



RELM

THE NORTHERN TERRITORY REAL ESTATE LOCAL MARKET REPORT
SEPTEMBER QUARTER 2017



A PUBLICATION OF THE REAL ESTATE INSTITUTE OF NORTHERN TERRITORY INC.
COPYRIGHT ©

in this ISSUE

FROM THE DESK OF THE CEO	3	24	HOUSE RENTAL PRICES
HOUSE SALES	5	25	UNIT RENTAL PRICES
UNIT & TOWNHOUSE SALES	7	28	RENTAL YIELDS
RESIDENTIAL LAND SALES	8	29	VACANCY RATES
RURAL HOUSE SALES	13	34	YOUR SUBURB
RURAL LAND SALES	17	40	ANNUAL SALES CHARTS
LITCHFIELD HOUSE SALES	20		
COOMALIE HOUSE SALES	23		

Strong Market for Investors

In writing this article I went looking for positive things to say about the Territory housing market. I can tell you that it is good news for investors with the statistics showing that rental yields increased this quarter, up by 0.4 percent to 5 percent on houses (3 bedroom) in Darwin and up 0.6 percent on units (2 bedroom) to 4.7 percent. These remain much higher than most other Australian capital cities.

Core Logic is showing average house yields in Sydney at 2.7 percent, Melbourne at 2.6 percent, Perth at 3.6 percent, Adelaide at 3.9 percent and Brisbane at 4.1 percent. Only Hobart is on par with Darwin with gross rental yields on houses at 5.1 percent.

Alice Springs still holds very strong yields with 5.6 percent on houses and 6.0 percent on units. Interestingly Palmerston also has good rental yields at 4.9 percent on houses and a healthy 5.2 percent on units.

I can also report that anecdotal evidence from our members indicates that 'time on market' is improving substantially over the past few months and the amount of people turning out at opens, auctions and making offers is also increasing.

But that, I'm afraid, is about where most of the good news stops.

While up 6.7 percent against last year, this quarter saw house sales volumes in Greater Darwin drop by 1.9 percent. And with it the median house price for Greater Darwin took a sizeable drop of 8.3 percent, which is 10 percent lower than this time last year.

Palmerston showed some improvement this quarter with house sales up by 2.5 percent or 30.6 percent higher than in 2016, however the median house price in Palmerston remained unchanged this quarter. Alice Springs dropped a little in house sales, down by 1.4 percent but saw a good increase in the median house price which was up 10.8 percent this quarter or 12.5 percent higher than last year.

The unit market followed a similar pattern with sales in Greater Darwin falling a further 5.5 percent this quarter. However, that is 0.6 percent higher than this time last year, so at least that is a tiny bit of good news. Especially when the next measure is the median unit price which fell, for Greater Darwin, by a further 13.8 percent this quarter.

Palmerston saw a sizeable jump in unit sales volumes, up 53.8 percent this quarter, but bear in mind that accounts for just 20 sales in the quarter and is still 52 percent lower than this time last year. The median price of units in Palmerston also fell again this quarter to be 20 percent lower than last year.

I was also looking back at the sales values across the Territory. These are calculated on the total value of all sales (houses and units) across the Territory. In 2015/16 we saw a total of \$1.30 billion in sales, which was almost half that of 2014/15 at \$2.24 billion. And that has continued to fall into 2016/17 with only \$1.16 billion in sales across the Territory.

So, taking all this into account what does it all mean? The bottom line is that the real estate market is still feeling the effects of a declining population and a market that is wary of making major personal financial investments at the moment, which is not being helped by draconian bank lending policies. As I noted at the start of this article, we are seeing some increased activity in some areas of the market with sellers now accepting where the 'price point' is and buyers looking for bargains, but the overall statistics are not painting a great picture for the remainder of this calendar year.

When we look at the falling median prices on both houses and units it does point to some fantastic buying opportunities. We are seeing prices in the Darwin market that we haven't seen for decades - not just years, but decades. If you have been considering getting into your first home, or upgrading to something a little bigger and grander, then this is definitely the time for you to be speaking with an REINT Member Agent.

And just to put the Darwin market into perspective, according to realestate.com.au the median price for a 2 bedroom unit - yes a unit - in Sydney is now \$1.32 million with median rent of \$900 per week !

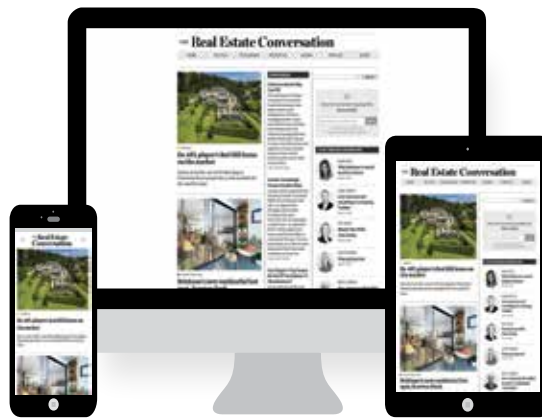


Quentin Kilian
REINT Chief Executive Officer

THE Real Estate Conversation

Have you seen *The Real Estate Conversation* or received our free daily email *RECON Daily*?

If not, we'd like to invite you to take a look.



www.therealestateconversation.com.au

How *The Real Estate Conversation* can help you:

- Sign up to *RECON Daily*, our free daily newsletter
- Feature your properties on *RECON Daily* to over 70,000 recipients plus a free listing on www.luxurylist.com.au, the home of Australia's premiere luxury real estate
- We have articles and blogs written by experts in their field, and we profile successful and innovative industry members, contributions are welcome
- Market your brand, services, and projects, our international experienced marketing team can help you and your clients achieve desired outcomes

