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Cairns Property Overview

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23 August 2011



www.htw.com.au

1300 880 489

National Market

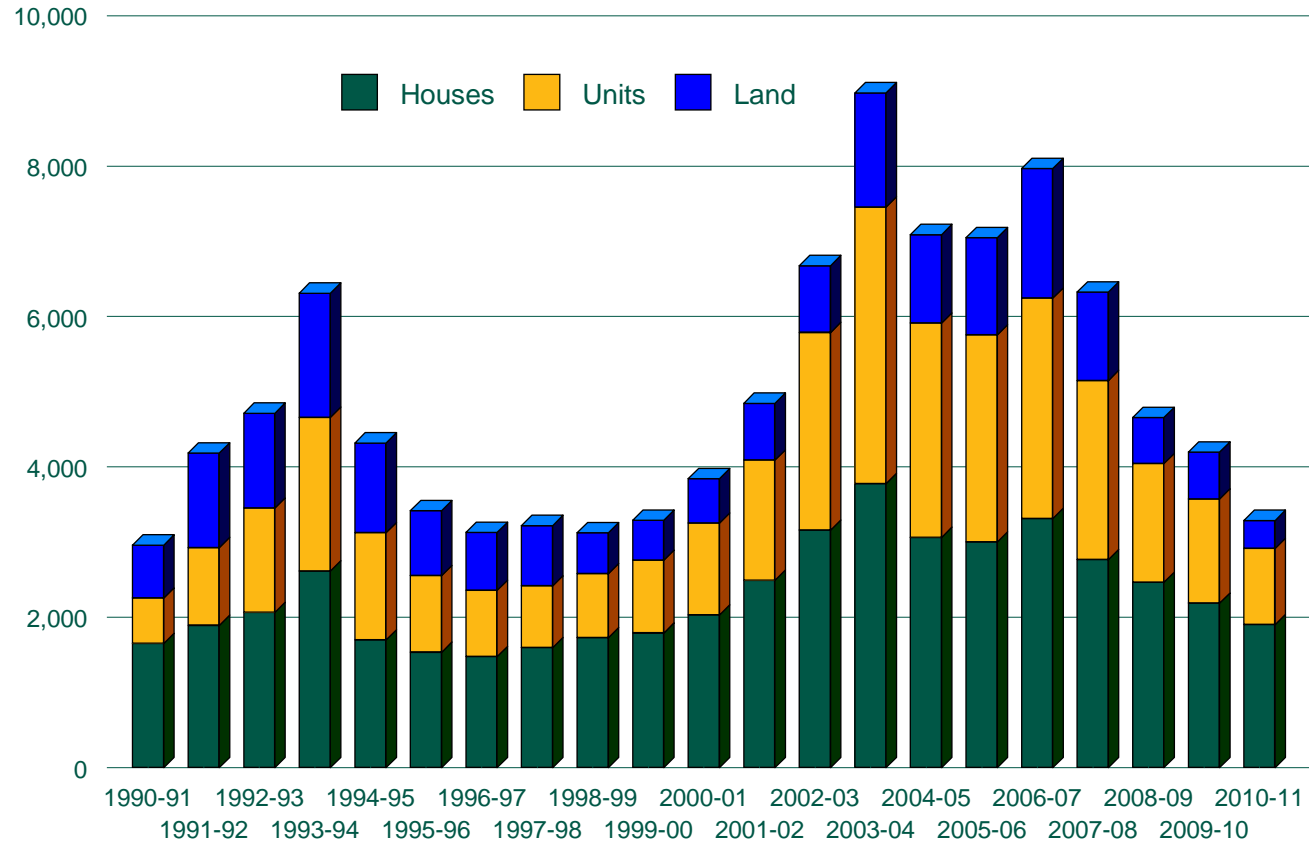


Residential Property Ratings Compiled by Herron Todd White, July 2011

