek	-	0	-		-	0	-		-	0	-	
Middle Point	-	0	-		-	0	-		-	0	-	
Noonamah	-	0	-		-	0	-		-	0	-	
Shoal Bay	-	0	-		-	0	-		-	0	-	
Southport	-	0	-		-	0	-		-	0	-	
Tumbling Waters	-	0	-		-	0	-		\$475,000	1	\$475,000	
Virginia	\$1,160,000	1	\$1,160,000	5.5%	\$366,000	1	\$366,000	-57.9%	-	0	-	
Wak Wak	-	0	-		-	0	-		-	0	-	
Weddell	-	0	-		-	0	-		\$695,000	1	\$695,000	
Wickham	-	0	-		-	0	-		-	0	-	

LITCHFIELD LAND SALES

LITCHFIELD RURAL LAND SALES - March Quarter 2016

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr
Acacia Hills	-	0	-		-	0	-		-	0	-	
Bees Creek	-	0	-		\$430,000	1	\$430,000	-15.3%	-	0	-	
Berry Springs	-	0	-		-	0	-		\$540,000	1	\$540,000	1.9%
Black Jungle	-	0	-		-	0	-		-	0	-	
Blackmore	-	0	-		-	0	-		-	0	-	
Channel Island	-	0	-		-	0	-		-	0	-	
Coolalinga	-	0	-		-	0	-		-	0	-	
Daly	-	0	-		-	0	-		-	0	-	
Darwin River	-	0	-		-	0	-		\$299,950	1	\$299,950	
Fly Creek	-	0	-		-	0	-		\$1,030,000	4	\$255,000	-1.9%
Freds Pass	-	0	-		-	0	-		-	0	-	
Girraween	\$390,000	1	\$390,000		\$273,700	1	\$273,700		-	0	-	
Gunn Point	-	0	-		-	0	-		-	0	-	
Herbert	-	0	-		-	0	-		-	0	-	
Holtze	-	0	-		-	0	-		-	0	-	
Howard Springs	-	0	-		-	0	-		-	0	-	
Hughes	-	0	-		-	0	-		-	0	-	
Humpty Doo	\$700,000	2	\$350,000	0.0%	-	0	-		-	0	-	
Knuckey Lagoon	-	0	-		-	0	-		-	0	-	
Lambells Lagoon	-	0	-		-	0	-		\$2,000,000	1	\$2,000,000	37.9%
Livingstone	-	0	-		-	0	-		-	0	-	
Lloyd Creek	-	0	-		-	0	-		-	0	-	
Manton	-	0	-		-	0	-		-	0	-	
Mcmminns Lagoon	-	0	-		-	0	-		-	0	-	
Mickett Creek	-	0	-		-	0	-		-	0	-	
Middle Point	-	0	-		-	0	-		-	0	-	
Noonamah	-	0	-		-	0	-		-	0	-	
Shoal Bay	-	0	-		-	0	-		-	0	-	
Southport	-	0	-		-	0	-		-	0	-	
Tumbling Waters	-	0	-		-	0	-		\$440,000	1	\$440,000	
Virginia	-	0	-		-	0	-		-	0	-	
Wak Wak	-	0	-		-	0	-		-	0	-	
Weddell	-	0	-		-	0	-		-	0	-	
Wickham	-	0	-		-	0	-		-	0	-	

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AMG (excluding V12 vehicles) 3 years or 60,000km (whichever comes first). All V12 vehicles 3 years or 50,000km (whichever comes first).

The SLS AMG is not available as part of the Corporate Programme.



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COOMALIE HOUSE & LAND SALES

COOMALIE RURAL HOUSE SALES - March Quarter 2016

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr
Adelaide River	-	0	-		-	0	-		-	0	-	
Batchelor	-	0	-		-	0	-		-	0	-	
Camp Creek	-	0	-		-	0	-		-	0	-	
Charlotte	-	0	-		-	0	-		-	0	-	
Collett Creek	-	0	-		-	0	-		-	0	-	
Coomalie Creek	-	0	-		-	0	-		-	0	-	
Darwin River Dam	-	0	-		-	0	-		-	0	-	
Eva Valley	-	0	-		-	0	-		-	0	-	
Finniss Valley	-	0	-		-	0	-		-	0	-	
Lake Bennett	-	0	-		-	0	-		\$950,000	1	\$950,000	
Robin Falls	-	0	-		-	0	-		-	0	-	
Rum Jungle	-	0	-		-	0	-		-	0	-	
Stapleton	-	0	-		-	0	-		-	0	-	
Tortilla Flats	-	0	-		-	0	-		-	0	-	

COOMALIE RURAL LAND SALES - March Quarter 2016

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr	Total Sales	No Sold	Median Price	% Qtr
Adelaide River	-	0	-		-	0	-		-	0	-	
Batchelor	-	0	-		-	0	-		-	0	-	
Camp Creek	-	0	-		-	0	-		-	0	-	
Charlotte	-	0	-		-	0	-		-	0	-	
Collett Creek	-	0	-		-	0	-		-	0	-	
Coomalie Creek	-	0	-		-	0	-		-	0	-	
Darwin River Dam	-	0	-		-	0	-		-	0	-	
Eva Valley	-	0	-		-	0	-		-	0	-	
Finniss Valley	-	0	-		-	0	-		-	0	-	
Lake Bennett	-	0	-		-	0	-		-	0	-	
Robin Falls	-	0	-		-	0	-		-	0	-	
Rum Jungle	-	0	-		-	0	-		-	0	-	
Stapleton	-	0	-		-	0	-		-	0	-	
Tortilla Flats	-	0	-		-	0	-		-	0	-	