FOR ENQUIRIES EMAIL FARZANA@SCHWARTZWILLIAMS.COM OR CALL 1300 223 554

Published by

SCHWARTZWILLIAMS

In association with

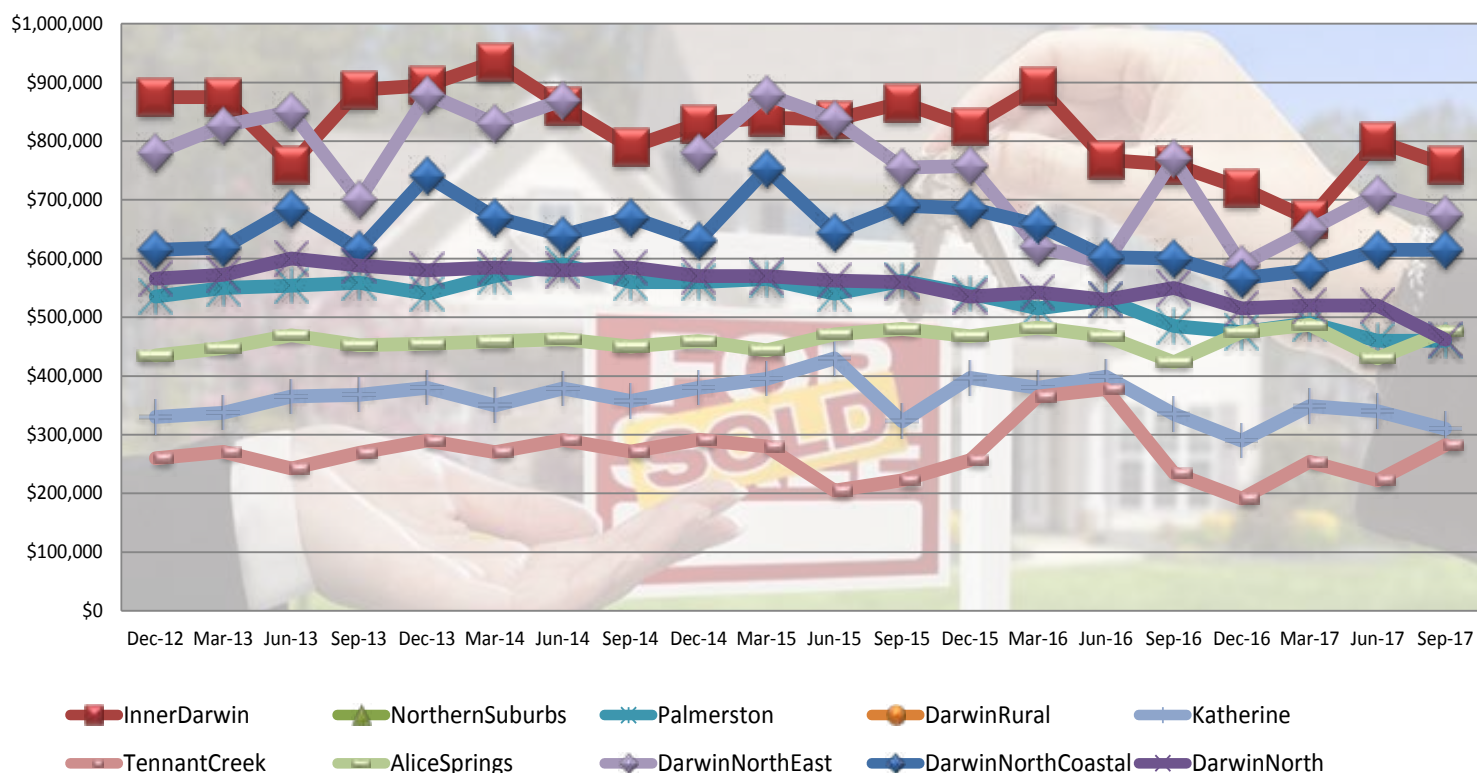


RESIDENTIAL HOUSE SALES

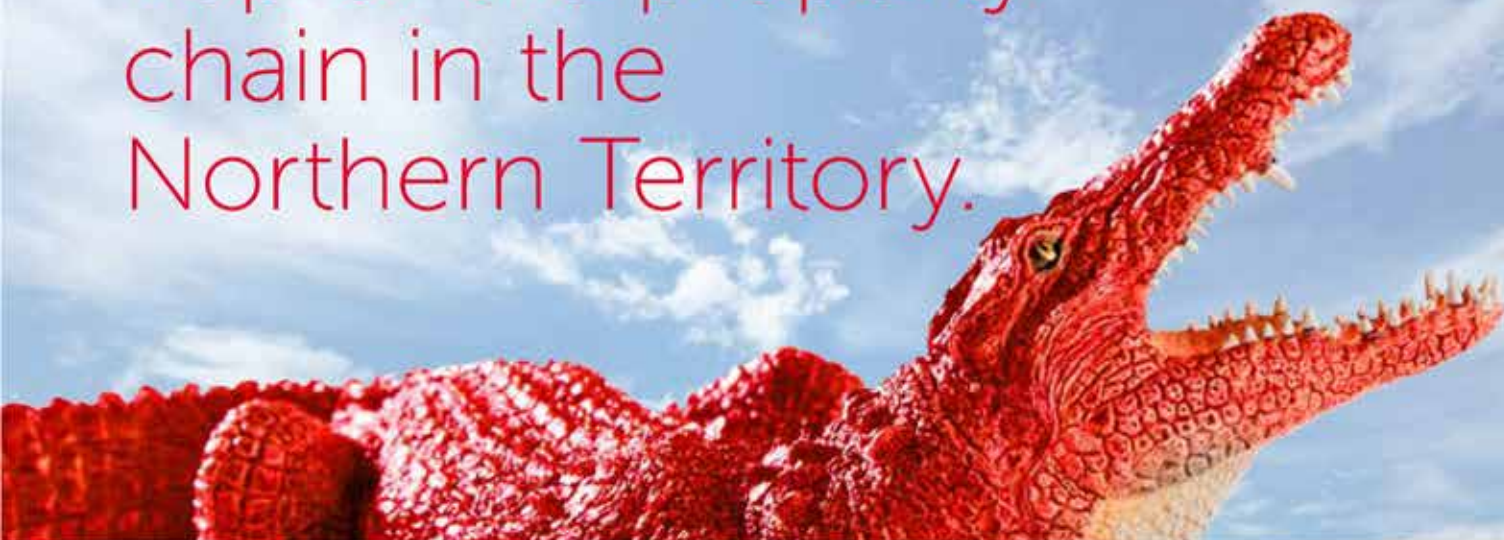
RESIDENTIAL HOUSE SALES - September Quarter 2017

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	207	-1.9%	6.7%	\$111,035,532	\$495,000	-8.3%	-10.0%	16	49	87	55
Darwin Inner	17	-22.7%	-19.0%	\$13,870,000	\$760,000	-5.0%	0.0%	0	1	3	13
Darwin North East	1	-50.0%	-66.7%	\$675,000	\$675,000	-4.9%	-12.3%	0	0	0	1
Darwin North Coastal	64	-7.2%	-1.5%	\$39,478,807	\$615,000	0.0%	2.5%	1	8	22	33
Darwin North	44	12.8%	2.3%	\$20,312,225	\$461,500	-11.3%	-16.1%	4	14	23	3
Palmerston	81	2.5%	30.6%	\$36,699,500	\$460,000	0.0%	-5.2%	11	26	39	5
Katherine	7	-22.2%	40.0%	\$2,076,000	\$310,000	-8.8%	-7.5%	6	1	0	0
Tennant Creek	3	-25.0%	-62.5%	\$892,500	\$282,500	27.0%	20.2%	2	1	0	0
Alice Springs	70	-1.4%	34.6%	\$34,719,499	\$476,500	10.8%	12.5%	8	18	33	11

MEDIAN HOUSE SALE PRICE



Top of the property chain in the Northern Territory.



realestate.com.au is proud to offer agents in the Northern Territory the crocodile's share of views for their listings.

Our agent profiles help you stand out.

Since launching Agent Profiles 12 months ago, agents received:

9.6 million views of agent profiles.¹

More profile views, with **1 in 6** resulting in an enquiry!¹

That means more exposure than ever before!

With 3.9 times more visits to our listings than the industry number two,² realestate.com.au is helping you get ahead! We remain committed to increasing your exposure in the Northern Territory, and we look forward to working with you in 2016

For more information on the available advantages of your listings, talk to your account manager today.

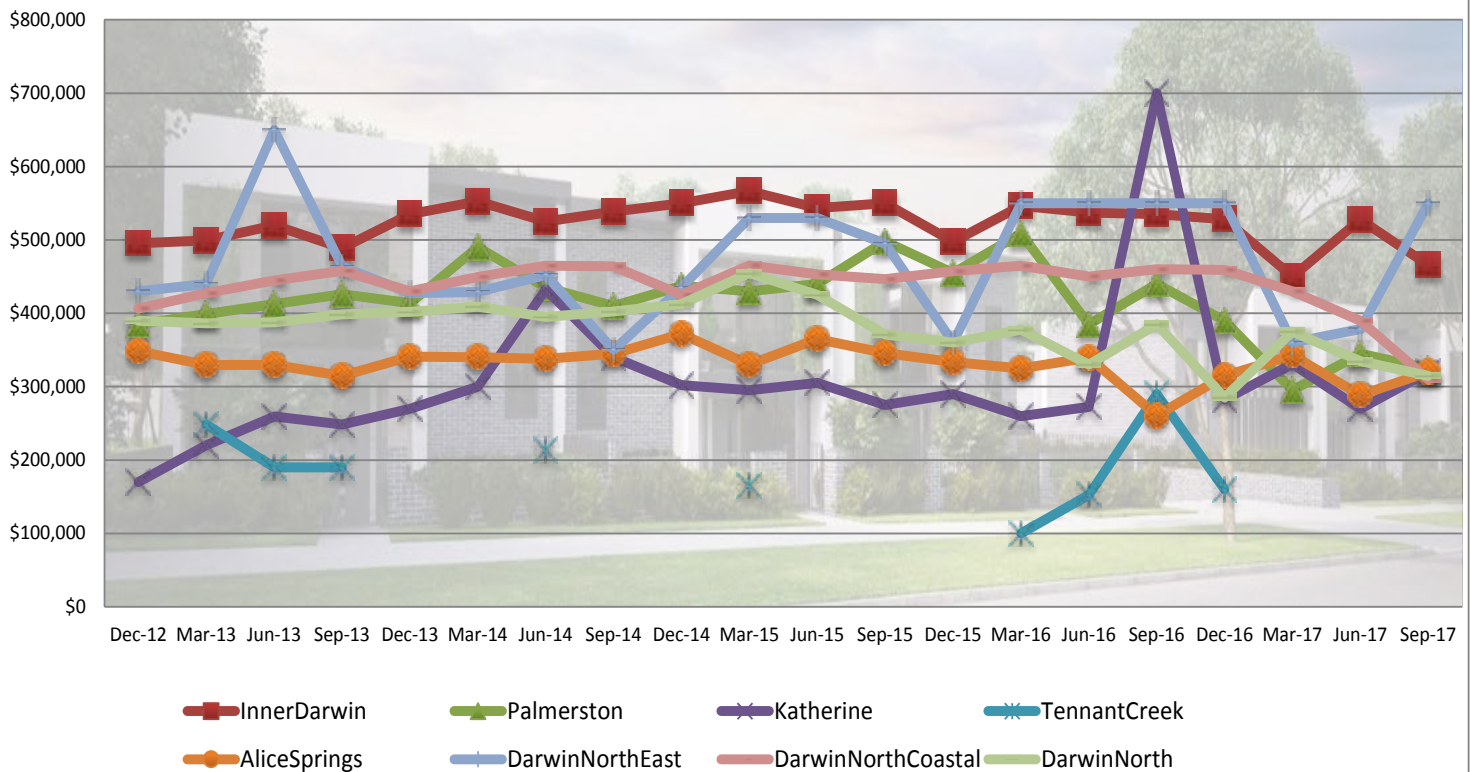
1. Omniture Internal Data, December 2014 - December 2015.
2. Nielsen Market Intelligence, visits for realestate.com.au compared to Domain.com.au in the Northern Territory for December 2014 - December 2015.

RESIDENTIAL UNIT/TOWNHOUSE SALES

RESIDENTIAL UNIT / TOWNHOUSE SALES - September Quarter 2017

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	171	-5.5%	0.6%	\$72,425,300	\$405,000	-13.8%	-12.0%	58	39	59	15
Darwin Inner	109	-13.5%	45.3%	\$49,889,500	\$465,833	-11.7%	-12.9%	23	26	47	13
Darwin North East	7	40.0%	-30.0%	\$3,640,000	\$550,000	45.3%	0.0%	1	0	6	0
Darwin North Coastal	26	-13.3%	-35.0%	\$9,473,000	\$310,000	-20.5%	-32.6%	15	4	5	2
Darwin North	9	28.6%	200.0%	\$2,837,500	\$315,000	-6.0%	-18.2%	8	1	0	0
Palmerston	20	53.8%	-52.4%	\$6,585,300	\$325,000	-5.8%	-26.1%	11	8	1	0
Katherine	1	-50.0%	-50.0%	\$320,000	\$320,000	18.5%	-54.3%	1	0	0	0
Tennant Creek	0			\$-				0	0	0	0
Alice Springs	33	0.0%	-31.3%	\$11,912,053	\$320,000	10.9%	22.8%	19	5	7	2

MEDIAN UNIT SALE PRICE



RESIDENTIAL LAND SALES

RESIDENTIAL LAND SALES - September Quarter 2017 - 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	42	-45.5%	-70.0%	\$8,243,500	\$197,500	19.7%	20.4%	41	1	0	0
Darwin Inner	1			\$410,000	\$410,000			0	1	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	41	-46.8%	-70.5%	\$7,833,500	\$197,000	19.4%	20.9%	41	0	0	0
Katherine	4	300.0%		\$424,400	\$111,600	55.4%		4	0	0	0
Tennant Creek	0			\$-				0	0	0	0
Alice Springs	0			\$-				0	0	0	0

RESIDENTIAL LAND SALES - September Quarter 2017 - 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	15	150.0%	-21.1%	\$3,783,500	\$236,000	-22.0%	0.4%	14	1	0	0
Darwin Inner	0			\$-				0	0	0	0
Darwin North East	0			\$-				0	0	0	0
Darwin North Coastal	1	0.0%	-85.7%	\$412,500	\$412,500	19.6%	17.9%	0	1	0	0
Darwin North	0			\$-				0	0	0	0
Palmerston	14	180.0%	16.7%	\$3,371,000	\$235,500	-9.4%	2.4%	14	0	0	0
Katherine	0			\$-				0	0	0	0
Tennant Creek	0			\$-				0	0	0	0
Alice Springs	0			\$-				0	0	0	0

RESIDENTIAL LAND SALES

RESIDENTIAL LAND SALES - September Quarter 2017 - 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	-28.6%	-37.5%	\$2,520,000	\$350,000	20.7%	21.7%	3	0	0	2
Darwin Inner	2			\$1,655,000	\$827,500			0	0	0	2
Darwin North East	0			\$-				0	0	0	0
Darwin North Coastal	0			\$-				0	0	0	0
Darwin North	0			\$-				0	0	0	0
Palmerston	3	-57.1%	-57.1%	\$865,000	\$260,000	-10.3%	-5.5%	3	0	0	0
Katherine	0			\$-				0	0	0	0
Tennant Creek	3		200.0%	\$135,000	\$50,000		-14.5%	3	0	0	0
Alice Springs	4			\$1,037,500	\$200,000			3	0	1	0

DARWIN'S #1 FINANCE AND INSURANCE GROUP

PURCHASING A HOME?