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Residential Property Sales

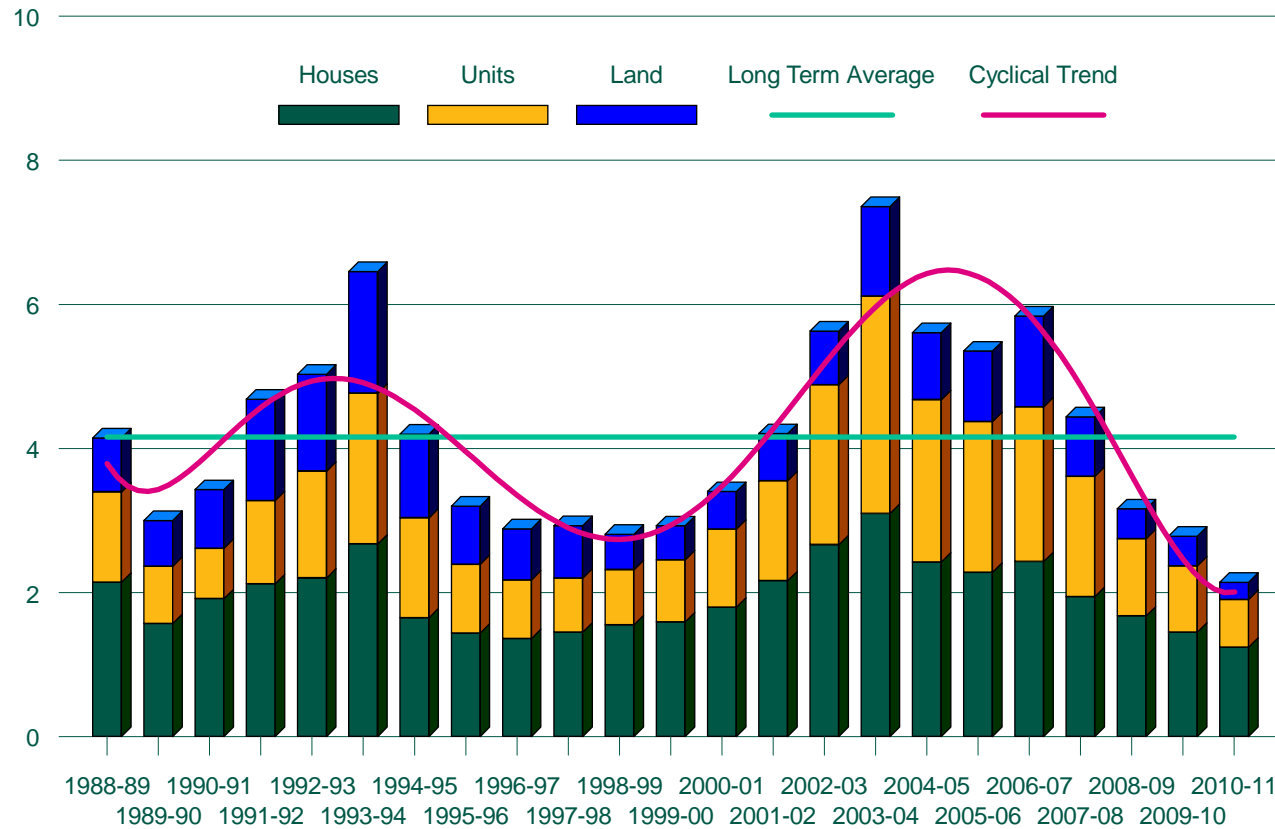
Number of Residential Property Sales



Source: HTW Analysis of RPData

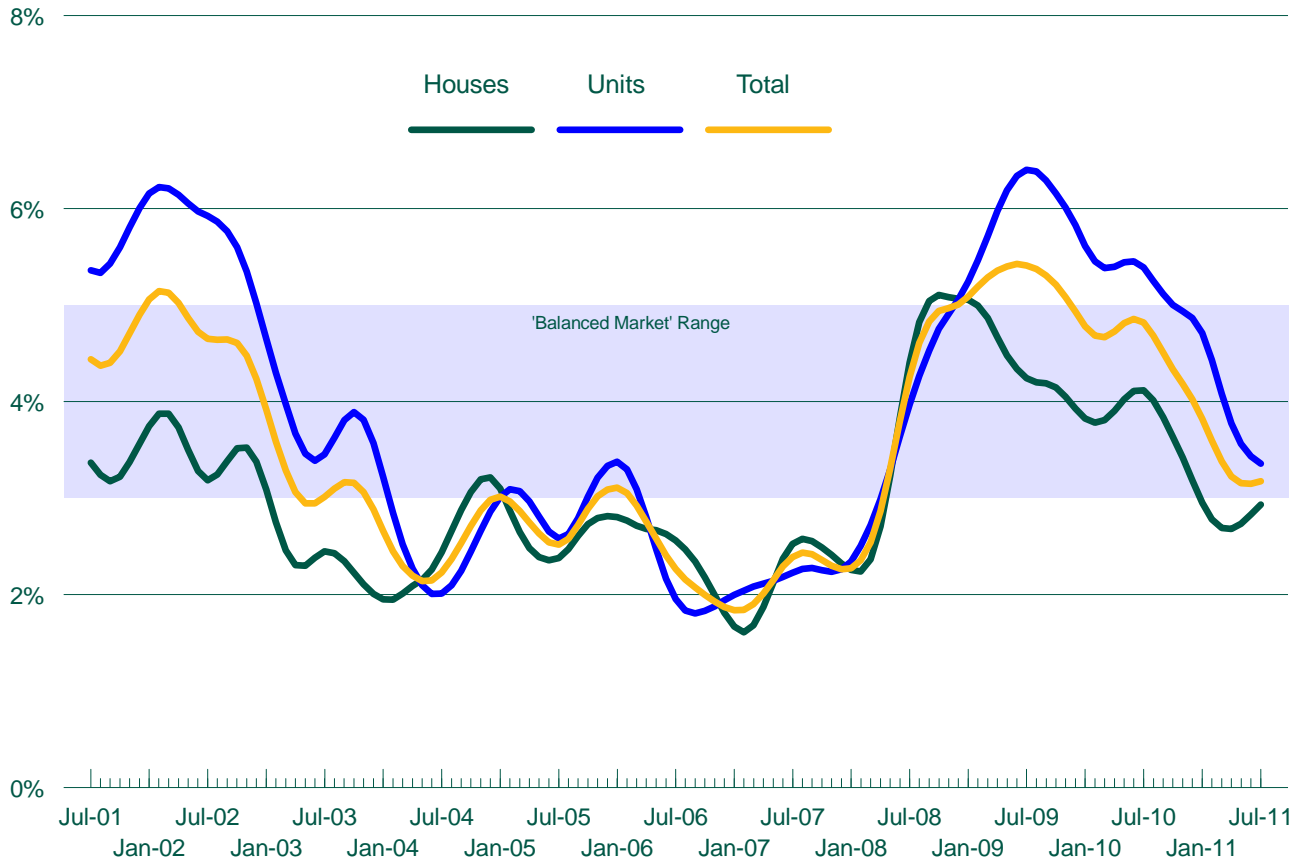
Residential Property Sales

Number of Residential Property Sales Per 100 Population



