

REGION INSIGHTS

NORTH

The region is seeing an increase in incentives to entice purchasers, Stockland's 100 homes under \$500k is proving to be a success alongside heavy land discounts

SOUTH EAST

In a recent Domain Group report showcasing the top suburbs for sales in 2018, Pakenham was ranked 2nd and Berwick was ranked 8th

GEELONG

Geelong has been named Australia's strongest regional market with +16.6% in median house values (Core Logic). Core Projects data reports that median land values in Armstrong Creek saw an +11% in 2018

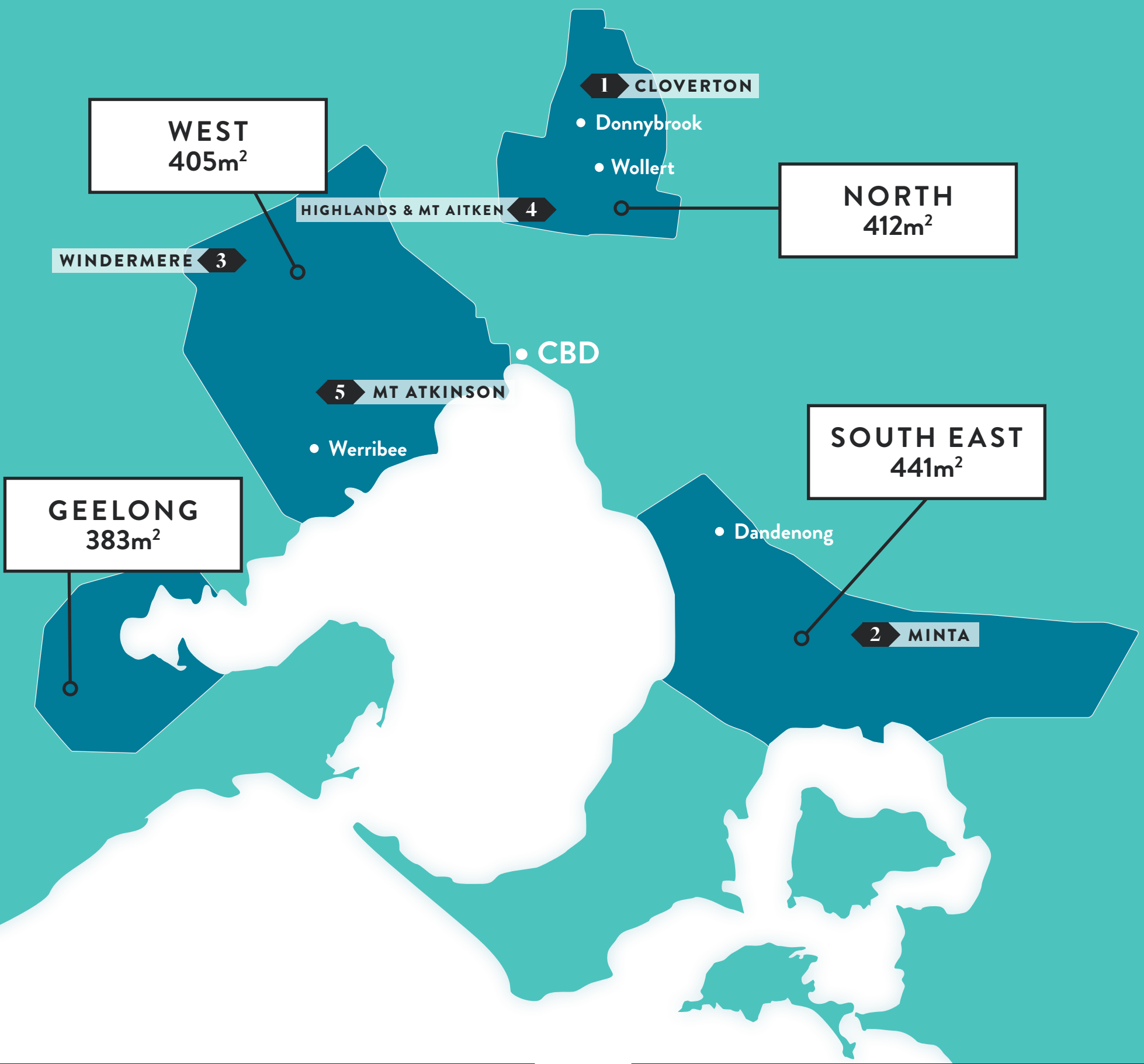
WEST

'The Grove', a 2630 lot estate in Tarneit, has been sold by Stockland to Singaporean based Frasers, for \$202.5m