WEEKLY HOUSE RENTAL



MEDIAN WEEKLY HOUSE RENTAL - March Quarter 2016

Location & Dwelling	Price - \$	% Change per Quarter	% Change per Annum
Inner Darwin			
3 Bedroom	637.5	0.0%	-8.9%
4 Bedroom	825.0	1.9%	-8.3%
Darwin North Coastal			
3 Bedroom	510.0	-1.9%	-7.3%
4 Bedroom	690.0	0.0%	-6.8%
Darwin North East			
3 Bedroom	550.0	1.9%	-12.7%
4 Bedroom	585.0	6.4%	-33.5%
Darwin North			
3 Bedroom	500.0	-2.9%	-10.7%
4 Bedroom	595.0	-5.6%	-12.5%
Palmerston			
3 Bedroom	475.0	-4.0%	-13.6%
4 Bedroom	590.0	-1.7%	-9.2%
Katherine			
3 Bedroom	430.0	-4.4%	7.5%
4 Bedroom	520.0	-1.4%	-3.7%
Alice Springs			
2 Bedroom	392.5	-3.1%	-10.8%
3 Bedroom	490.0	0.0%	-2.0%
4 Bedroom	640.0	-3.0%	1.6%

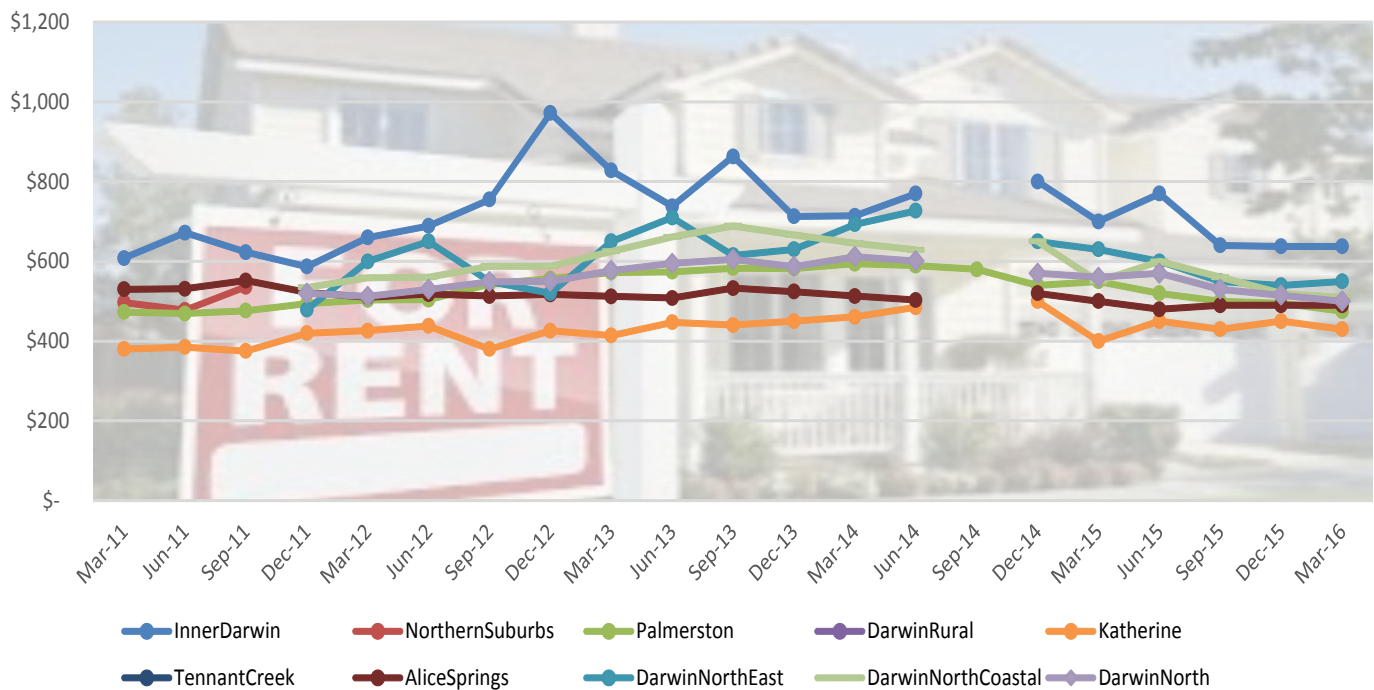
WEEKLY UNIT/TOWNHOUSE RENTAL

MEDIAN WEEKLY UNIT / TOWNHOUSE RENTAL - March Quarter 2016

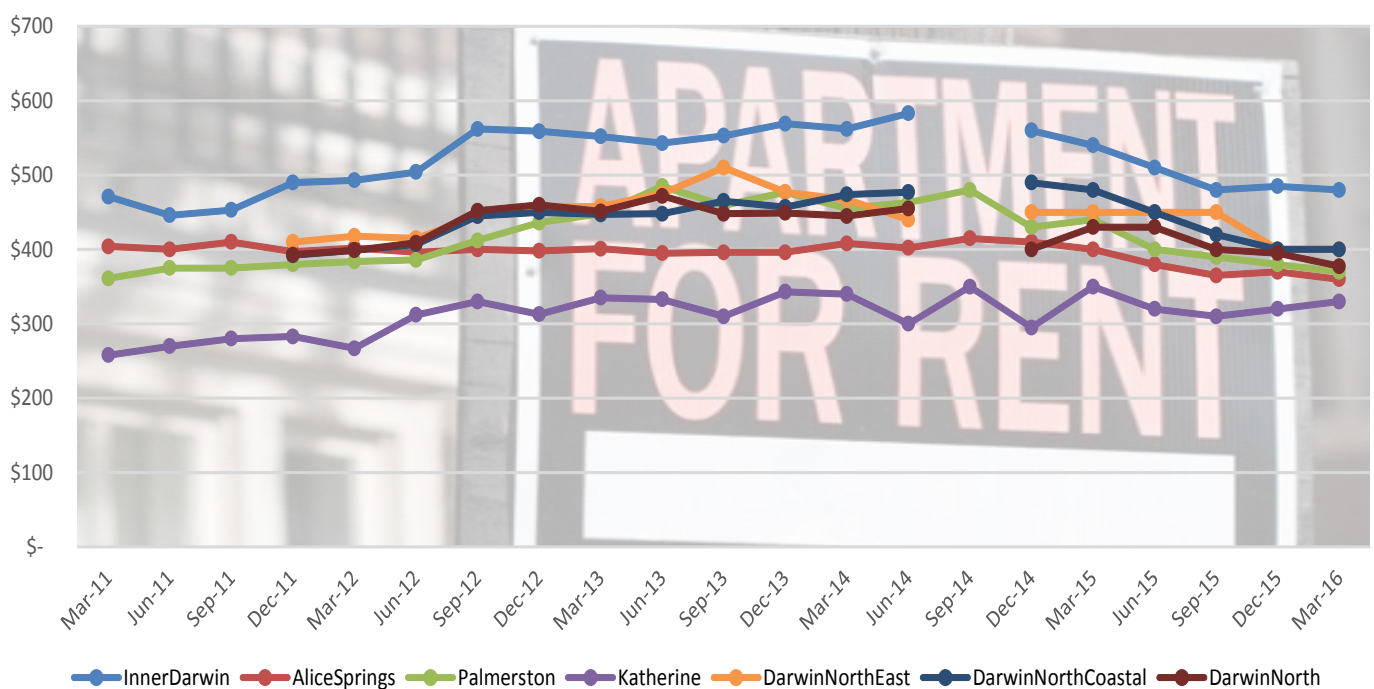
Location & Dwelling	Price - \$	% Change per Quarter	% Change per Annum
Inner Darwin			
1 Bedroom	377.5	-2.6%	-11.2%
2 Bedroom	480.0	-1.0%	-11.1%
3 Bedroom	600.0	0.0%	-13.0%
Darwin North Coastal			
1 Bedroom	280.0	2.8%	-12.5%
2 Bedroom	400.0	0.0%	-16.7%
3 Bedroom	550.0	0.0%	-12.0%
Darwin North East			
1 Bedroom	280.0	-3.4%	0.0%
2 Bedroom	400.0	0.0%	-11.1%
3 Bedroom	500.0	0.0%	-9.1%
Darwin North			