Source: HTW Analysis of RPData

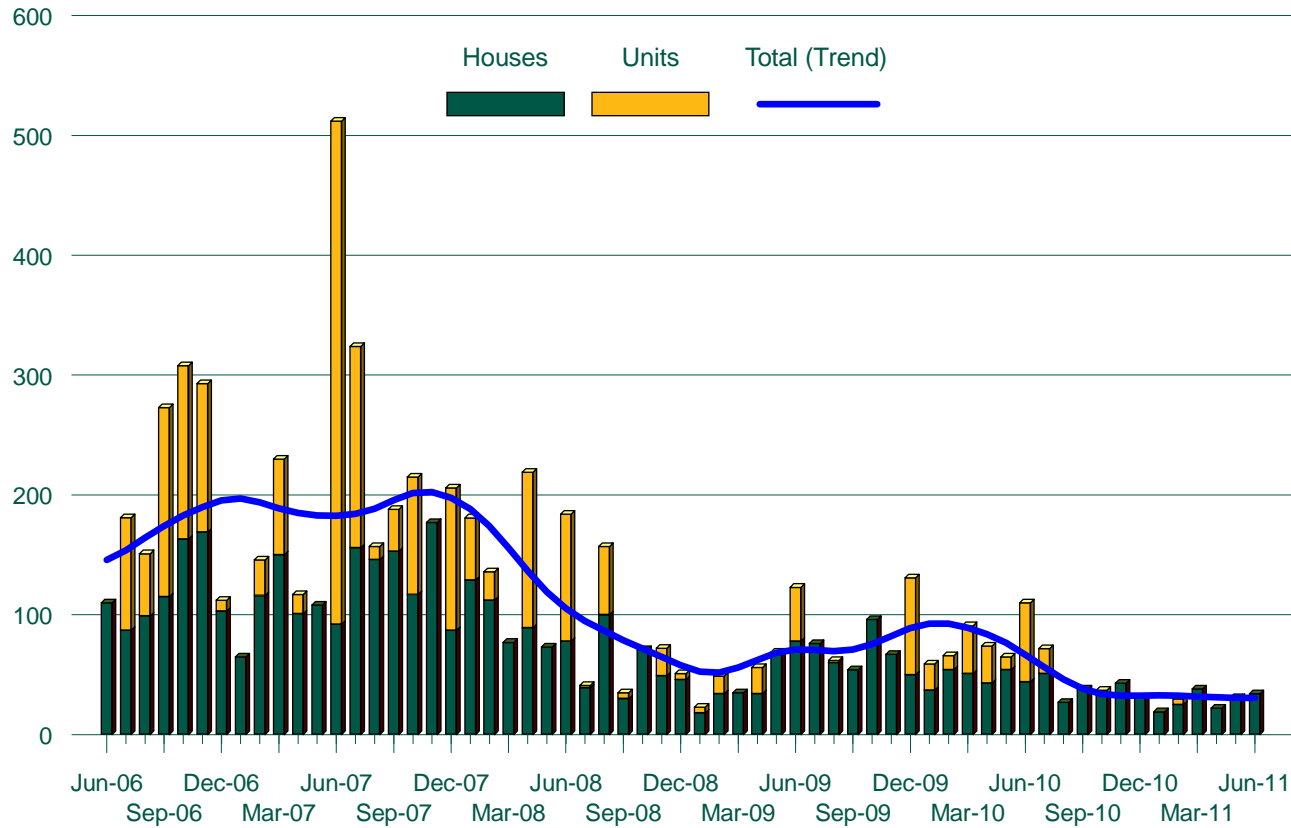
Rental Vacancy Rates



Source: HTW Rentroll Survey

Building Approvals

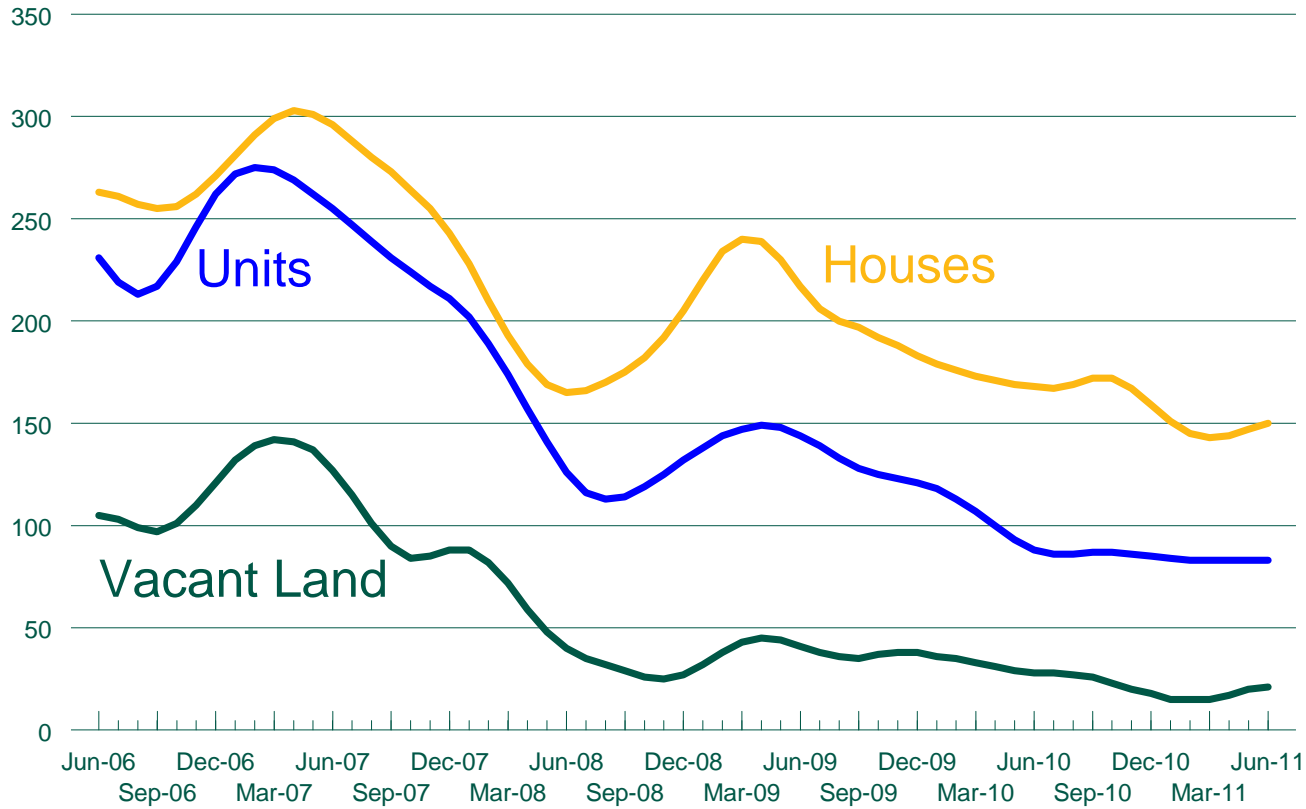
Number of New Dwellings Approved in Cairns Urban Area



Source: Derived from ABS data

Property Sale Volumes

Number of Sales (Trend)