LOOKING FOR A MORE COMPETITIVE LOAN?

AFTER INSURANCE OPTIONS FOR HOME OR BUSINESS?



CONTACT ABLE FINANCE ON:

PHONE: 1300 LENDER

CHECK US OUT ON FACEBOOK — SEARCH "ABLE FINANCE"

**WATCH OUR WEEKLY VIDEO BLOG — SEARCH ABLE FINANCE ON YOUTUBE
FOR FREE TIPS, TRICKS AND TUTORIALS**



easyBondpay™
makes renting easier for you







 **we make
renting easy
for you** 

 **PROUD SPONSOR OF**
REINT
REAL ESTATE INSTITUTE
OF NORTHERN TERRITORY

What is easyBondpay?

EasyBondpay is an exciting new bond payment facility for tenants and property managers looking to streamline the bond payment process.

Make bond payments **EASY** with easyBondpay.

-  **EASY 1 MINUTE INTERNET APPLICATION**
-  **NO MINIMUM OR MAXIMUM BOND VALUE**
-  **INSTANT APPROVAL**
-  **NO SUPPORTING DOCUMENTS REQUIRED**
-  **SAME DAY, FULL BOND PAYMENT**
-  **ADDITIONAL REVENUE OPPORTUNITY**

EasyBondpay is a proud sponsor of The Real Estate Institute of **Northern Territory**

www.easybondpay.com.au or call us on 1300 022 663

BMW+ADVANTAGE

**YOUR EXCLUSIVE EMPLOYEE BENEFITS
FOR A MORE REWARDING JOURNEY.**



The Ultimate
Driving Machine



WELCOME TO BMW ADVANTAGE.

As a member of Real Estate Institute of Northern Territory (REINT), BMW Group Australia and Darwin BMW are pleased to extend you the many rewards of BMW Advantage, entitling you to exclusive benefits with the purchase of a new BMW.

All individual members of REINT are eligible to receive Gold member benefits, which represent significant value and are provided to you as part of REINT membership. Eligible vehicles may be purchased via your fleet or novated provider, or privately.

BMW ADVANTAGE – GOLD MEMBER BENEFITS INCLUDE:

- Complimentary BMW Service Inclusive for 4 years / 60,000km
- Corporate pricing
- Reduced dealer delivery charges
- Reduced rate on a BMW Driving Experience course

Your spouse is also entitled to enjoy all the benefits of BMW Advantage when they purchase a new BMW, making it even more appealing.

All new BMW models include a 3 Year/Unlimited Kilometres Warranty and 3 Years Roadside Assistance as standard. In addition, if 50 BMW models or more are registered during the calendar year by your fellow members, all vehicles will be upgraded to BMW Advantage Platinum status and will enjoy complimentary BMW Service Inclusive for 5 years / 80,000km.

To find out more about the many rewards of BMW Advantage, book a test-drive or order a brochure, visit bmw.com.au/advantage and enter your member number and password.

To start your rewarding journey with BMW Advantage, remember to inform Darwin BMW that you are a BMW Advantage member from REINT when enquiring about your new vehicle.

DISCOVER YOUR ULTIMATE REWARD WITH BMW ADVANTAGE.

Darwin BMW 544 Stuart Highway, Winnellie. (08) 8928 5500. www.darwinmotorgroup.com.au LMVD 403

*Benefits apply to the purchase of a new BMW vehicle and only to the vehicle purchased. Subject to eligibility. Terms, conditions, exclusions and other limitations apply. Consult Darwin BMW for further details or go to bmw.com.au/advantage.

OPEN YOUR HOME TO 48,000[^] READERS EVERY SATURDAY

News, market analysis and improved listings to help you buy or sell your home.

Your #1 Guide to **Realestate**
in the NT News Every Saturday.



RURAL HOUSE SALES

RURAL HOUSE SALES - September Quarter 2017 - 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	4	33.3%	0.0%	\$3,335,000	\$812,500	8.3%	10.2%	0	0	0	4
Tennant Creek	0			\$-				0	0	0	0
Belyuen	0			\$-				0	0	0	0
Central Desert	0			\$-				0	0	0	0
Coomalie	1		0.0%	\$250,000	\$250,000		-42.5%	1	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	2	100.0%	100.0%	\$2,122,000	\$1,061,000	72.5%	1.0%	0	0	0	2
Darwin North East	0			\$-				0	0	0	0
Dundee	3		0.0%	\$1,093,000	\$295,000		-1.7%	2	0	1	0
East Arnhem	0			\$-				0	0	0	0
East Arm	0			\$-				0	0	0	0
Katherine	1			\$650,000	\$650,000			0	0	0	1
Litchfield	24	-7.7%	0.0%	\$16,565,000	\$653,500	8.0%	15.2%	5	1	5	13
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	2		100.0%	\$1,460,000	\$730,000		66.7%	0	0	1	1
West Arnhem	0			\$-				0	0	0	0

RURAL HOUSE SALES

RURAL HOUSE SALES - September Quarter 2017 - 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	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%	\$255,000	\$255,000		88.2%	1	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	2	100.0%		\$1,773,000	\$886,500	58.3%		0	0	0	2
Litchfield	21	133.3%	5.0%	\$12,496,000	\$560,000	-6.7%	-10.4%	1	0	12	8
MacDonnell	0			\$-				0	0	0	0
Margaret River	0			\$-				0	0	0	0
Marrakai	1		0.0%	\$190,000	\$190,000		-16.7%	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	1			\$235,000	\$235,000			1	0	0	0
Wagait	0			\$-				0	0	0	0
West Arnhem	0			\$-				0	0	0	0

RURAL HOUSE SALES

RURAL HOUSE SALES - September Quarter 2017 - 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			\$125,000	\$125,000			1	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			\$582,000	\$291,000			1	1	0	0
East Arnhem	0			\$-				0	0	0	0
East Arm	0			\$-				0	0	0	0
Katherine	5		400.0%	\$3,241,000	\$655,000		81.9%	0	1	1	3
Litchfield	5	0.0%	25.0%	\$2,558,000	\$420,000	6.3%	-8.7%	0	3	1	1
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

Your life your fund



Braden Walters, REI Super member

Get some good advice

from the super professionals for
the real estate industry.

We've been managing super for Australia's
real estate employees since 1975, so it's fair
to say we know what we're doing.

For over 40 years our members have enjoyed:

- Low fees
- All profits returned to them
- Strong long-term investment returns*

Our expert advisers can assist with:

- options on how to maximise your super
- investments
- insurance
- retirement planning

**Call us on 1300 13 44 33 for low-cost
advice on your super options, or visit
www.reisuper.com.au/super/advice**

*Past performance is no indication of future performance.

**Low fees
Profits to members
Strong returns
www.reisuper.com.au**



The information provided does not constitute financial product advice. However, to the extent that the information may be considered to be general financial product advice, REI Super advises that it has not considered any individual person's objectives, financial situation or particular needs. Individuals need to consider whether the advice is appropriate in light of their goals, objectives and current situation. Members should obtain and read the Product Disclosure Statement for REI Super before making any decisions. Please note that past performance is not a reliable indicator of future performance. REI Superannuation Fund Pty Ltd ABN 68 056 044, 770 AFSL 240569, RSE L 0000314, REI Super ABN 76 641 658 449, RSE R1000412 MySuper unique identifier 76641658449129. July 2017. REIS 52775



RURAL LAND SALES

RURAL LAND SALES - September Quarter 2017 - 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	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	2		0.0%	\$1,060,000	\$530,000		-14.5%	0	0	2	0
Darwin North East	0			\$-				0	0	0	0
Dundee	1	-50.0%	-66.7%	\$142,000	\$142,000	-12.1%	-52.7%	1	0	0	0
East Arnhem	0			\$-				0	0	0	0
East Arm	0			\$-				0	0	0	0
Katherine	0			\$-				0	0	0	0
Litchfield	4	33.3%	-20.0%	\$1,215,000	\$350,000	9.4%	-6.7%	2	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 - September Quarter 2017 - 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	1			\$450,000	\$450,000			0	1	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	-60.0%	-75.0%	\$630,000	\$315,000	-10.4%	1.6%	2	0	0	0
MacDonnell	0			\$-				0	0	0	0
Margaret River	0			\$-				0	0	0	0
Marrakai	1			\$145,000	\$145,000			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

RURAL LAND SALES

RURAL LAND SALES - September Quarter 2017 - 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	1			\$4,500,000	\$4,500,000			0	0	0	1
Coomalie	1		-75.0%	\$190,000	\$190,000		-77.8%	1	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	1		-83.3%	\$900,000	\$900,000		-68.7%	0	0	0	1
Litchfield	2	-33.3%	-66.7%	\$570,000	\$285,000	5.2%	3.4%	2	0	0	0
MacDonnell	0			\$-				0	0	0	0
Margaret River	0			\$-				0	0	0	0
Marrakai	1	-50.0%	-50.0%	\$160,000	\$160,000	-92.3%	-83.2%	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	2		100.0%	\$11,056,939	\$5,528,470		15.6%	0	0	0	2
Wagait	0			\$-				0	0	0	0
West Arnhem	0			\$-				0	0	0	0