1 Bedroom	335.0	7.7%	0.0%
2 Bedroom	377.5	-4.4%	-12.2%
3 Bedroom	500.0	25.0%	-3.8%
Palmerston			
1 Bedroom	220.0	-5.2%	0.0%
2 Bedroom	370.0	-2.6%	-15.9%
3 Bedroom	450.0	-4.3%	-10.0%
Katherine			
1 Bedroom	270.0	0.0%	17.4%
2 Bedroom	330.0	3.1%	-5.7%
3 Bedroom	350.0	-2.8%	-16.7%
Alice Springs			
1 Bedroom	280.0	-3.4%	-6.7%
2 Bedroom	360.0	-2.7%	-10.0%
3 Bedroom	460.0	-8.0%	-8.0%

WEEKLY HOUSE & UNIT RENTAL

3 Bedroom House Median Rent



2 Bedroom Unit Median Rent



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RENTAL YIELDS

MEDIAN OVERALL WEEKLY RENTAL

Location & Dwelling	Price - \$	% Change per Quarter	% Change per Annum
Darwin Overall	<i>(Includes Inner Darwin, Northern Suburbs & Palmerston)</i>		
3 Bedroom House	534.5	-1.3%	-10.6%
2 Bedroom Unit	405.5	-1.6%	-13.4%

RENTAL YIELD

Darwin Overall	Yield %	% Change per Quarter	% Change per Annum
3 Bedroom House	4.8%	0.2%	-0.2%
2 Bedroom Unit	4.2%	-0.2%	-0.7%

HOUSE RENTAL YIELD - 3 BEDROOM HOUSE

Location & Dwelling	Yield %	% Change per Quarter	% Change per Annum
Darwin Inner	3.7%	-0.3%	-0.6%
Darwin North Coastal	4.0%	-1.2%	-1.1%
Darwin North East	4.6%	0.8%	-0.6%
Darwin North	4.8%	-1.3%	-1.4%
Palmerston	4.8%	-0.0%	-0.3%
Katherine	5.9%	-0.0%	0.6%
Alice Springs	5.3%	-0.2%	-0.6%