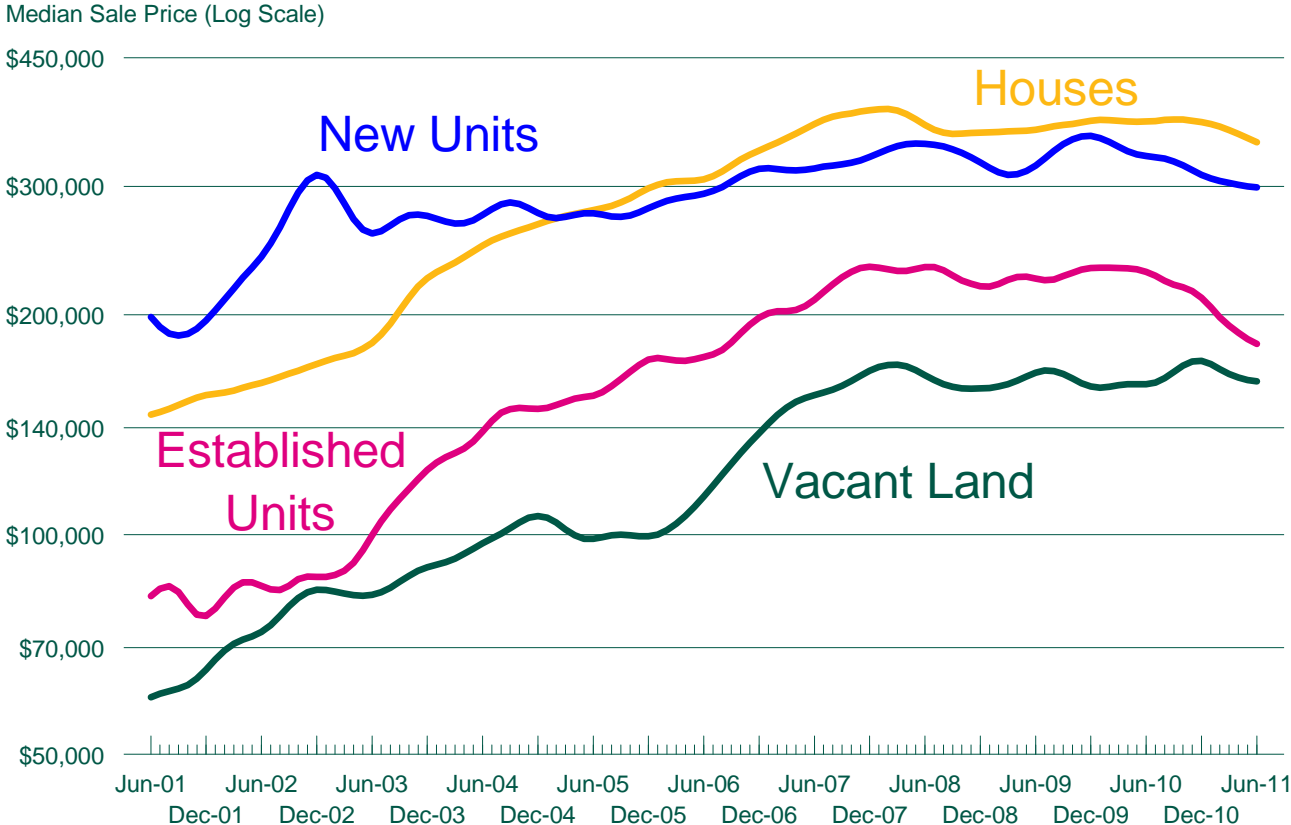


* All sales are classified to date of contract (not date of settlement)

** Recent months are provisional and subject to revision

Source: HTW Analysis of RPData

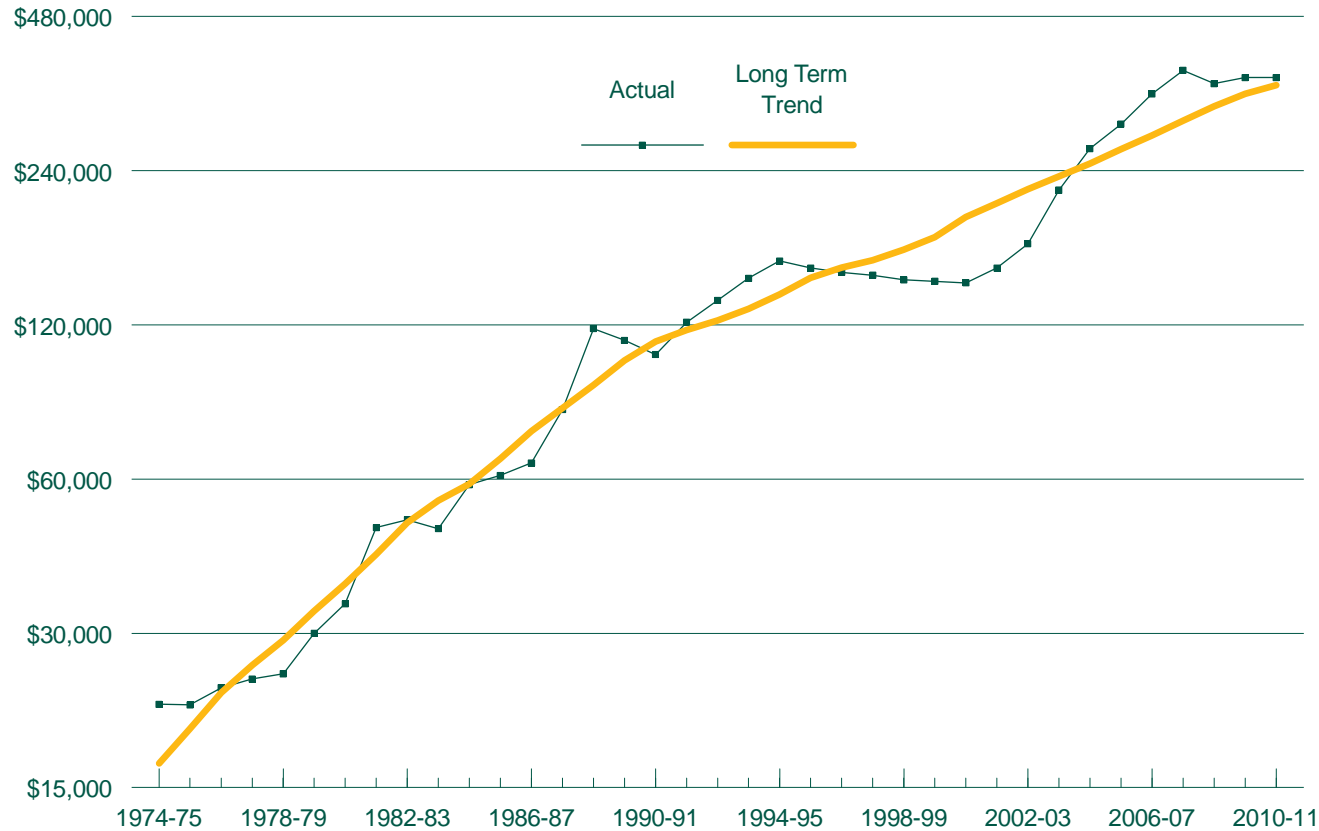
Median Property Prices



* All sales are classified to date of contract (not date of settlement)
 ** Recent months are provisional and subject to revision
 Source: HTW Analysis of RPData

Long Term House Prices

Median House Price (Log Scale)