LITCHFIELD HOUSE SALES

LITCHFIELD RURAL HOUSE SALES - September Quarter 2017

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr
Acacia Hills	\$-	0			\$1,110,000	2	\$555,000		\$-	0		
Bees Creek	\$-	0			\$700,000	1	\$700,000		\$-	0		
Berry Springs	\$680,000	1	\$680,000		\$-	0			\$391,000	1	\$391,000	20.3%
Black Jungle	\$-	0			\$-	0			\$-	0		
Blackmore	\$-	0			\$255,000	1	\$255,000		\$-	0		
Channel Island	\$-	0			\$-	0			\$-	0		
Coolalinga	\$-	0			\$-	0			\$-	0		
Daly	\$-	0			\$-	0			\$-	0		
Darwin River	\$-	0			\$-	0			\$-	0		
Fly Creek	\$-	0			\$-	0			\$820,000	2	\$410,000	0.0%
Freds Pass	\$-	0			\$-	0			\$-	0		
Girraween	\$1,400,000	2	\$700,000		\$3,645,000	6	\$607,500	-5.1%	\$-	0		
Gunn Point	\$-	0			\$-	0			\$-	0		
Herbert	\$945,000	2	\$472,500	-30.9%	\$1,055,000	2	\$527,500	-17.4%	\$-	0		
Holtze	\$-	0			\$-	0			\$-	0		
Howard Springs	\$2,315,000	4	\$565,000	-8.5%	\$1,260,000	2	\$630,000	26.0%	\$-	0		
Hughes	\$-	0			\$-	0			\$-	0		
Humpty Doo	\$3,663,000	6	\$600,000	6.4%	\$2,951,000	5	\$500,000	-9.9%	\$-	0		
Knuckey Lagoon	\$3,400,000	2	\$1,700,000	41.7%	\$-	0			\$-	0		
Lambells Lagoon	\$-	0			\$-	0			\$-	0		
Livingstone	\$-	0			\$-	0			\$-	0		
Lloyd Creek	\$-	0			\$-	0			\$-	0		
Manton	\$-	0			\$-	0			\$-	0		
Mcmminns Lagoon	\$1,260,000	2	\$630,000	10.0%	\$520,000	1	\$520,000		\$-	0		
Mickett Creek	\$-	0			\$-	0			\$-	0		
Middle Point	\$-	0			\$-	0			\$-	0		
Noonamah	\$-	0			\$-	0			\$1,347,000	2	\$673,500	
Shoal Bay	\$-	0			\$-	0			\$-	0		
Southport	\$495,000	2	\$247,500	-25.7%	\$-	0			\$-	0		
Tumbling Waters	\$-	0			\$-	0			\$-	0		
Virginia	\$2,407,000	3	\$657,000	4.3%	\$1,000,000	1	\$1,000,000	-9.1%	\$-	0		
Wak Wak	\$-	0			\$-	0			\$-	0		
Weddell	\$-	0			\$-	0			\$-	0		
Wickham	\$-	0			\$-	0			\$-	0		

LITCHFIELD LAND SALES

LITCHFIELD RURAL LAND SALES - September Quarter 2017

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr
Acacia Hills	\$-	0			\$-	0			\$250,000	1	\$250,000	
Bees Creek	\$-	0			\$-	0			\$-	0		
Berry Springs	\$325,000	1	\$325,000		\$-	0			\$-	0		
Black Jungle	\$-	0			\$-	0			\$-	0		
Blackmore	\$-	0			\$300,000	1	\$300,000		\$-	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	\$-	0			\$-	0			\$-	0		
Gunn Point	\$-	0			\$-	0			\$-	0		
Herbert	\$-	0			\$330,000	1	\$330,000		\$-	0		
Holtze	\$-	0			\$-	0			\$-	0		
Howard Springs	\$-	0			\$-	0			\$-	0		
Hughes	\$-	0			\$-	0			\$-	0		
Humpty Doo	\$375,000	1	\$375,000	7.1%	\$-	0			\$-	0		
Knuckey Lagoon	\$-	0			\$-	0			\$-	0		
Lambells Lagoon	\$-	0			\$-	0			\$320,000	1	\$320,000	
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	\$120,000	1	\$120,000	0.0%	\$-	0			\$-	0		
Tumbling Waters	\$-	0			\$-	0			\$-	0		
Virginia	\$395,000	1	\$395,000		\$-	0			\$-	0		
Wak Wak	\$-	0			\$-	0			\$-	0		
Weddell	\$-	0			\$-	0			\$-	0		
Wickham	\$-	0			\$-	0			\$-	0		



Greatness is rare.

Embrace it with the C-Class Sport Edition and the Mercedes-Benz Corporate Programme.

Olympian Cameron McEvoy knows that greatness doesn't wait. You have to chase it. Go further, faster and be better. If greatness is what drives you, then now is the time to enjoy a limited edition C 200 for \$66,800*, complete with AMG styling and the benefits of our Corporate Programme¹, including:

- Reduced Dealer Delivery fee².
- Complimentary scheduled servicing at an authorised participating Mercedes-Benz dealership for up to 3 years or 75,000 km³ (whichever comes first).
- Total of 4 years complimentary Mercedes-Benz Road Care nationwide.

See your authorised Mercedes-Benz dealer before 30 September, or while stocks last.

www.mercedes-benz.com.au/sportedition

www.mercedes-benz.com.au/corporate

*\$66,800 is the maximum recommended drive away campaign price of the standard specification C 200 Sport Edition ordered between 1 August - 30 September 2017 at participating dealers. ¹Corporate Programme is subject to eligibility. ²Not applicable to all models. ³Non-AMG up to 3 years or 75,000km from new (whichever comes first). AMG (excluding V12 vehicles) 3 years or 60,000 km from new (whichever comes first). All V12 vehicles 3 years or 50,000 km from new (whichever comes first).

Mercedes-Benz

The best or nothing.



COOMALIE HOUSE & LAND SALES

COOMALIE RURAL HOUSE SALES - September Quarter 2017

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr
Adelaide River	\$250,000	1	\$250,000		\$255,000	1	\$255,000		\$125,000	1	\$125,000	
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		

COOMALIE RURAL LAND SALES - September Quarter 2017

	UP TO 2 HA				2-8 HA				OVER 8 HA			
Location	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	No Sold	Median Price	% Qtr	Total Sales Vol	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			\$190,000	1	\$190,000	
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 - September Quarter 2017

Location & Dwelling	Price	% Change per Quarter	% Change per Annum
Inner Darwin			
3 Bedroom	590.0	-1.7%	11.3%
4 Bedroom	725.0	-3.3%	-9.4%
Darwin North Coastal			
3 Bedroom	480.0	0.0%	-7.7%
4 Bedroom	650.0	0.0%	-4.4%
Darwin North East			
3 Bedroom	440.0	-2.2%	-21.4%
4 Bedroom	570.0	8.6%	-16.2%
Darwin North			
3 Bedroom	450.0	0.0%	-6.3%
4 Bedroom	560.0	-3.4%	1.8%
Palmerston			
3 Bedroom	430.0	-2.3%	-8.0%
4 Bedroom	550.0	0.0%	-6.8%
Katherine			
3 Bedroom	430.0	2.4%	2.4%
4 Bedroom	510.0	2.0%	-3.8%
Alice Springs			
2 Bedroom	455.0	11.7%	19.7%
3 Bedroom	515.0	3.0%	7.3%
4 Bedroom	650.0	8.3%	8.3%