UNIT/TOWNHOUSE RENTAL YIELD - 2 BEDROOM UNIT

Location & Dwelling	Yield %	% Change per Quarter	% Change per Annum
Darwin Inner	4.6%	-0.5%	-0.4%
Darwin North Coastal	4.5%	-0.0%	-0.5%
Darwin North East	3.8%	-2.0%	-0.9%
Darwin North	5.2%	-0.5%	0.3%
Palmerston	3.8%	-0.5%	-1.5%
Katherine	6.6%	0.9%	0.4%
Alice Springs	5.8%	-0.0%	-0.5%

VACANCY RATES

VACANCY RATES - OVERALL DWELLINGS

Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	8.7%	-0.2%	2.3%
Palmerston	7.6%	1.7%	-0.2%
Rural	7.4%	0.9%	-3.1%
Katherine	8.4%	-0.4%	2.7%
Alice Springs	8.6%	-2.8%	1.3%

VACANCY RATES - HOUSES

Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	8.3%	0.1%	1.6%
Palmerston	6.0%	0.2%	-1.9%
Rural	7.2%	0.4%	-2.2%
Katherine	9.6%	2.1%	3.6%
Alice Springs	5.2%	-2.0%	-1.2%

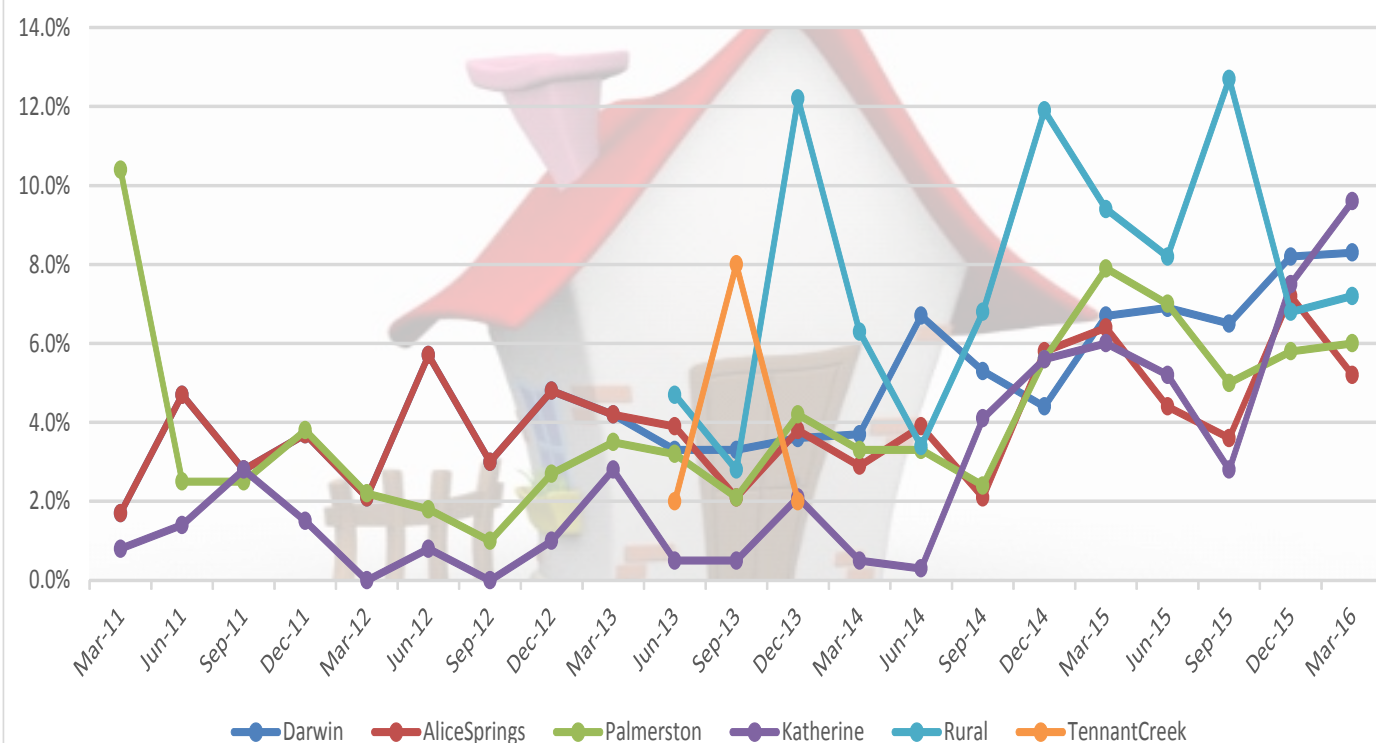
VACANCY RATES - UNITS & TOWNHOUSES

Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	8.8%	-0.4%	2.5%
Palmerston	10.5%	4.3%	2.9%
Rural	7.9%	3.0%	-7.8%
Katherine	5.9%	-2.9%	1.8%
Alice Springs	11.6%	-2.1%	3.8%