THE LADDER



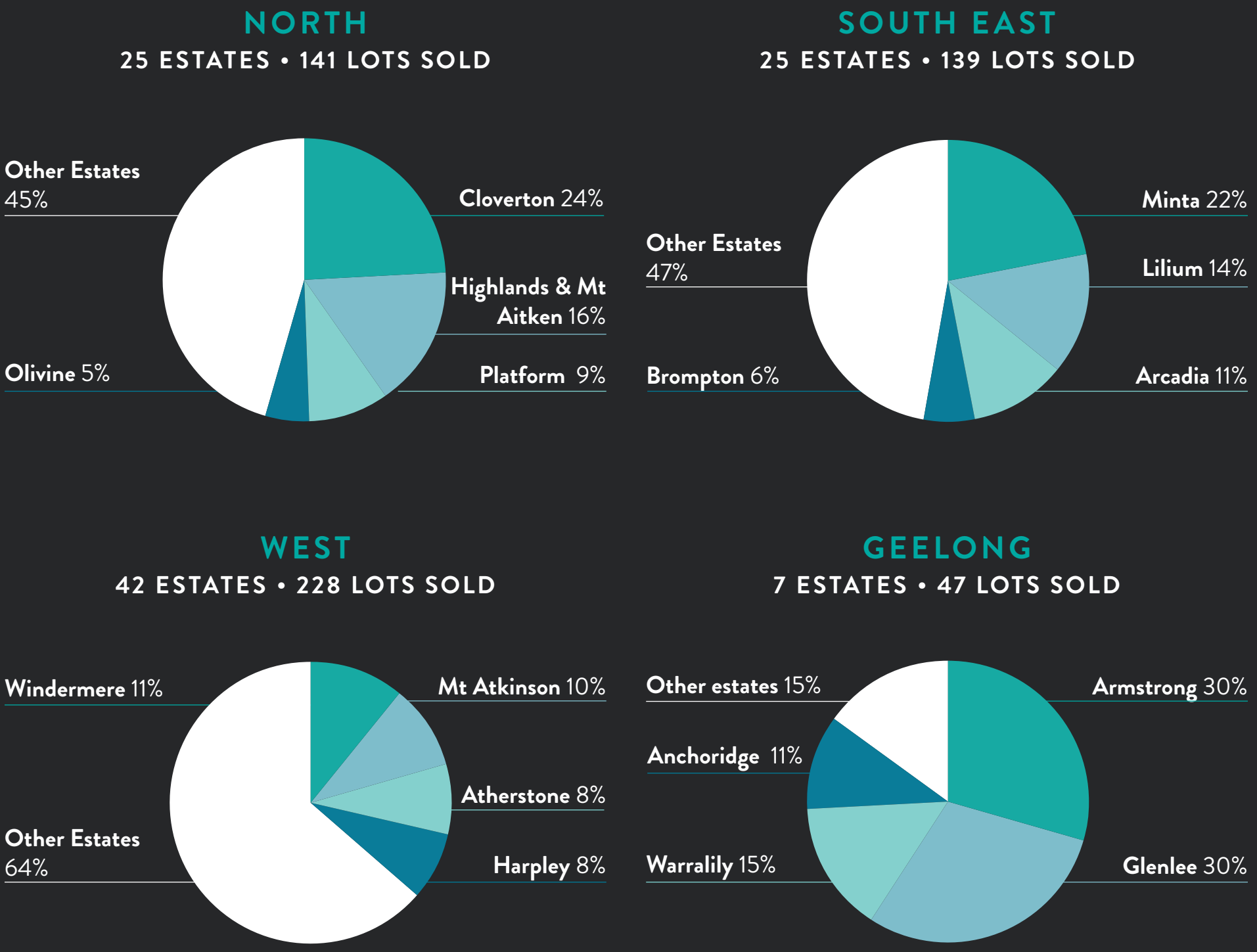
REGIONS & AVERAGE LOT SIZES



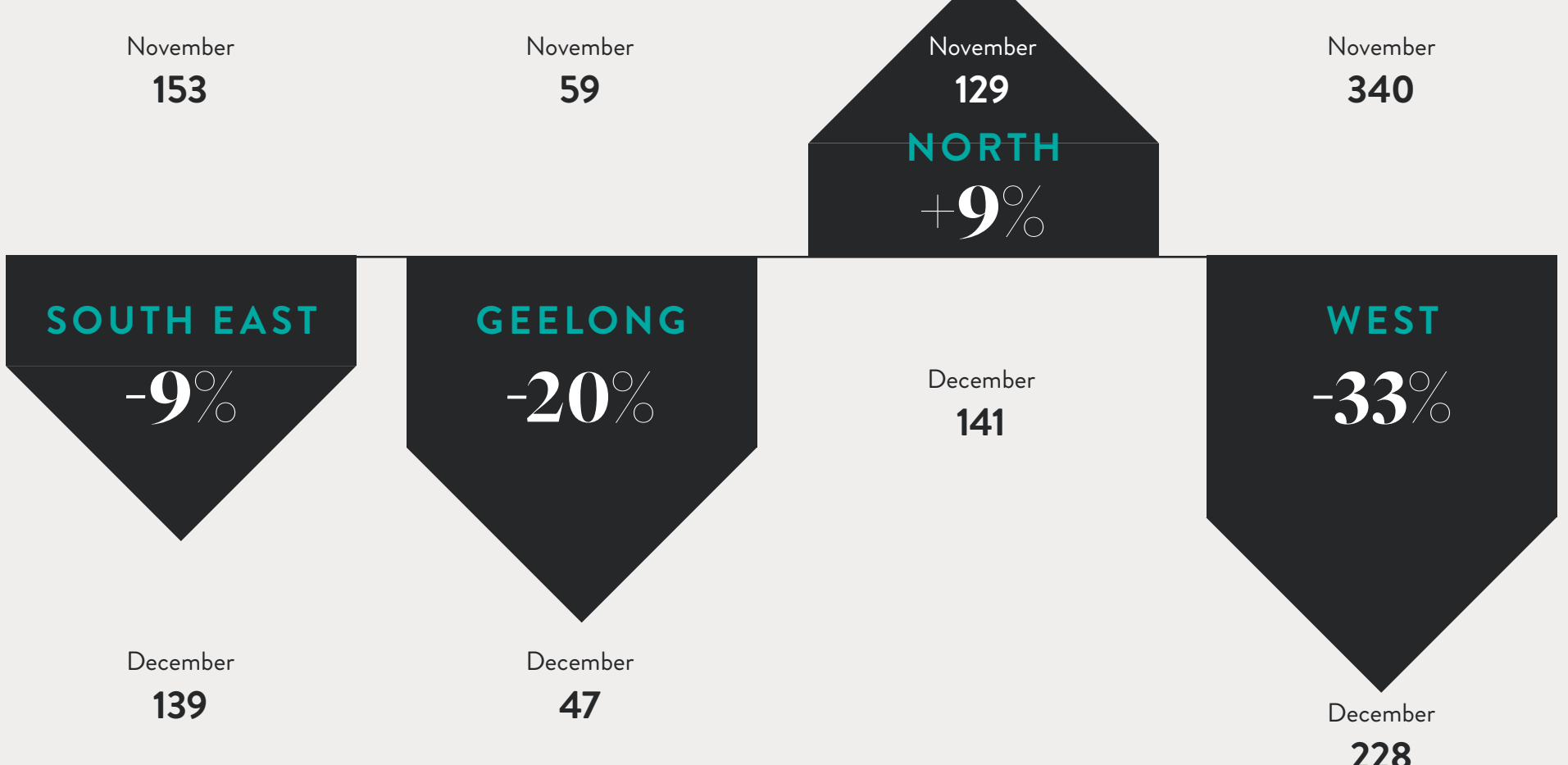
PRICING SCALE
MEDIAN SOLD LOT PRICE



ESTATE MARKET SHARE BY REGION (GROSS SALES)



GROSS SALES BY REGION



A project is defined as an estate which posted sales for the month. Data does not include estates which are out of stock.