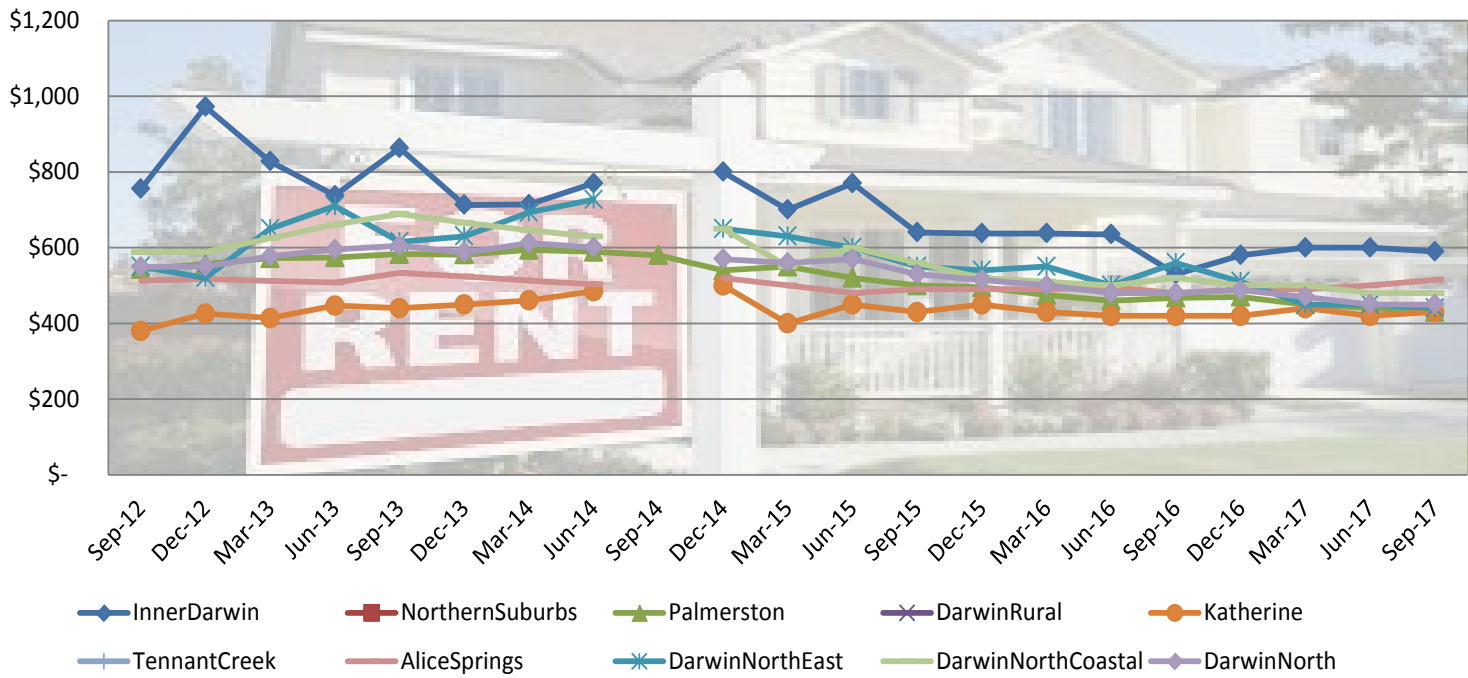
WEEKLY UNIT/TOWNHOUSE RENTAL

MEDIAN WEEKLY UNIT / TOWNHOUSE RENTAL - September Quarter 2017

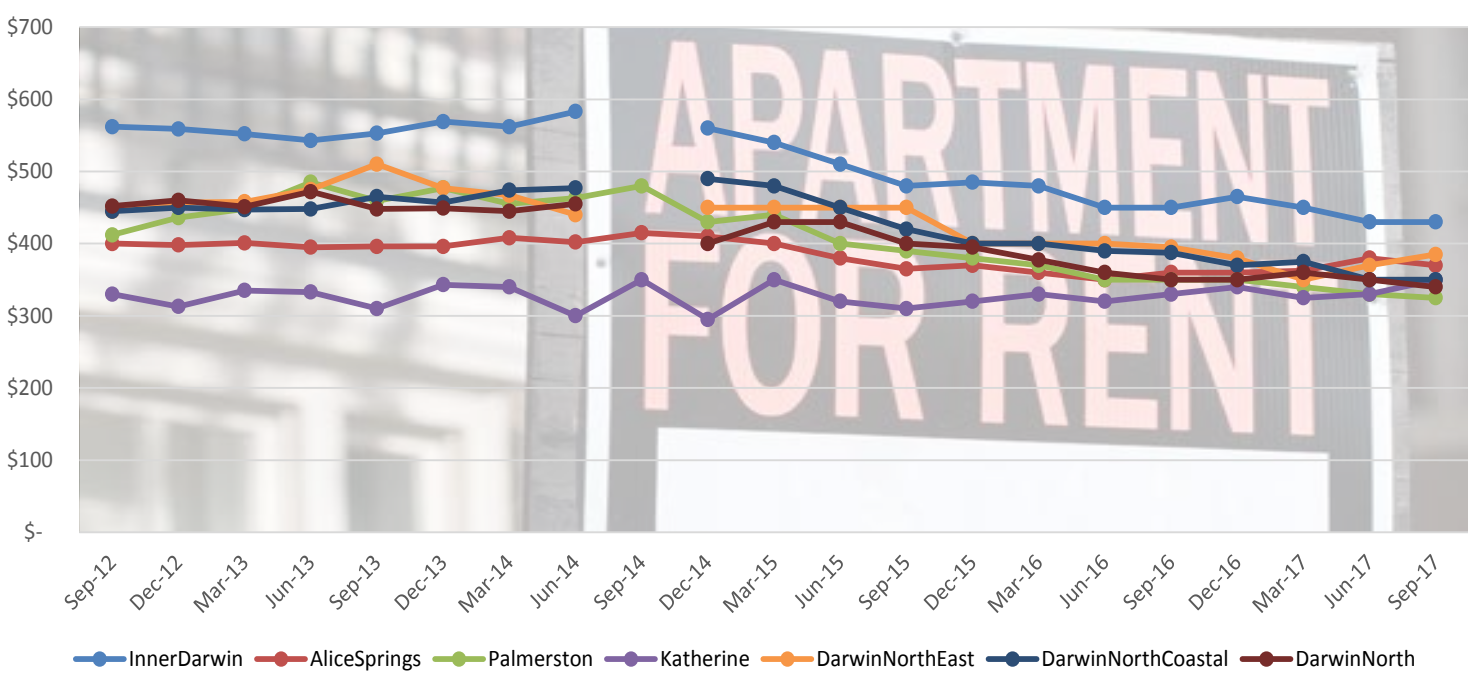
Location & Dwelling	Price	% Change per Quarter	% Change per Annum
Inner Darwin			
1 Bedroom	330.0	0.0%	-7.0%
2 Bedroom	430.0	0.0%	-4.4%
3 Bedroom	580.0	5.5%	0.0%
Darwin North Coastal			
1 Bedroom	260.0	-1.9%	-7.1%
2 Bedroom	350.0	0.0%	-9.7%
3 Bedroom	450.0	-2.2%	-13.5%
Darwin North East			
1 Bedroom	230.0	4.5%	-28.1%
2 Bedroom	385.0	4.1%	-2.5%
3 Bedroom	440.0	-2.2%	-5.4%
Darwin North			
1 Bedroom	200.0	-24.8%	-42.9%
2 Bedroom	340.0	-2.9%	-2.9%
3 Bedroom	370.0	-3.9%	-11.9%
Palmerston			
1 Bedroom	225.0	-2.0%	-8.0%
2 Bedroom	325.0	-1.5%	-7.1%
3 Bedroom	410.0	-2.4%	-2.4%
Katherine			
1 Bedroom	260.0	0.0%	11.8%
2 Bedroom	350.0	6.1%	6.1%
3 Bedroom	380.0	0.0%	5.6%
Alice Springs			
1 Bedroom	300.0	5.3%	7.1%
2 Bedroom	370.0	-2.6%	2.8%
3 Bedroom	490.0	1.0%	2.6%

WEEKLY HOUSE & UNIT RENTAL

3 Bedroom House Median Rent



2 Bedroom Unit Median Rent



SERIOUSLY

HOT

To find out how to
Ignite Your Business

contact us on

Phone 08 8927 4410

office@tendarwin.com.au www.tendarwin.com.au



**DARWIN
DIGITAL TELEVISION**



RENTAL YIELDS

MEDIAN OVERALL WEEKLY RENTAL			
Location & Dwelling	Price	% Change per Quarter	% Change per Annum
Darwin Overall	(Includes Inner Darwin, Northern Suburbs & Palmerston)		
3 Bedroom House	478.0	-1.2%	-6.5%
2 Bedroom Unit	366.0	0.0%	-5.3%
RENTAL YIELD			
Location & Dwelling	Yield %	% Change per Quarter	% Change per Annum
Darwin Overall			
3 Bedroom House	5.0%	0.4%	0.2%
2 Bedroom Unit	4.7%	0.6%	0.3%
HOUSE RENTAL YIELD - 3 BEDROOM HOUSE			
Location & Dwelling	Yield %	% Change per Quarter	% Change per Annum
Darwin Inner	4.0%	0.1%	0.4%
Darwin North Coastal	4.1%	0.0%	-0.4%
Darwin North East	3.4%	0.1%	-0.4%
Darwin North	5.1%	0.6%	0.6%
Palmerston	4.9%	-0.1%	-0.1%
Katherine	7.2%	0.8%	0.7%
Alice Springs	5.6%	-0.4%	-0.3%
UNIT/TOWNHOUSE RENTAL YIELD - 2 BEDROOM UNIT			
Location & Dwelling	Yield %	% Change per Quarter	% Change per Annum
Darwin Inner	4.8%	0.6%	0.4%
Darwin North Coastal	5.9%	1.2%	1.5%
Darwin North East	3.6%	-1.4%	-0.1%
Darwin North	5.6%	0.2%	0.9%
Palmerston	5.2%	0.2%	1.1%
Katherine	5.7%	-0.7%	3.2%
Alice Springs	6.0%	-0.8%	-1.2%

VACANCY RATES

VACANCY RATES - OVERALL DWELLINGS

Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	5.9%	-0.6%	-0.8%
Palmerston	6.5%	0.0%	0.6%
Rural	5.9%	-3.4%	-1.7%
Katherine	5.1%	-0.2%	1.7%
Alice Springs	3.8%	-0.4%	0.1%

VACANCY RATES - HOUSES

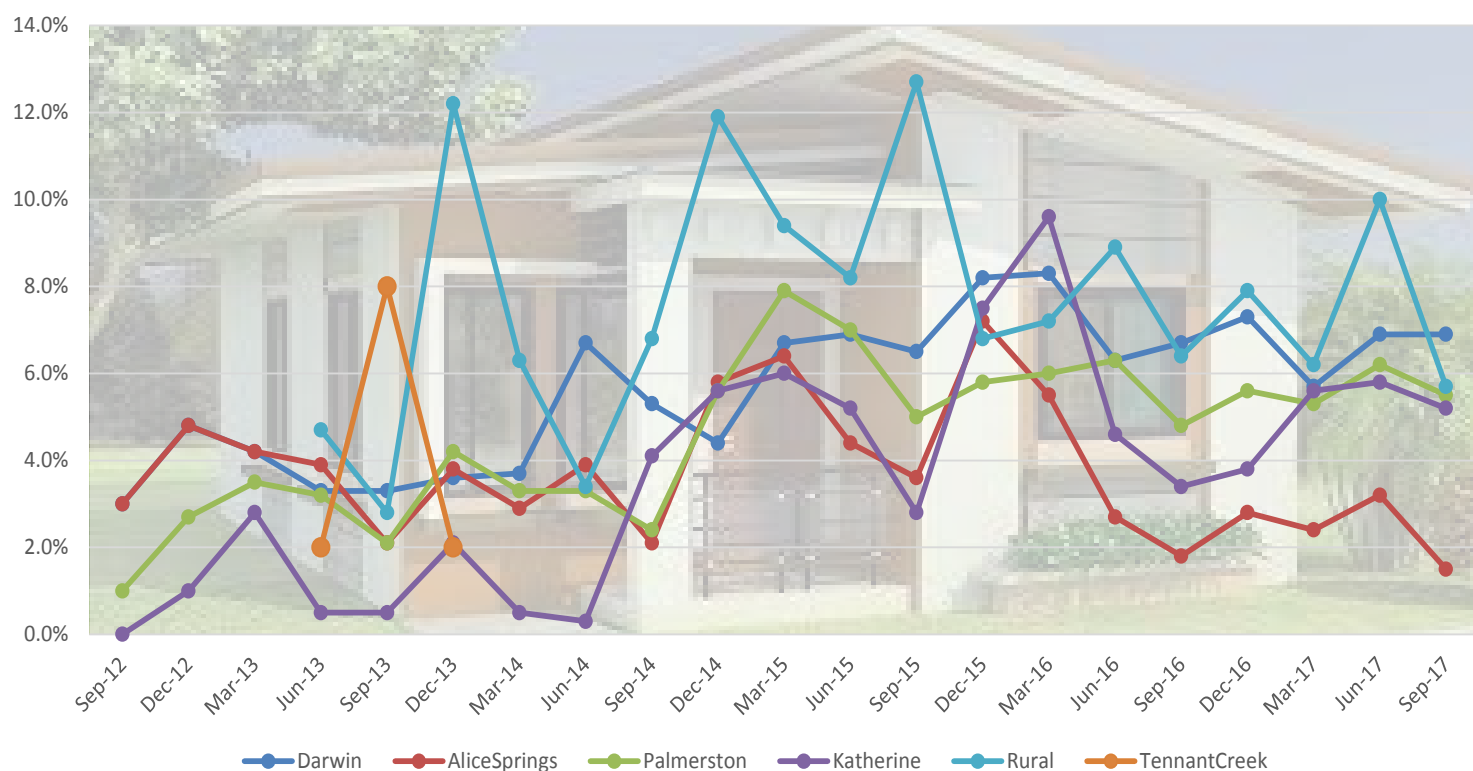
Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	6.9%	0.0%	0.2%
Palmerston	5.5%	-0.7%	0.7%
Rural	5.7%	-4.3%	-0.7%
Katherine	5.2%	-0.6%	1.8%
Alice Springs	1.5%	-1.7%	-0.3%