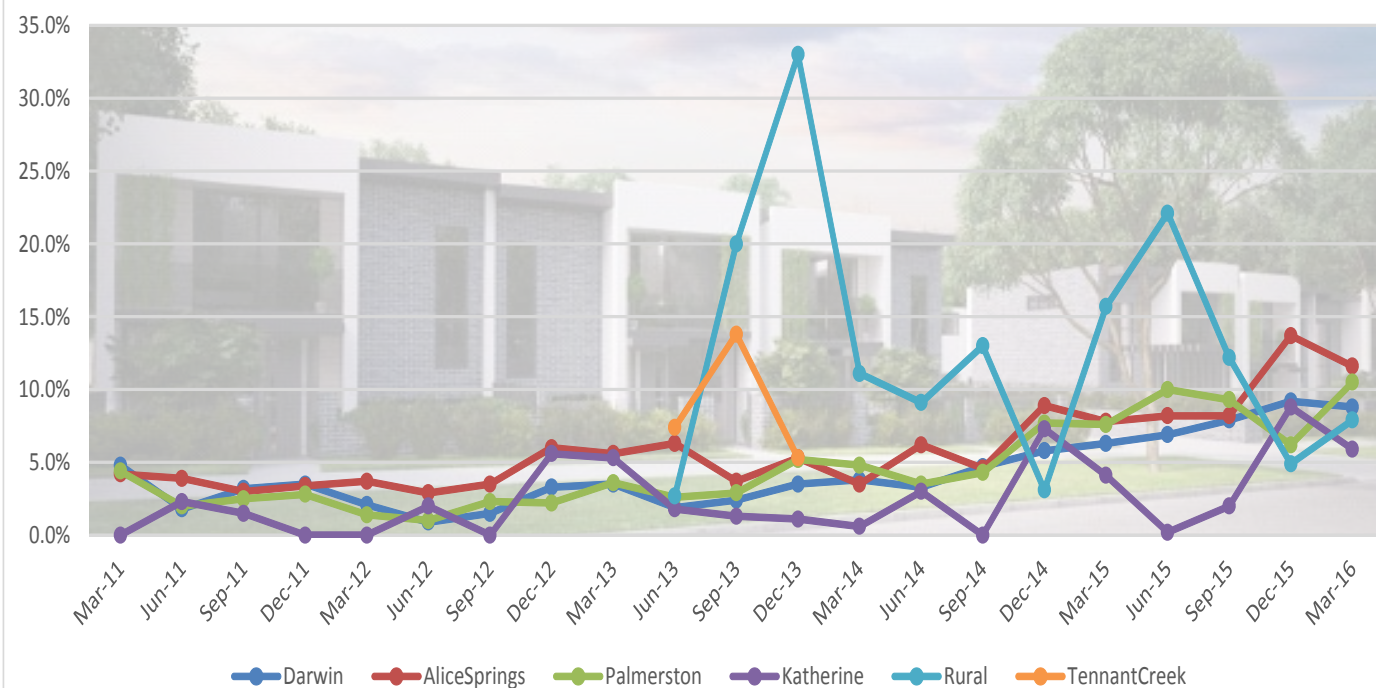


VACANCY RATES

House Rental Vacancy Rates

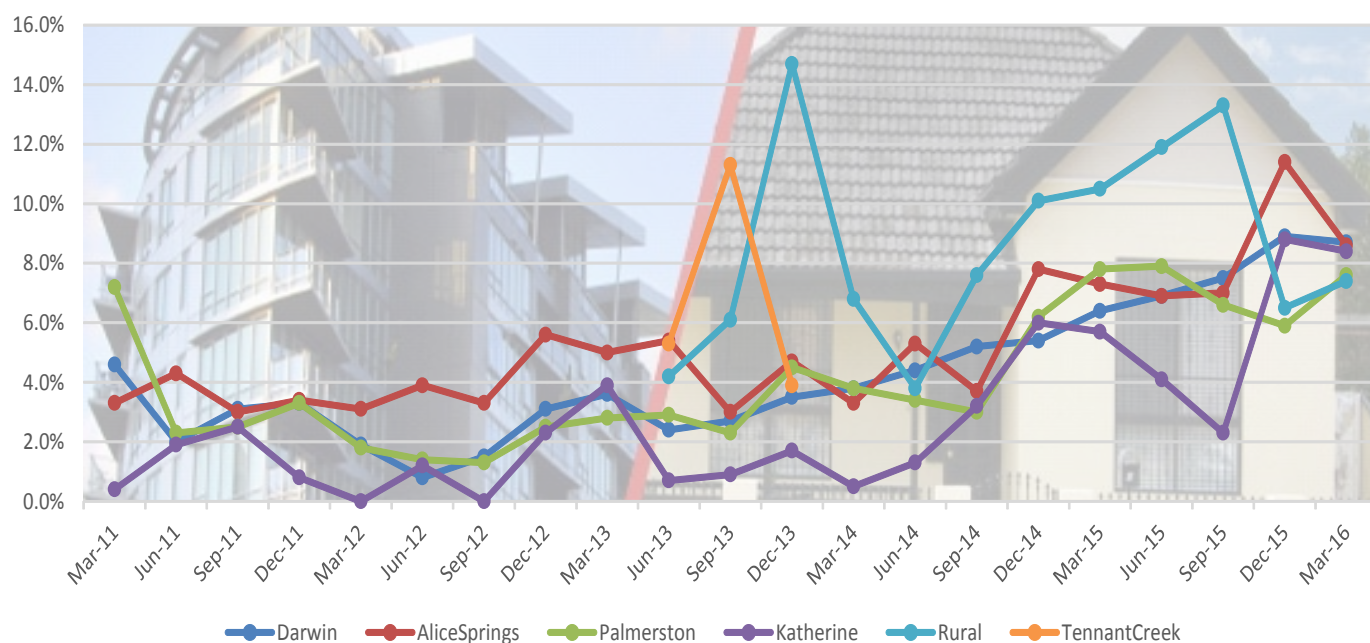


Unit Rental Vacancy Rates



VACANCY RATES

Overall Rental Vacancy Rates



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Recent FIRB case highlights the dangers of agents acting outside the scope of their Agreement

By Nancy Rainbird, Realcover's Claims Manager

In light of ever increasing foreign investment in the Australian real estate market, agents are reminded of the dangers of overstepping the scope of their engagement in order to assist foreign purchasers transacting in Australia.

