

REGION INSIGHTS

**NORTH**

First home buyer grants are up in Melbourne's North! In the March quarter, 278 first home buyers thought Craigieburn, Donnybrook, Kalkallo, Mickleham and Roxburgh Park were pretty great places to set up home. According to the Domain Group that's a 54.4% increase since the same time in 2018.

**SOUTH EAST**

Whilst market stock is currently strong in areas of the South East, the ever popular region is lacking future supply with the UDIA suggesting it accounts for just 5% of total Melbourne housing demand. However this is set to change with a number of major projects set to launch late in 2019 – watch this space!

**GEELONG**

From 2017 – 2018 the ABS estimates 15,535 new arrivals took up residency in the Geelong region. With the fourth highest net migration gain across Australia, just behind the Gold Coast, Sunshine Coast and Melbourne's West and ahead of Ipswich... Geelong you are buzzing!

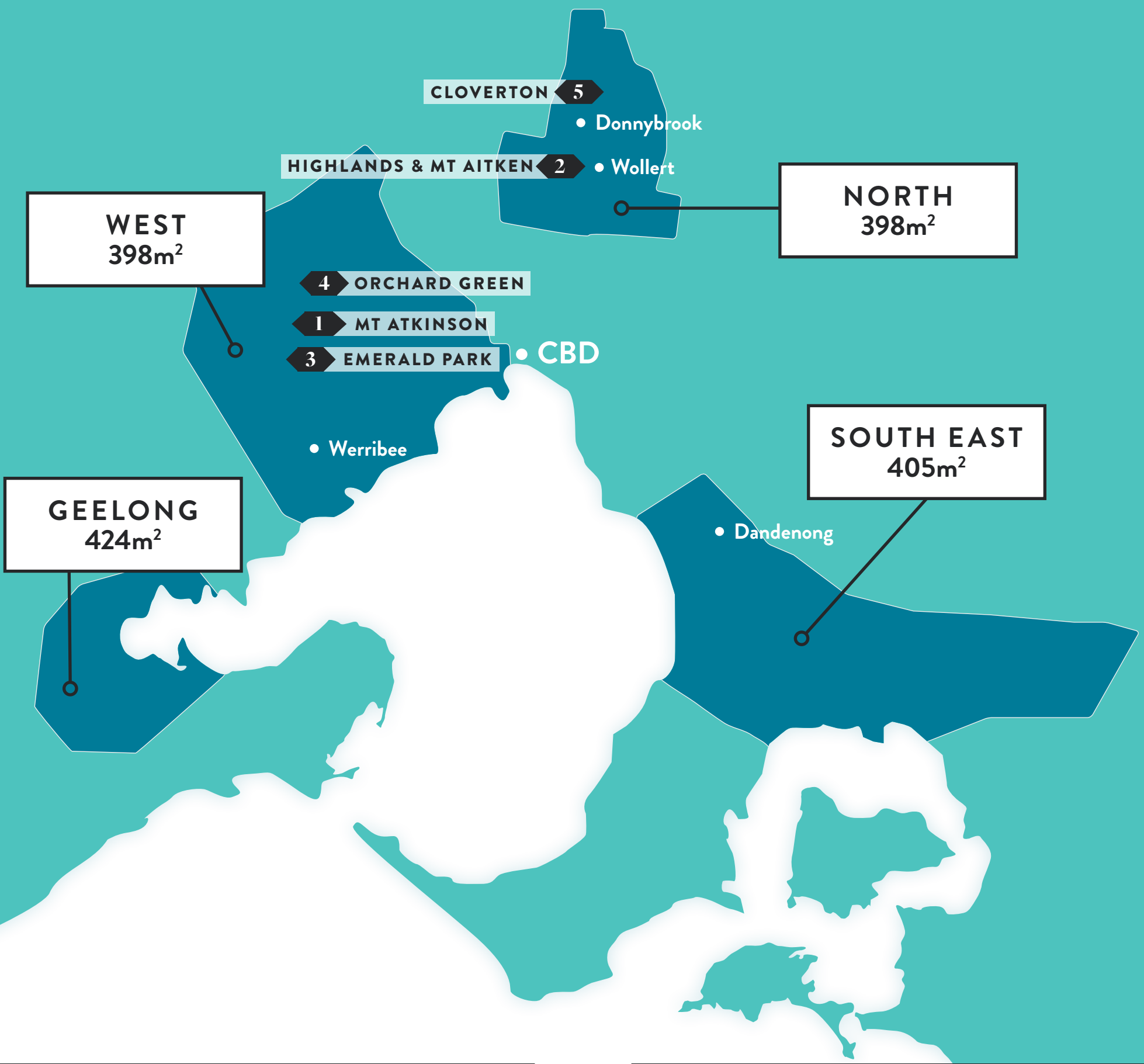
**WEST**

Throughout FY17/18 the Rockbank-Mount Cottrell region, saw a population growth of 59.4% and \$224.2 million in building approvals. The HIA reports that Melbourne's West is still the fastest growing new home market in Australia. Being home to estates such as Hillgrove, Woodlea and Thornhill Park we think its pretty great too!

THE LADDER (GROSS SALES)