VACANCY RATES - UNITS & TOWNHOUSES

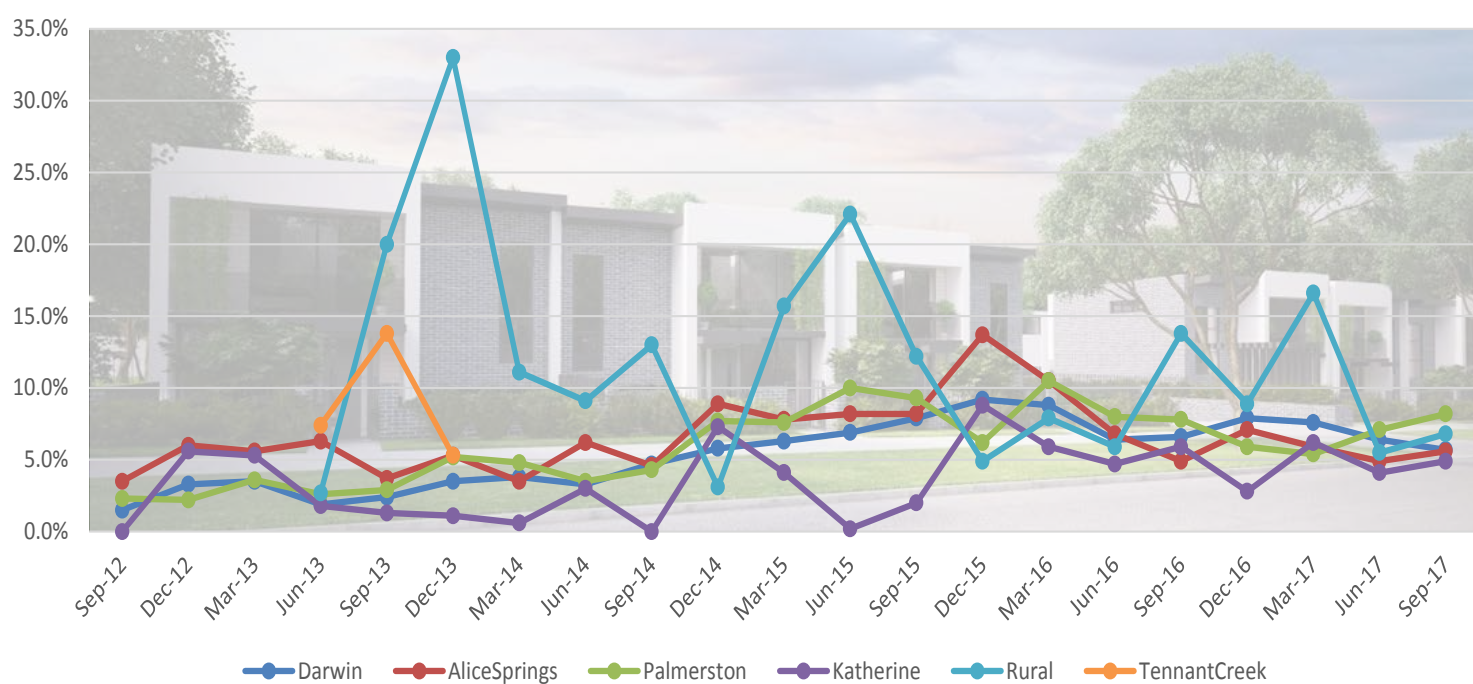
Location & Dwelling	Rate	Rate - % Change per Quarter	Rate - % Change per Annum
Darwin (including Northern Suburbs)	5.7%	-0.7%	-0.9%
Palmerston	8.2%	1.1%	0.4%
Rural	6.8%	1.3%	-7.0%
Katherine	4.9%	0.8%	-1.0%
Alice Springs	5.6%	0.7%	0.7%

VACANCY RATES

House Rental Vacancy Rates

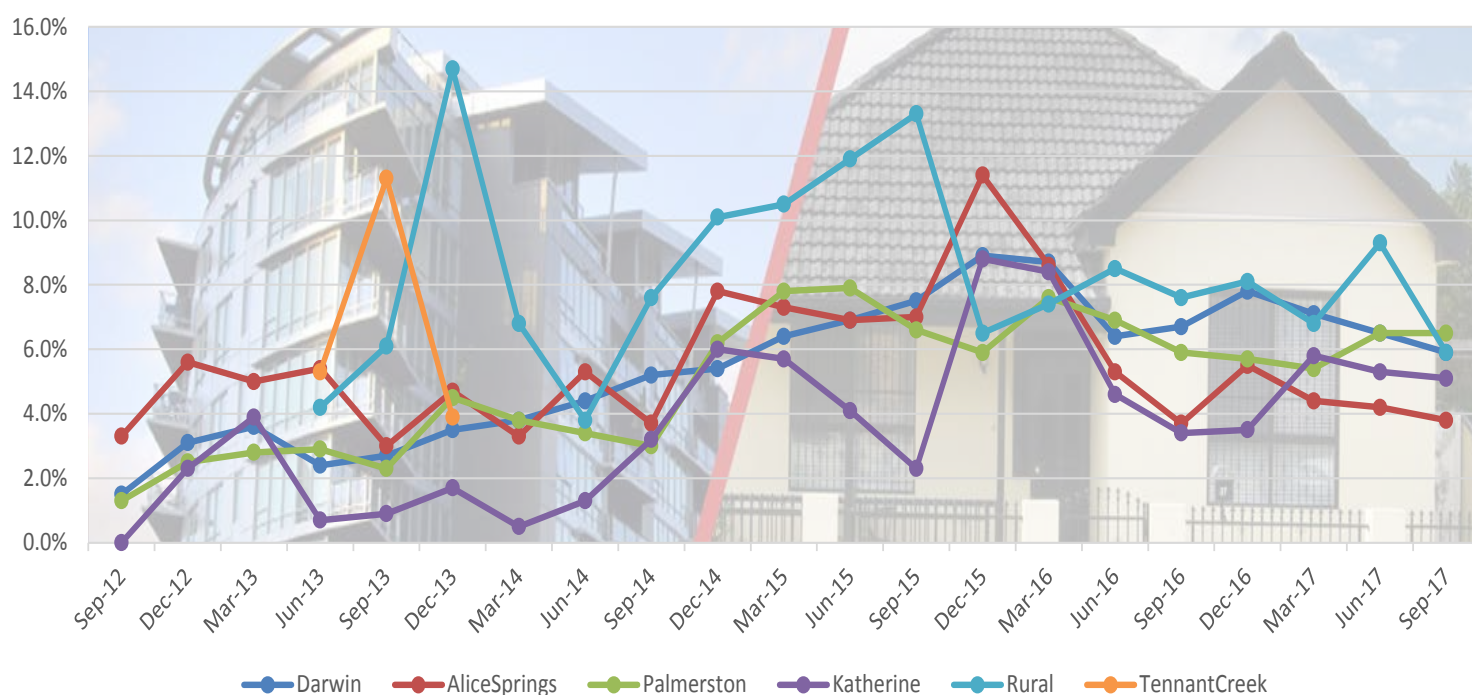


Unit Rental Vacancy Rates



VACANCY RATES

Overall Rental Vacancy Rates



QS SERVICES

QUANTITY SURVEYORS
& COST CONSULTANTS


Where Construction Costs, Count!

The complete solution to all your
quantity surveying and cost advice needs with over
20 years of trusted local experience in:

- Estimates
- Construction Contract Administration
- Cost Planning
- Insurance Replacement Valuation
- Preparation of Bills of Quantities
- Tax Depreciation Schedules

1018581

P: (08) 8491 0116 **F:** (08) 8941 0864 **E:** info@qsservices.com.au
 5 Whitfield St Darwin NT 0800 GPO Box 4009 Darwin NT 0801

NEW MANDATORY DATA BREACH LAWS, ARE YOU READY?

With this year quickly closing out, it's important to remember that the new Mandatory Data Breach laws will take effect from 7 February in the new year.

There has not previously been in Australia a duty to notify anybody where a party has either disclosed private information in contravention of Australian Privacy Principle under the *Privacy Act 1988* or had private information stolen in a cyber incident.

The *Privacy Act* currently permits the Office of the Australian Information Commissioner (**OAIC**) to impose civil penalties up to \$1M plus where there is a serious or repeated interference with privacy.

From February 2017 the *Privacy Amendment (Notifiable Data Breaches) Bill 2016* will impose an obligation on businesses to notify the OAIC where there is an 'eligible data breach'. An 'eligible data breach' (**ED breach**) occurs (with limited exceptions) if:

- Unauthorised access to, or disclosure of, personal information;
- Information is lost with a risk of unauthorised access or disclosure; and
- A reasonable person would conclude that the access or disclosure would be likely to result in serious harm to any of the individuals to whom the information relates.

Accordingly, if personal information is disclosed by a disgruntled employee or obtained in a cyber incident, consideration will have to be given to whether or not a breach of the Act has occurred.

'Notification' must be given immediately.

If the business suspects but is not really sure that an ED breach has occurred, it is permitted to carry out a reasonable and expeditious assessment (within 30 days of when suspicion was aroused) to determine if there are reasonable grounds to believe an ED breach has occurred. If it finds none, then the notification provisions are not triggered.