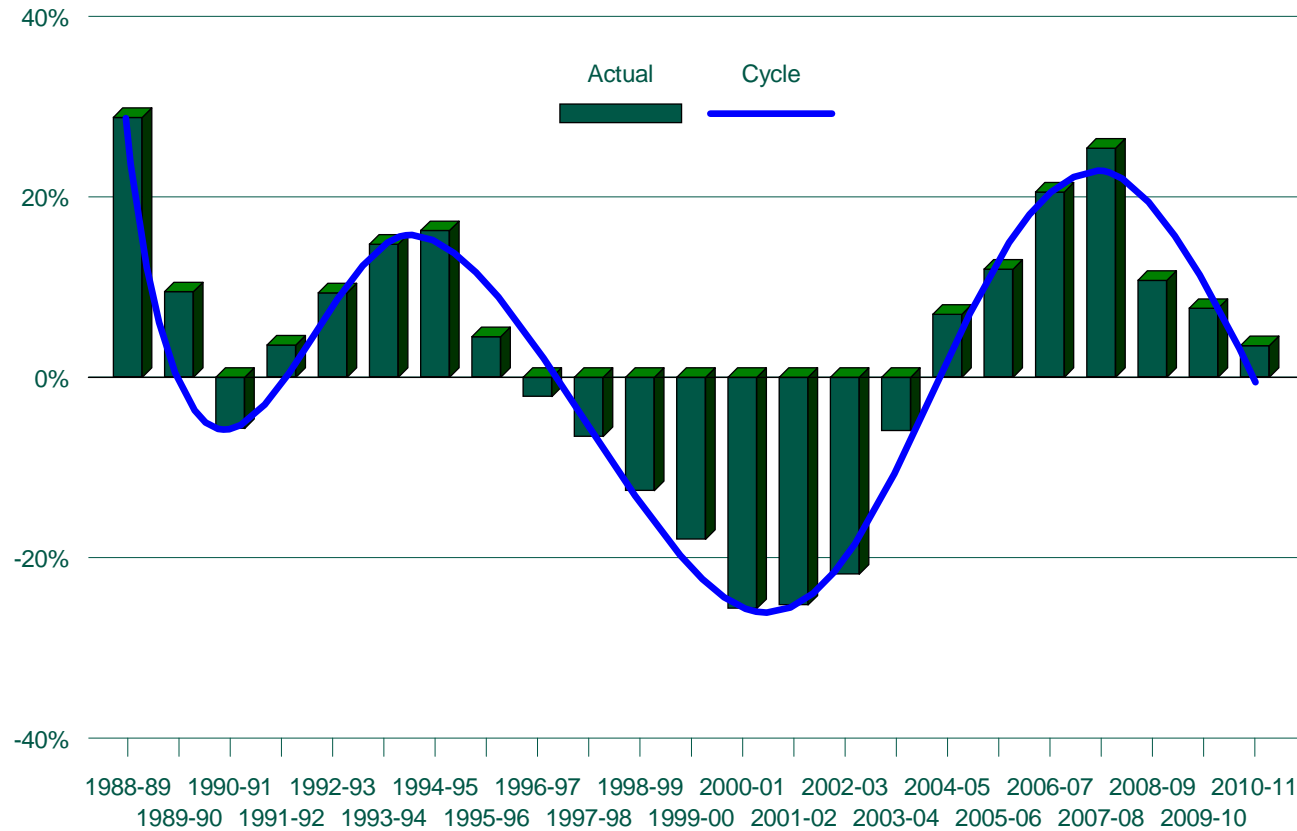
Source: HTW Analysis

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Long Term House Prices

Deviation From Trend

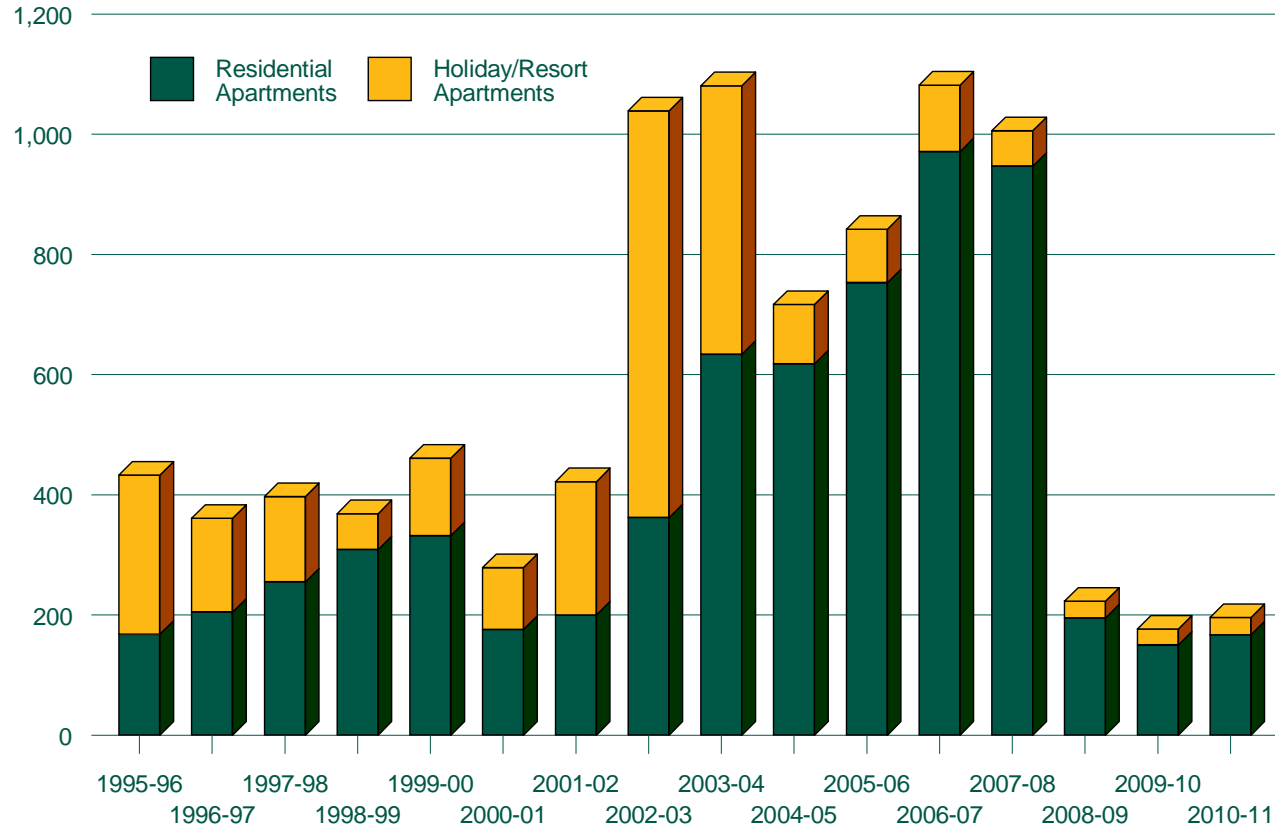


Source: HTW Analysis of RPData

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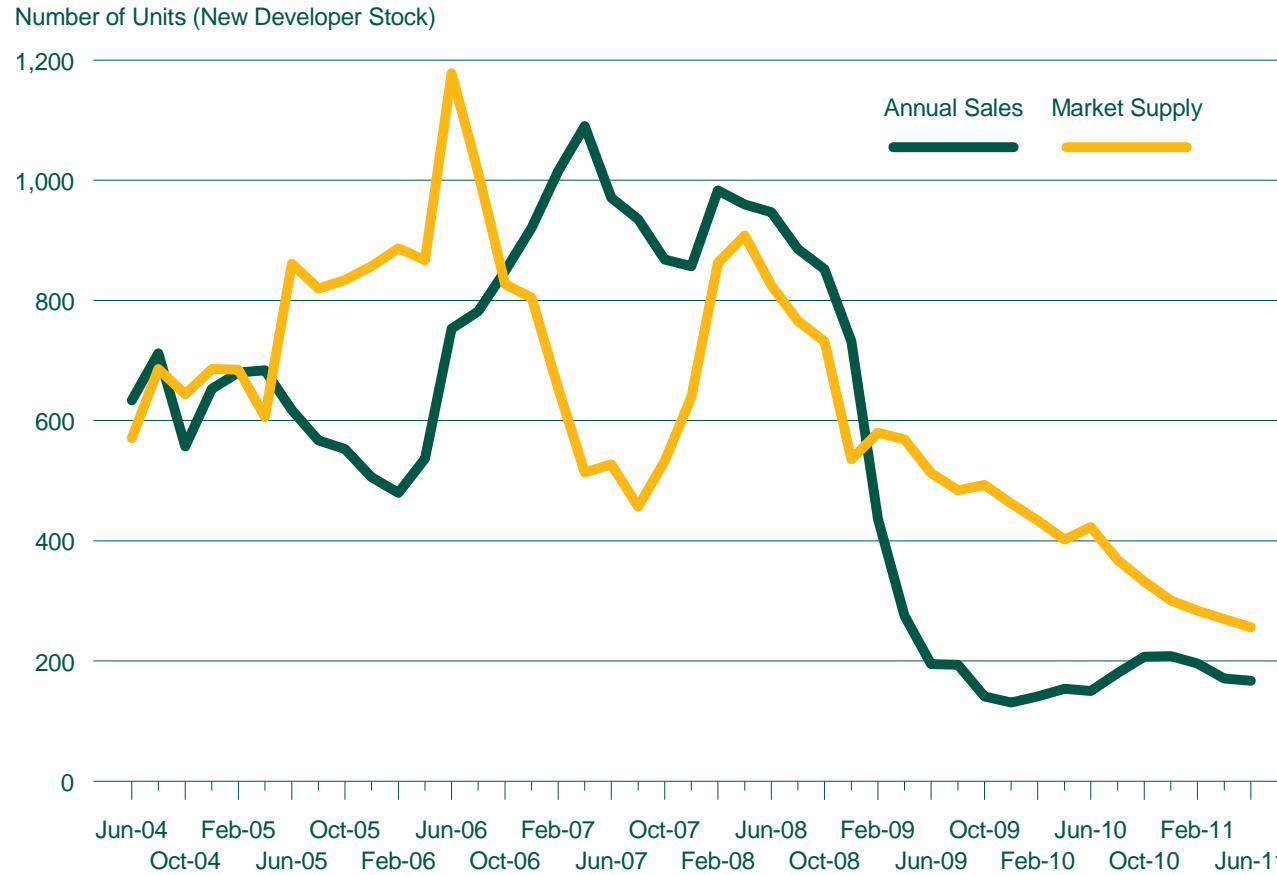
New Unit Sales