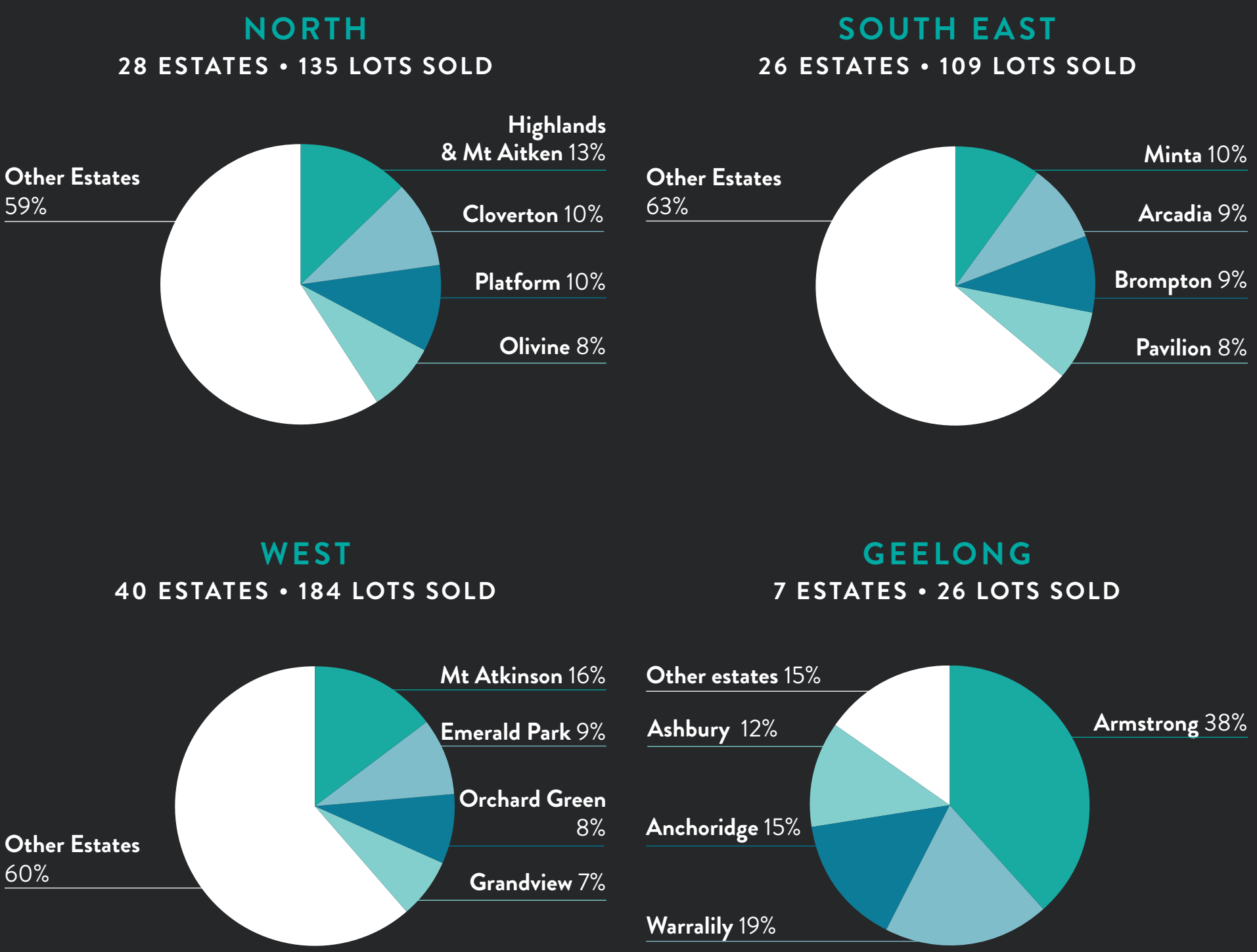
REGIONS & AVERAGE LOT SIZES



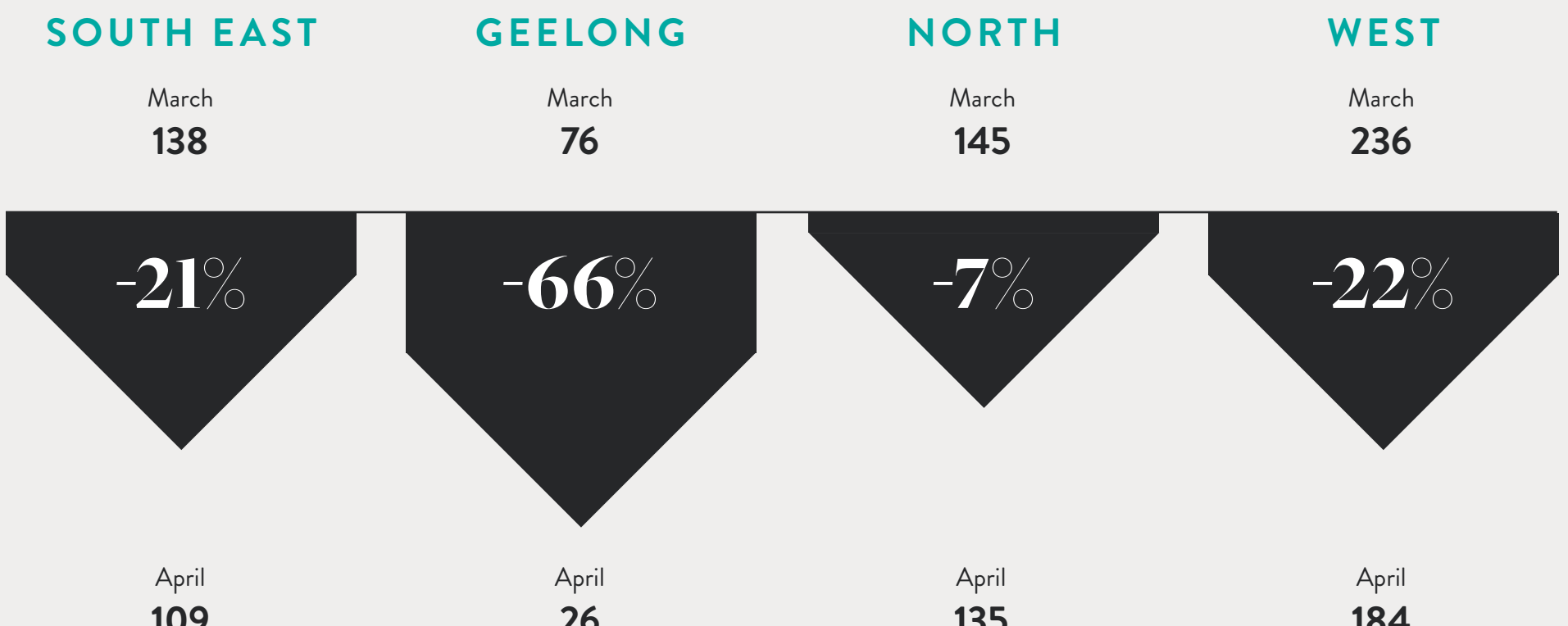
PRICING SCALE  
MEDIAN SOLD LOT PRICE



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.