'Notification' requires the business to prepare a statement setting out:

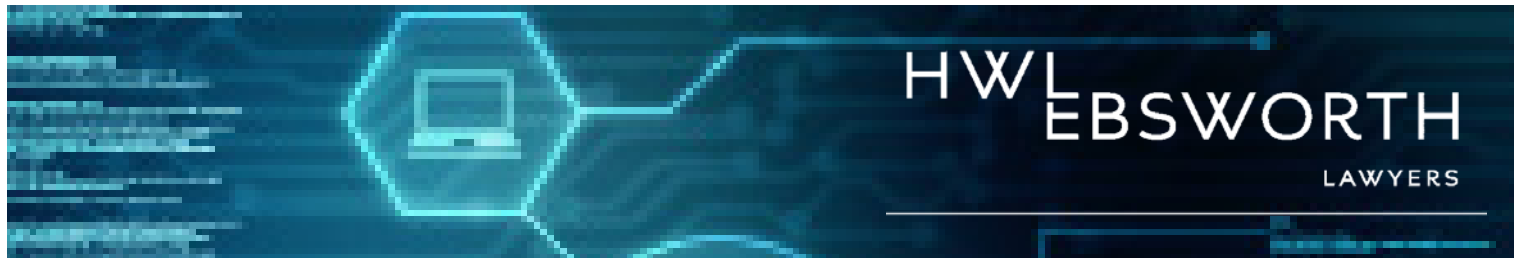
- Identity and contact details of the entity;
- Description of the eligible data breach;
- The kind or kinds of information concerned; and
- Recommendations about steps individuals should take in response to the eligible data breach.

The business must also give a copy to the OAIC and notify contents of the Notice to individuals to whom the information relates.

More broadly, the Australian Securities and Investments Commission (**ASIC**) has taken the view that the *Corporations Act 2001* and general directors' duties of 'reasonable care and diligence' makes cyber resilience a legal duty. That is corporations must guard all information (not just personal information) against unauthorised access, including commercially sensitive information.

CYBER INCIDENT RESPONSE *NINE KEY STEPS*

Identification	<ul style="list-style-type: none"> ▪ An immediate assessment to identify the nature of the threat, nature of the adversary, and what assets are at risk. ▪ Identify those who need immediate notification, particularly key stakeholders, any cyber risk insurer and engagement of breach response team.
Mitigation	<ul style="list-style-type: none"> ▪ Ascertain what needs to be done immediately to contain the breach and the effects of the incident. ▪ Engage with external assistance as required to manage the breach. ▪ Implement business continuity and/or disaster recovery plan.
Investigation	<ul style="list-style-type: none"> ▪ Consider engaging lawyers to ensure protection of legal privilege over investigation reports. ▪ Interview witnesses (including employees and contractors), engage experts (particularly IT forensics), and establish detail as to what has happened. ▪ Brief witnesses on rights and obligations in regulatory investigations.



Preservation	<ul style="list-style-type: none"> Preserve evidence and retain records/logs in case there is any litigation or regulatory investigation.
Evaluation	<ul style="list-style-type: none"> Evaluate the impact of the breach - who is affected, what kind of harm (both internally and externally) could result. Conduct a comparison to the system back up to fully assess the impact of the breach.
Notification	<ul style="list-style-type: none"> Consider whether notification is required to regulators or law enforcement bodies and to affected individuals or businesses. Undertake legal vetting of content of any notification.
Communication	<ul style="list-style-type: none"> Implement communications / PR strategy including with media and with external stakeholders. Undertake legal vetting of all proposed communications. Don't use affected systems for the communication.
Remediation	<ul style="list-style-type: none"> Consider what assets need restoring, retrieving, recovering or replacing. Consider and implement remedial steps with external stakeholders or affected individuals e.g. credit monitoring.
Prevention	<ul style="list-style-type: none"> Document an incident report with key learning outcomes to prevent future similar incidents from occurring and ensure steps are taken in response to the key learnings. Update breach response plan and cyber security plan to reflect key preventative learnings.

This article was written by Tony Morgan, Partner and Nadia D'Souza, Associate.



Despite what many law firms say, it can be very difficult to differentiate one firm from another. Our rapid rise to become the largest legal partnership in Australia shows that in our case, the differences are real. Let us demonstrate how you can benefit from those differences. Visit our website at hwlebsworth.com.au

Adelaide
Canberra
Hobart
Norwest
Sydney

Brisbane
Darwin
Melbourne
Perth

HWLEBSWORTH
LAWYERS

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	8	14.3%	60.0%	\$4,280,000	\$517,500	12.5%	-13.8%
Anula	2	-83.3%	-75.0%	\$1,048,000	\$524,000	-2.1%	-6.0%
Bayview	1	-50.0%	-66.7%	\$1,345,000	\$1,345,000	48.6%	24.5%
Berrimah	0			\$-			
Brinkin	1	-50.0%		\$1,180,000	\$1,180,000	23.2%	
Casuarina	0			\$-			
Coconut Grove	1	-75.0%	-66.7%	\$500,000	\$500,000	-7.6%	-15.3%
Darwin	0			\$-			
Fannie Bay	5	25.0%		\$5,040,000	\$940,000	-31.3%	
Jingili	4	0.0%	-20.0%	\$2,415,000	\$587,500	7.3%	9.8%
Karama	19	58.3%	216.7%	\$8,017,000	\$430,000	-2.3%	-8.7%
Larrakeyah	0			\$-			
Leanyer	9	0.0%	-30.8%	\$5,033,725	\$572,000	2.1%	1.2%
Ludmilla	3	-40.0%	0.0%	\$2,010,000	\$635,000	0.8%	-11.8%
Lyons	3	-57.1%	-50.0%	\$2,340,000	\$750,000	-13.3%	-1.3%
Malak	7	75.0%	75.0%	\$2,888,500	\$400,000	-8.3%	-27.1%
Marrara	1	-50.0%	-66.7%	\$675,000	\$675,000	-4.9%	-12.3%
Millner	2	-60.0%	-60.0%	\$735,000	\$367,500	-30.7%	-21.0%
Moil	4	-50.0%	-42.9%	\$2,140,000	\$560,000	16.4%	18.5%
Muirhead	13	116.7%	18.2%	\$8,427,500	\$650,000	-5.5%	-5.1%
Nakara	5	150.0%	25.0%	\$2,585,000	\$520,000	-1.9%	-11.7%
Nightcliff	7	-12.5%	133.3%	\$5,466,500	\$800,000	8.6%	-18.4%
Parap	3	0.0%	-40.0%	\$2,270,000	\$760,000	-5.0%	15.2%
Rapid Creek	4	0.0%	0.0%	\$2,886,000	\$743,000	0.7%	13.7%
Stuart Park	4	0.0%	0.0%	\$2,455,000	\$585,000	-25.2%	-20.9%
The Gardens	0			\$-			
The Narrows	1	0.0%	0.0%	\$750,000	\$750,000	68.5%	70.5%
Tiwi	5	25.0%	66.7%	\$2,993,807	\$470,000	-9.2%	6.8%
Wagaman	4	-20.0%	-20.0%	\$1,687,000	\$422,500	-27.2%	-4.0%
Wanguri	3	0.0%	-25.0%	\$1,843,000	\$628,000	-1.2%	2.5%
Winnellie	0			\$-			
Woolner	0			\$-			
Wulagi	7	250.0%	-41.7%	\$3,325,000	\$470,000	-9.6%	-3.6%

DARWIN & NORTHERN SUBURBS UNITS & TOWNHOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alawa	0			\$-			
Anula	0			\$-			
Bayview	1	-80.0%	-50.0%	\$850,000	\$850,000	46.6%	30.8%
Berrimah	6	500.0%	-40.0%	\$3,300,000	\$550,000	0.0%	0.0%
Brinkin	0			\$-			
Casuarina	0			\$-			
Coconut Grove	3	-57.1%	-78.6%	\$810,000	\$290,000	-23.7%	-37.0%
Darwin	37	2.8%	2.8%	\$16,115,000	\$470,000	-4.3%	-17.9%
Fannie Bay	10	-77.3%	42.9%	\$4,762,500	\$430,000	-20.4%	-34.8%
Jingili	0			\$-			
Karama	2	0.0%	100.0%	\$560,000	\$280,000	-5.1%	-26.3%
Larrakeyah	30	233.3%	650.0%	\$14,400,000	\$465,833	-4.0%	-21.8%
Leanyer	6	200.0%	200.0%	\$1,962,500	\$323,750	-18.6%	-22.6%
Ludmilla	2		0.0%	\$570,000	\$285,000		-20.1%
Lyons	0			\$-			
Malak	0			\$-			
Marrara	1	-75.0%		\$340,000	\$340,000	-4.0%	
Millner	1	-75.0%	-66.7%	\$360,000	\$360,000	43.4%	-41.5%
Moil	1			\$237,500	\$237,500		
Muirhead	3	200.0%		\$1,617,000	\$507,000	-17.6%	
Nakara	0			\$-			
Nightcliff	10	0.0%	-9.1%	\$3,744,000	\$300,000	-36.2%	-38.1%
Parap	7	-50.0%	-30.0%	\$3,460,000	\$415,000	-17.4%	-6.7%
Rapid Creek	5	-16.7%	-50.0%	\$1,971,000	\$320,000	-18.5%	-6.2%
Stuart Park	17	54.5%	41.7%	\$7,782,000	\$475,000	13.1%	13.1%
The Gardens	2	-33.3%		\$870,000	\$435,000	-1.1%	
The Narrows	0			\$-			
Tiwi	3			\$733,500	\$180,000		
Wagaman	0			\$-			
Wanguri	0			\$-			
Winnellie	0			\$-			
Woolner	3	-25.0%	50.0%	\$1,080,000	\$365,000	-32.4%	-28.4%
Wulagi	1			\$315,000	\$315,000		