Realcover was recently involved in a lengthy case to defend a Victorian Real Estate Agent & Agency who were joined to the proceedings by the purchaser.

Facts in brief

A purchaser had been sued by the vendors. The vendors had entered into an agreement to sell a property conditional on the purchaser being approved by the Foreign Investment Review Board (FIRB) by a certain date. The date passed and no approval was obtained by the specified date, or at all. The purchaser sought to rescind the contract and a return of the deposit. The Vendors claim that the purchaser was not entitled to rely on non-compliance with the condition given the purchaser failed to take reasonable steps to obtain approval.

Findings

The Agent was successful in most aspects of the defence, in particular:-

1. It was found that the agent agreed to assist the purchaser, not make the application for the purchaser.
2. It was found that no misrepresentations were made by the Agent or Agency
3. It was found that the purchaser failed to take adequate steps to prosecute in a timely fashion the FIRB application.

(However, the purchaser was still able to avoid the Contract on the basis that FIRB approval was unlikely to have been obtained.)

Of particular importance was the fact that it was found that any liability arising from the bringing of the FIRB application would have been the responsibility of the Agency and Agent, as the court was not satisfied that assisting the purchaser in bringing an FIRB application fell within the ostensible authority role of the agent.

This is an important matter to bear in mind, as any Agent who assists in an FIRB application (or similar) will carry liability and is unlikely to be able to assert they were acting on behalf of the purchaser in doing so.

Lessons for all Agents

If an agent is found to have breached their actual or ostensible authority, the agent (and almost certainly their employer) will be liable for any damage flowing from the breach.

Agents should be mindful that the scope of their engagement does not extend to advising on, or assisting with FIRB applications and most importantly should always advise potential foreign purchasers to seek independent expert advice.

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A QUARTERLY LOOK AT SALES FIGURES IN YOUR SUBURB

DARWIN & NORTHERN SUBURBS HOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alawa	1	-85.7%	-85.7%	\$350,000	\$350,000	-41.7%	-32.0%
Anula	6	20.0%	-40.0%	\$2,927,000	\$472,500	-1.6%	-14.1%
Bayview	3	0.0%	-40.0%	\$2,765,000	\$960,000	-23.2%	-47.0%
Berrimah	0	-	-	-	-		
Brinkin	1	0.0%	0.0%	\$997,000	\$997,000	2.3%	-21.8%
Casuarina	0	-	-	-	-		
Coconut Grove	0	-	-	-	-		
Darwin	0	-	-	-	-		
Fannie Bay	6	20.0%	200.0%	\$6,161,318	\$1,045,250	-1.6%	2.5%
Jingili	5	150.0%	66.7%	\$3,045,000	\$600,000	-14.6%	4.8%
Karama	9	50.0%	80.0%	\$4,725,000	\$530,000	5.0%	-15.7%
Larrakeyah	1	-50.0%	-75.0%	\$1,150,000	\$1,150,000	-0.4%	-35.2%
Leanyer	10	0.0%	-9.1%	\$5,844,300	\$570,000	-10.9%	-0.4%
Ludmilla	1	-83.3%	-80.0%	\$505,000	\$505,000	-15.8%	-8.2%
Lyons	12	71.4%	-29.4%	\$9,075,000	\$745,000	-3.1%	-8.0%
Malak	7	-46.2%	-12.5%	\$3,852,000	\$545,000	7.9%	1.2%
Marrara	3	50.0%	50.0%	\$2,455,000	\$815,000	7.6%	-1.2%
Millner	3	-40.0%	-40.0%	\$1,360,000	\$420,000	-29.4%	-32.8%
Moil	3	50.0%	-25.0%	\$1,514,500	\$520,000	-11.5%	-7.2%
Muirhead	16	-15.8%	-23.8%	\$11,407,000	\$717,500	0.3%	-9.2%
Nakara	6	0.0%	-	\$3,465,500	\$582,750	-7.0%	-
Nightcliff	5	150.0%	0.0%	\$3,282,000	\$625,000	-25.6%	-32.4%
Parap	6	50.0%	200.0%	\$5,599,000	\$840,000	10.5%	7.7%
Rapid Creek	4	-33.3%	-20.0%	\$2,871,500	\$685,750	4.7%	-11.5%
Stuart Park	0	-	-	-	-		
The Gardens	0	-	-	-	-		
The Narrows	1	-	0.0%	\$441,000	\$441,000	-	-13.7%
Tiwi	5	150.0%	-37.5%	\$2,570,000	\$515,000	-15.2%	-17.9%
Wagaman	3	-50.0%	-40.0%	\$1,430,000	\$475,000	-19.2%	-15.2%
Wanguri	5	25.0%	0.0%	\$2,752,500	\$535,000	-12.3%	-6.1%
Winnellie	0	-	-	-	-		
Woolner	0	-	-	-	-		
Wulagi	6	-25.0%	-53.8%	\$3,514,000	\$610,000	13.0%	8.3%