Number of Net Sales



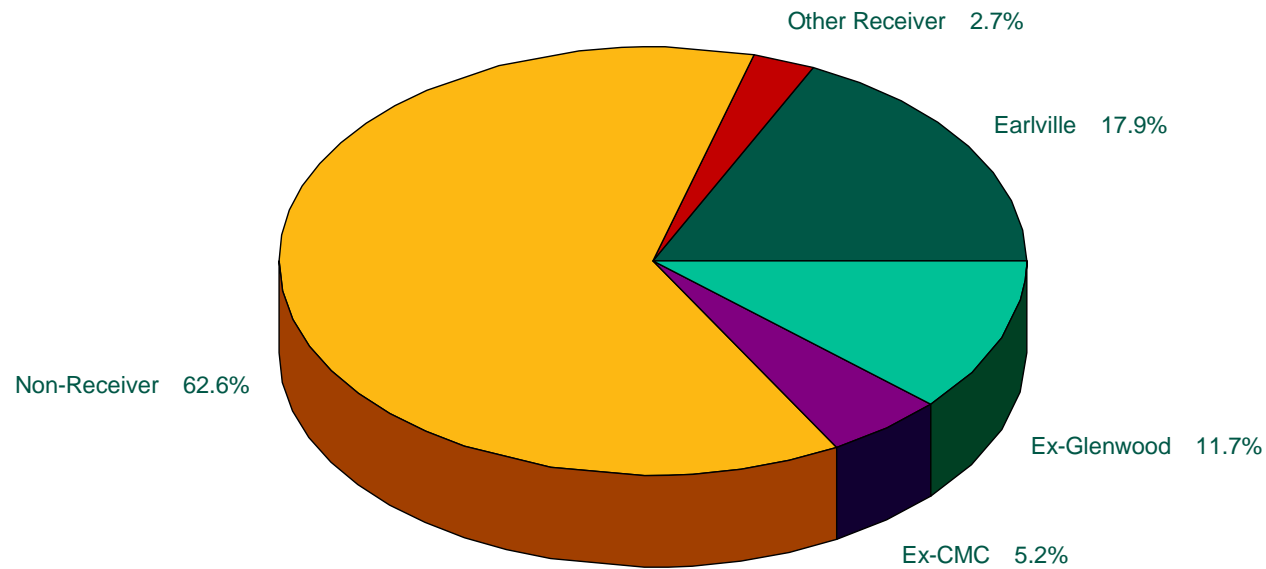
Source: HTW Unit Survey

New Residential Units



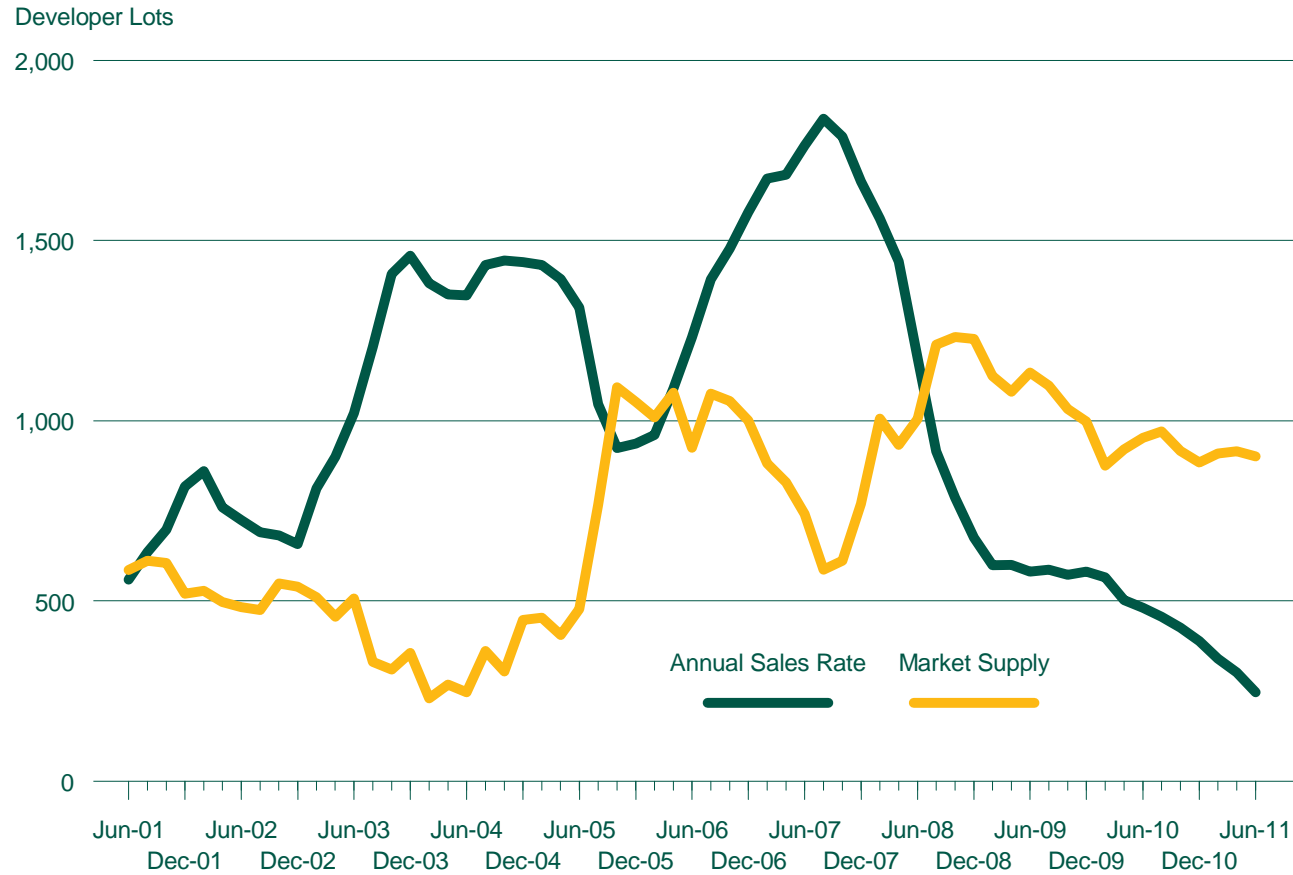
Source: HTW Unit Survey

New Unit Stock



Source: HTW Unit Survey

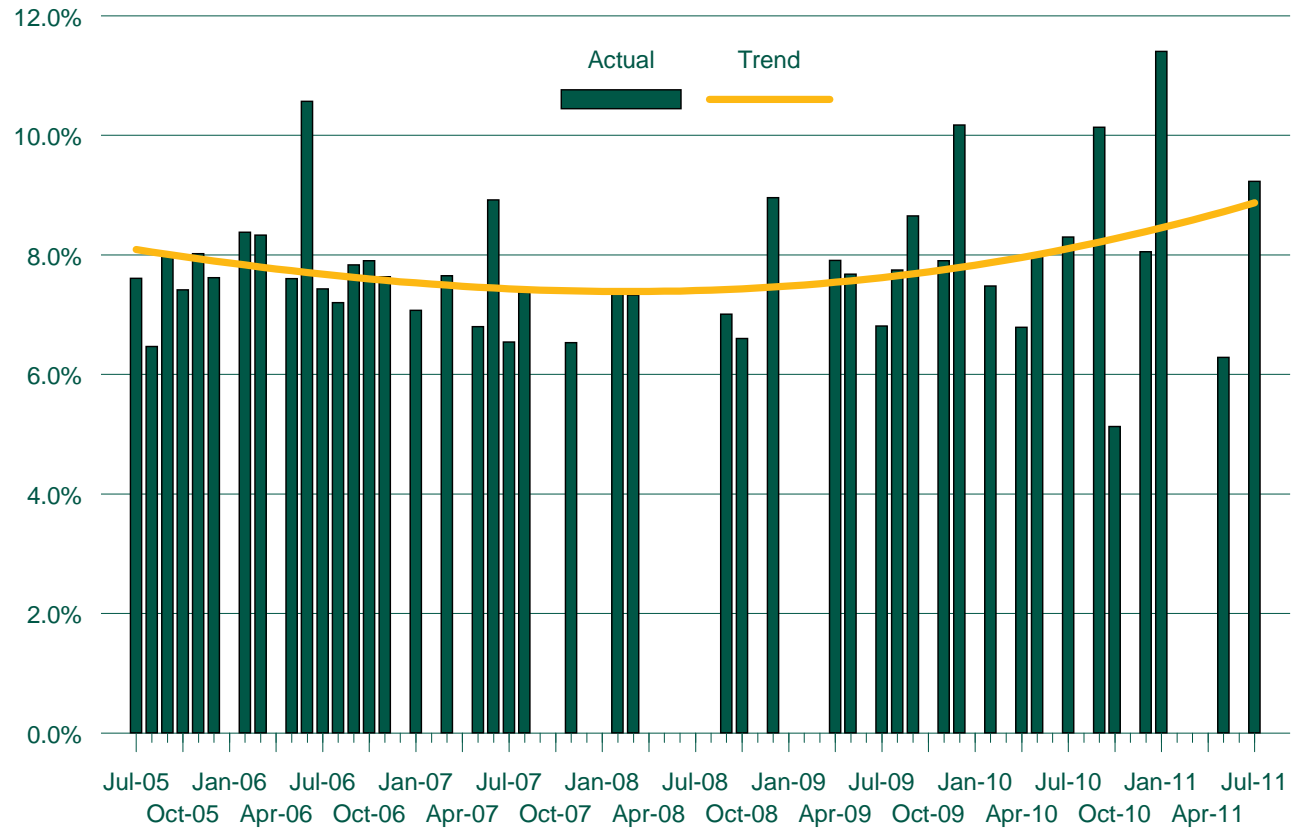