DARWIN & NORTHERN SUBURBS UNITS & TOWNHOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alawa	1	-	0.0%	\$275,000	\$275,000		-36.0%
Anula	0	-	-	-	-		
Bayview	2	-66.7%	-75.0%	\$1,400,000	\$700,000	14.8%	3.7%
Berrimah	6	-	-45.5%	\$3,404,000	\$562,500		4.2%
Brinkin	2	-50.0%	0.0%	\$699,000	\$349,500	-6.7%	-16.8%
Casuarina	0	-	-	-	-		
Coconut Grove	20	400.0%	300.0%	\$8,970,000	\$465,000	10.1%	10.7%
Darwin	53	-59.2%	-60.7%	\$29,393,000	\$560,000	15.5%	1.1%
Fannie Bay	3	-66.7%	-66.7%	\$1,415,000	\$415,000	-57.4%	-30.8%
Jingili	0	-	-	-	-		
Karama	2	-33.3%	-71.4%	\$650,000	\$325,000	-9.7%	-28.6%
Larrakeyah	5	-37.5%	-75.0%	\$3,430,000	\$432,000	-16.3%	-7.1%
Leanyer	4	0.0%	0.0%	\$1,807,500	\$462,500	25.9%	-1.6%
Ludmilla	2	0.0%	0.0%	\$630,000	\$315,000	-14.9%	8.2%
Lyons	0	-	-	-	-		
Malak	1	-50.0%	-50.0%	\$345,000	\$345,000	-8.0%	-6.1%
Marrara	3	-57.1%	50.0%	\$1,427,000	\$442,000	-1.8%	48.6%
Millner	1	-50.0%	-66.7%	\$440,000	\$440,000	0.6%	-47.3%
Moil	0			-	-		
Muirhead	4	100.0%	100.0%	\$2,605,000	\$652,500	-3.3%	3.6%
Nakara	0			-	-		
Nightcliff	13	0.0%	30.0%	\$5,606,700	\$465,000	-17.7%	6.2%
Parap	6	-25.0%	-45.5%	\$2,971,000	\$497,500	-6.1%	-9.5%
Rapid Creek	6	100.0%	-14.3%	\$2,601,000	\$482,000	70.9%	17.6%
Stuart Park	21	-43.2%	75.0%	\$10,937,451	\$527,974	1.5%	-8.6%
The Gardens	4	-42.9%	-33.3%	\$2,780,000	\$725,000	29.5%	-4.3%
The Narrows	1	0.0%	-50.0%	\$400,000	\$400,000	0.0%	-14.0%
Tiwi	1	0.0%	-50.0%	\$227,500	\$227,500	-43.8%	-43.9%
Wagaman	0	-	-	-	-		
Wanguri	0	-	-	-	-		
Winnellie	0	-	-	-	-		
Woolner	1	-	0.0%	\$380,000	\$380,000		-15.6%
Wulagi	0	-	-	-	-		

PALMERSTON HOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Bakewell	5	66.7%	-44.4%	\$2,420,000	\$470,000	-9.6%	-6.0%
Bellamack	2	-66.7%	-80.0%	\$1,338,000	\$669,000	-3.0%	-4.1%
Driver	3	-40.0%	-72.7%	\$1,360,000	\$445,000	-16.0%	-14.4%
Durack	12	20.0%	-7.7%	\$6,469,840	\$525,000	-14.1%	-8.9%
Farrar	1	-50.0%	-83.3%	\$610,000	\$610,000	13.0%	-5.5%
Gray	4	-42.9%	-20.0%	\$1,912,000	\$478,500	12.6%	11.3%
Gunn	10	0.0%	-41.2%	\$5,100,000	\$532,500	-0.7%	-1.4%
Johnston	4	33.3%	0.0%	\$2,700,000	\$660,000	0.8%	-29.3%
Marlow Lagoon	0	-	-	-	-		
Moulden	1	-80.0%	-85.7%	\$385,000	\$385,000	-8.3%	-21.4%
Palmerston City	0	-	-	-	-		
Pinelands	0	-	-	-	-		
Rosebery	4	-50.0%	-55.6%	\$2,350,000	\$587,500	-12.3%	-9.6%
Woodroffe	12	0.0%	33.3%	\$5,785,000	\$451,500	-11.0%	-8.8%
Yarrowonga	0	-	-	-	-		
Zuccoli	2	-66.7%	-	\$1,340,000	\$670,000	3.9%	

PALMERSTON UNITS & TOWNHOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Bakewell	3	-25.0%	-57.1%	\$922,500	\$300,000	0.0%	-23.1%
Bellamack	0	-	-	-	-		
Driver	2	-	0.0%	\$585,000	\$292,500		-8.9%
Durack	1	0.0%	0.0%	\$460,000	\$460,000	9.5%	-3.2%
Farrar	1	0.0%	-94.1%	\$450,000	\$450,000	3.4%	8.4%
Gray	4	100.0%	-33.3%	\$1,287,500	\$310,000	-2.4%	-12.7%
Gunn	1	0.0%	-	\$425,000	\$425,000	-18.3%	
Johnston	8	0.0%	-52.9%	\$4,160,000	\$520,000	0.0%	-4.6%
Marlow Lagoon	0	-	-	-	-		
Moulden	0	-	-	-	-		
Palmerston City	0	-	-	-	-		
Pinelands	0	-	-	-	-		
Rosebery	6	20.0%	100.0%	\$2,555,000	\$436,250	-4.1%	1.5%
Woodroffe	0	-	-	-	-		
Yarrowonga	0	-	-	-	-		
Zuccoli	21	2000.0%	-	\$10,751,000	\$509,000	-4.0%	

ALICE SPRINGS HOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alice Springs	0	-	-	-	-		
Araluen	5	-16.7%	25.0%	\$2,954,000	\$610,000	11.6%	-8.5%
Arumbera	0	-	-	-	-		
Braitling	10	-28.6%	-37.5%	\$4,433,500	\$435,500	4.9%	1.5%
Cicccone	0	-	-	-	-		
Connellan	0	-	-	-	-		
Desert Springs	3	-40.0%	-	\$2,190,000	\$745,000	4.9%	
East Side	10	42.9%	-28.6%	\$5,800,500	\$497,500	2.4%	-5.7%
Flynn	0	-	-	-	-		
Gillen	5	-64.3%	-73.7%	\$2,160,000	\$420,000	-8.8%	-6.7%
Hugh	0	-	-	-	-		
Ilparpa	0	-	-	-	-		
Irlpme	0	-	-	-	-		
Larapinta	5	-16.7%	-50.0%	\$2,635,885	\$565,000	23.8%	38.4%
Mount Johns	0	-	-	-	-		
Ross	0	-	-	-	-		
Sadadeen	3	-25.0%	-25.0%	\$1,267,000	\$425,000	4.9%	6.6%
Stuart	0	-	-	-	-		
The Gap	1	-50.0%	-75.0%	\$375,000	\$375,000	15.4%	2.0%
White Gums	0	-	-	-	-		

ALICE SPRINGS UNITS & TOWNHOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alice Springs	1	-	-	\$250,000	\$250,000		
Araluen	4	300.0%	100.0%	\$1,612,000	\$383,500	-7.6%	-9.2%
Arumbera	0	-	-	-	-		
Braitling	1	-50.0%	-50.0%	\$410,000	\$410,000	14.7%	19.7%
Cicccone	0	-	-	-	-		
Connellan	0	-	-	-	-		
Desert Springs	3	0.0%	0.0%	\$999,000	\$291,000	-15.7%	-19.2%
East Side	7	250.0%	16.7%	\$2,109,000	\$330,000	-18.5%	14.2%
Flynn	0	-	-	-	-		
Gillen	2	100.0%	-66.7%	\$463,000	\$231,500	-9.2%	-5.3%
Hugh	0	-	-	-	-		
Ilparpa	0	-	-	-	-		
Irlpme	0	-	-	-	-		
Larapinta	2	-33.3%	-50.0%	\$615,000	\$307,500	6.0%	-15.8%
Mount Johns	0	-	-	-	-		
Ross	4	-73.3%	-	\$961,750	\$242,000	-27.8%	
Sadadeen	1	-75.0%	-50.0%	\$499,000	\$499,000	85.5%	59.0%
Stuart	1	-	0.0%	\$417,500	\$417,500		-5.8%
The Gap	4	-20.0%	100.0%	\$1,229,500	\$315,000	-1.6%	0.0%
White Gums	0	-	-	-	-		

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NEW REPORTING AREAS

To better report on and express the values of rental data, including rental yields, the REINT and its partners Global Property Analytics have devised a more robust reporting regime and have renamed the zones previously reported as Nightcliff, Marrara and Sanderson, to better reflect the nature of the areas.

From the December 2014 issue of RELM we instituted the following definitions and will be using these from here-on. The REINT feels these better describe the areas covered rather than identifying through a mix of a single suburb and electoral zones.

- Inner Darwin remained as is and covers the suburbs indicated in this list;
- Nightcliff is now reported as Darwin North Coastal and covers the suburbs indicated in this list;
- Marrara is now reported as Darwin North East and covers the suburbs indicated in this list;
- Sanderson is now reported as Darwin North and covers the suburbs indicated in this list; and
- Palmerston, Rural areas, Katherine, Tennant Creek and Alice Springs remain unchanged.

INNER DARWIN

- Bayview
- Cullen Bay
- Darwin (inc. DC & MC)
- East Point
- Eaton
- Fannie Bay
- Larrakeyah
- Ludmilla
- Parap
- RAAF Base Darwin
- Stuart Park
- The Gardens
- The Narrows
- Tipperary Waters
- Woolner

DARWIN NORTH COASTAL

- Alawa
- Brinkin
- Casuarina
- Coconut Grove
- Jingili
- Lyons
- Milner
- Moil
- Muirhead
- Nakara
- Nightcliff
- Rapid Creek
- Tiwi
- Wagaman
- Wanguri

DARWIN NORTH EAST

- Berrimah
- Marrara
- Winnellie

DARWIN EAST

- Coonwarra
- Darwin Airport

DARWIN NORTH

- Anula
- Bagot
- Buffalo Creek
- Charles Darwin University
- Holmes
- Karama
- Leanyer
- Lee Point
- Malak
- Northlakes
- Sanderson
- Woodleigh Gardens
- Wulagi

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Comparative Market Analysis Module

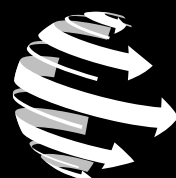
Fully integrated, single appraisal module providing a full analysis/appraisal on a selected property.

CAMA Module (Computer Assisted Mass Appraisal)

Fully integrated mass appraisal module to complete valuation projects utilising sophisticated modelling tools and advanced statistical methodologies for rating and taxation valuations, asset valuations, loan portfolios, risk assessments, insurance portfolios.

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IS PRODUCED IN COLLABORATION WITH
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