New Residential Land



Source: HTW Land Survey

Commercial/Industrial Yields

Net Rental Yield



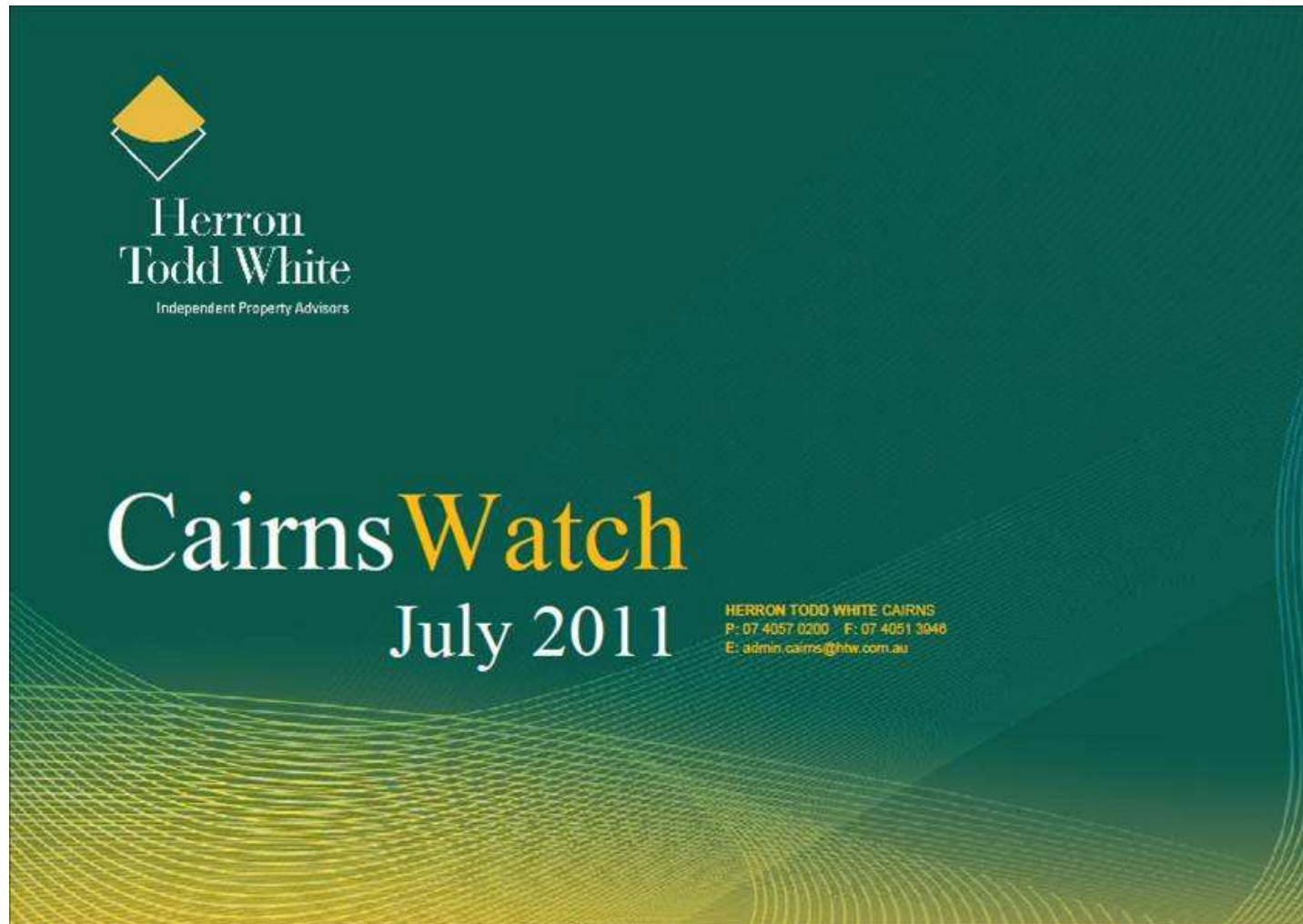
Source: HTW Analysis

Summary & Outlook

- Market has reached the bottom of cycle and is potentially about to turn:
 - Economy improving
 - Rental vacancies tightening
 - Lack of new construction
 - Affordability
- Improved buyer confidence is the key



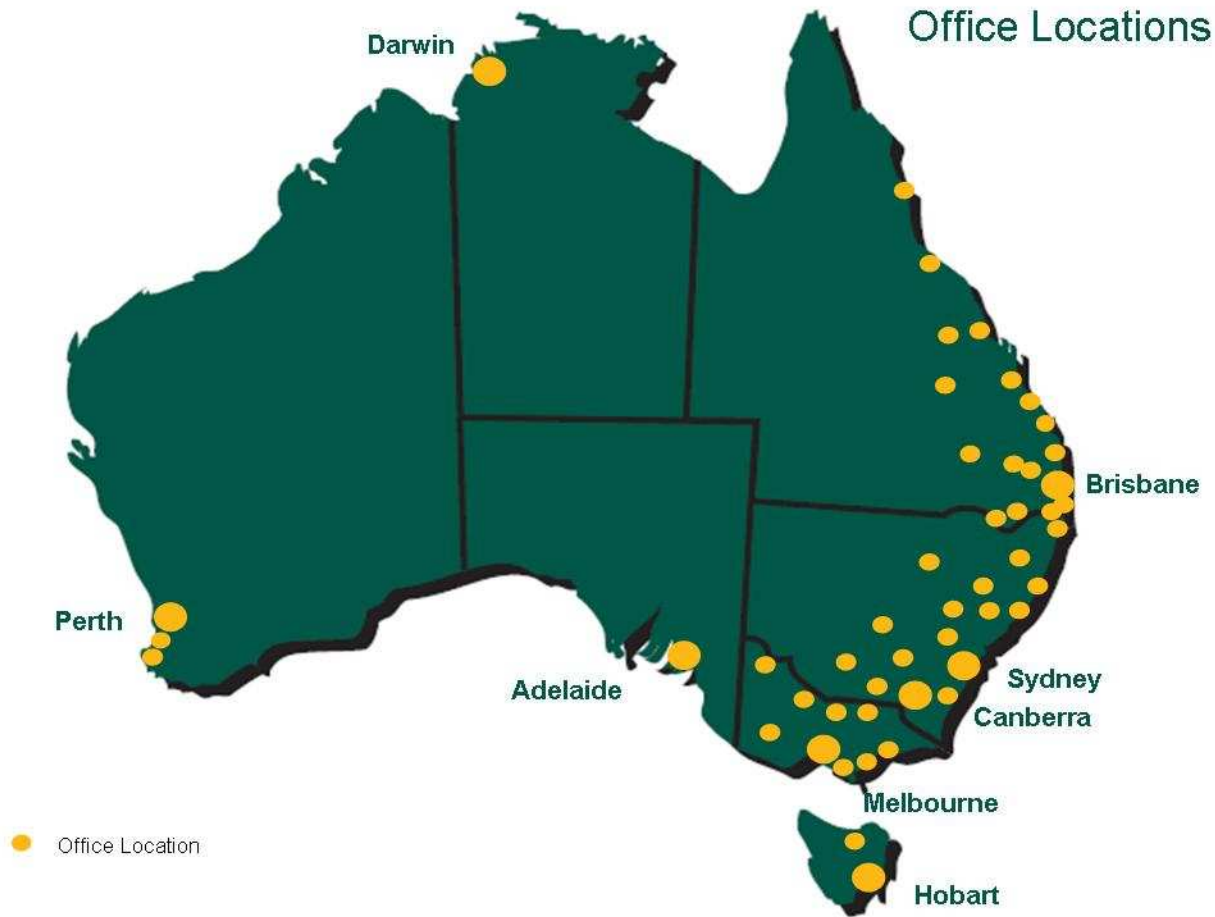
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