PALMERSTON HOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Bakewell	6	50.0%	0.0%	\$2,355,000	\$390,000	-14.3%	-14.3%
Bellamack	4	-20.0%	-20.0%	\$2,245,000	\$570,000	-8.1%	-11.6%
Driver	4	-60.0%	-33.3%	\$1,795,000	\$440,000	1.5%	-6.4%
Durack	17	54.5%	183.3%	\$8,120,500	\$470,000	5.6%	-11.5%
Farrar	3	0.0%	50.0%	\$1,585,000	\$540,000	-2.7%	-10.1%
Gray	4	-50.0%	0.0%	\$1,429,000	\$374,500	-5.8%	-9.8%
Gunn	11	-8.3%	0.0%	\$4,897,500	\$460,000	-3.9%	-5.2%
Johnston	1		-80.0%	\$665,000	\$665,000		2.3%
Marlow Lagoon	0			\$-			
Moulden	5	-28.6%	0.0%	\$1,490,000	\$300,000	-9.1%	-21.1%
Palmerston City	0			\$-			
Pinelands	0			\$-			
Rosebery	10	233.3%	42.9%	\$4,856,000	\$485,000	-14.9%	-3.2%
Woodroffe	11	37.5%	120.0%	\$4,464,000	\$415,000	-5.7%	-11.7%
Yarrowonga	0			\$-			
Zuccoli	5	-37.5%		\$2,797,500	\$540,000	-11.5%	

PALMERSTON UNITS & TOWNHOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Bakewell	3	50.0%	50.0%	\$767,800	\$270,000	-19.8%	-26.3%
Bellamack	2	-33.3%	-92.6%	\$650,000	\$325,000	-14.5%	-26.1%
Driver	2		100.0%	\$450,500	\$225,250		-10.3%
Durack	0			\$-			
Farrar	0			\$-			
Gray	3	0.0%	200.0%	\$997,000	\$365,000	62.2%	-6.4%
Gunn	0			\$-			
Johnston	3	50.0%	0.0%	\$1,210,000	\$375,000	-3.1%	-12.8%
Marlow Lagoon	0			\$-			
Moulden	0			\$-			
Palmerston City	0			\$-			
Pinelands	0			\$-			
Rosebery	6	500.0%	500.0%	\$2,130,000	\$347,500	-9.7%	-24.5%
Woodroffe	0			\$-			
Yarrowonga	0			\$-			
Zuccoli	1		-75.0%	\$380,000	\$380,000		-25.3%

ALICE SPRINGS HOUSES

Location	No. Sold	% Change Qtr	% Change Annual	Total Sale Amount	Median Price of Sale	% Change Qtr	% Change Annual
Alice Springs	1			\$520,000	\$520,000		
Araluen	10	-28.6%	66.7%	\$4,914,999	\$496,500	2.7%	-17.6%
Arumbera	0			\$-			
Braitling	12	20.0%	50.0%	\$5,926,000	\$468,000	11.1%	2.3%
Ciccone	0			\$-			
Connellan	0			\$-			
Desert Springs	6	20.0%	500.0%	\$4,421,500	\$663,750	-3.8%	-25.4%
East Side	9	12.5%	80.0%	\$4,660,000	\$495,000	-5.8%	-3.9%
Flynn	0			\$-			
Gillen	14	0.0%	16.7%	\$6,242,500	\$455,500	9.8%	16.6%
Hugh	0			\$-			
Ilparpa	0			\$-			
Irlpme	0			\$-			
Larapinta	6	-25.0%	-40.0%	\$3,062,500	\$428,750	2.4%	61.0%
Mount Johns	1		0.0%	\$675,000	\$675,000		5.5%
Ross	0			\$-			
Sadadeen	6	-14.3%	0.0%	\$2,157,000	\$369,750	-9.8%	-7.2%
Stuart	1	0.0%	0.0%	\$535,000	\$535,000	11.5%	17.6%
The Gap	4	33.3%	100.0%	\$1,605,000	\$382,500	2.0%	-7.8%
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		-50.0%	\$582,500	\$582,500		0.0%
Araluen	1	-80.0%	-50.0%	\$592,000	\$592,000	31.6%	70.4%
Arumbera	0			\$-			
Braitling	1		0.0%	\$323,000	\$323,000		5.9%
Ciccone	0			\$-			
Connellan	0			\$-			
Desert Springs	0			\$-			
East Side	8	166.7%	300.0%	\$2,932,500	\$352,500	42.4%	22.6%
Flynn	0			\$-			
Gillen	8	100.0%	60.0%	\$2,948,103	\$330,000	-10.9%	10.0%
Hugh	0			\$-			
Ilparpa	0			\$-			
Irlpme	0			\$-			
Larapinta	1	-66.7%		\$275,000	\$275,000	2.6%	
Mount Johns	7	40.0%		\$1,587,850	\$187,950	-65.8%	
Ross	0			\$-			
Sadadeen	2	0.0%	0.0%	\$1,610,100	\$805,050	278.8%	159.7%
Stuart	1	0.0%		\$240,000	\$240,000	-31.4%	
The Gap	3	-50.0%	-86.4%	\$821,000	\$295,000	16.1%	15.7%
White Gums	0			\$-			



National Property Advisory is the leading independent property valuation and advisory service provider across the Northern Territory



ANDREW NOSEDA, FAPI
CERTIFIED PRACTISING VALUER



MIKE MCDERMOTT, FAPI
CERTIFIED PRACTISING VALUER



ALAN LUDLOW, FAPI
CERTIFIED PRACTISING VALUER

We focus on specialist properties where our team of valuers have extensive experience in providing valuation and consultancy advice

- ✓ Residential
- ✓ Rural
- ✓ Aged Care / Retirement
- ✓ Hospitality & Tourism
- ✓ Expert Witness
- ✓ Commercial / Retail / Office
- ✓ Industrial
- ✓ Going Concern
- ✓ Asset & Financial Reporting



Contact Us Today

Telephone | 0437 224 947

Email | info@gpan.com.au

National Property Advisory
Suite c306, Level 1, Tower 3
19C Kitchener Drive
Darwin NT 0800

TAKE ADVANTAGE OF CORPORATE BENEFITS



AVAILABLE TO ALL REINT MEMBERS

As a member of REINT, you are entitled to take advantage of the Lexus Corporate Benefits Program. There has never been a better time to own a Lexus. You also get access to Lexus Encore Privileges Program.¹

Corporate Benefits include:

- 3 year / 60,000 km complimentary schedule servicing
- Reduced dealer pre-delivery fee
- Corporate discounts on selected vehicles

Encore Privileges Program includes:

- 4 year/100,000 km warranty (whichever occurs first)
- Service Loan Cars or complimentary pick-up/drop-off during servicing
- Lexus Drivecare providing 24hrs roadside assistance

To find out more about this program, and what other benefits you may qualify for, please contact Rob Longuet on (08) 8946 0000 or 0412 898 875.



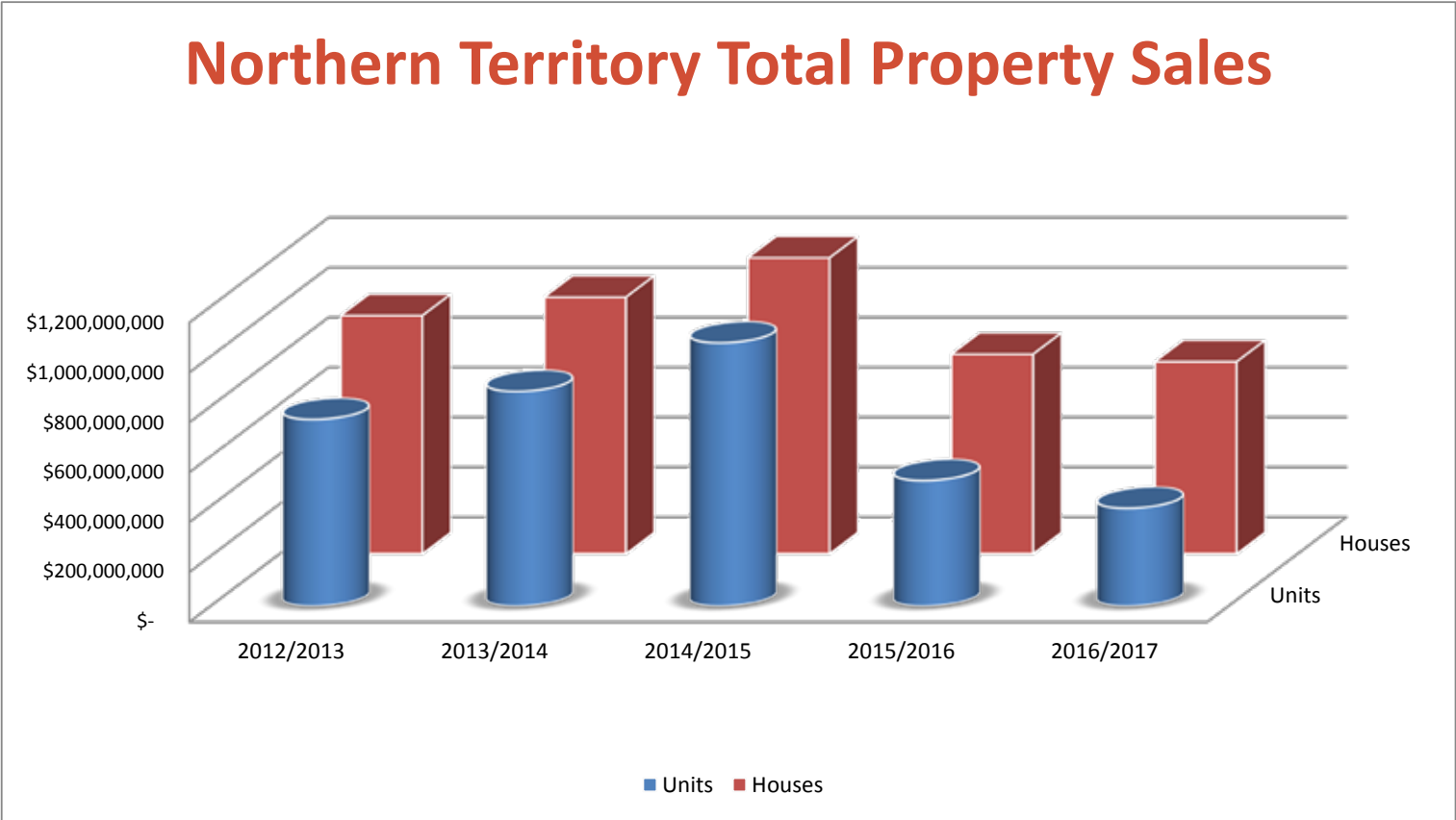
Lexus of Darwin

1 Stuart Hwy, Darwin 0800 P (08) 8946 0000
lexusofdarwin.com.au sales@lexusofdarwin.com.au

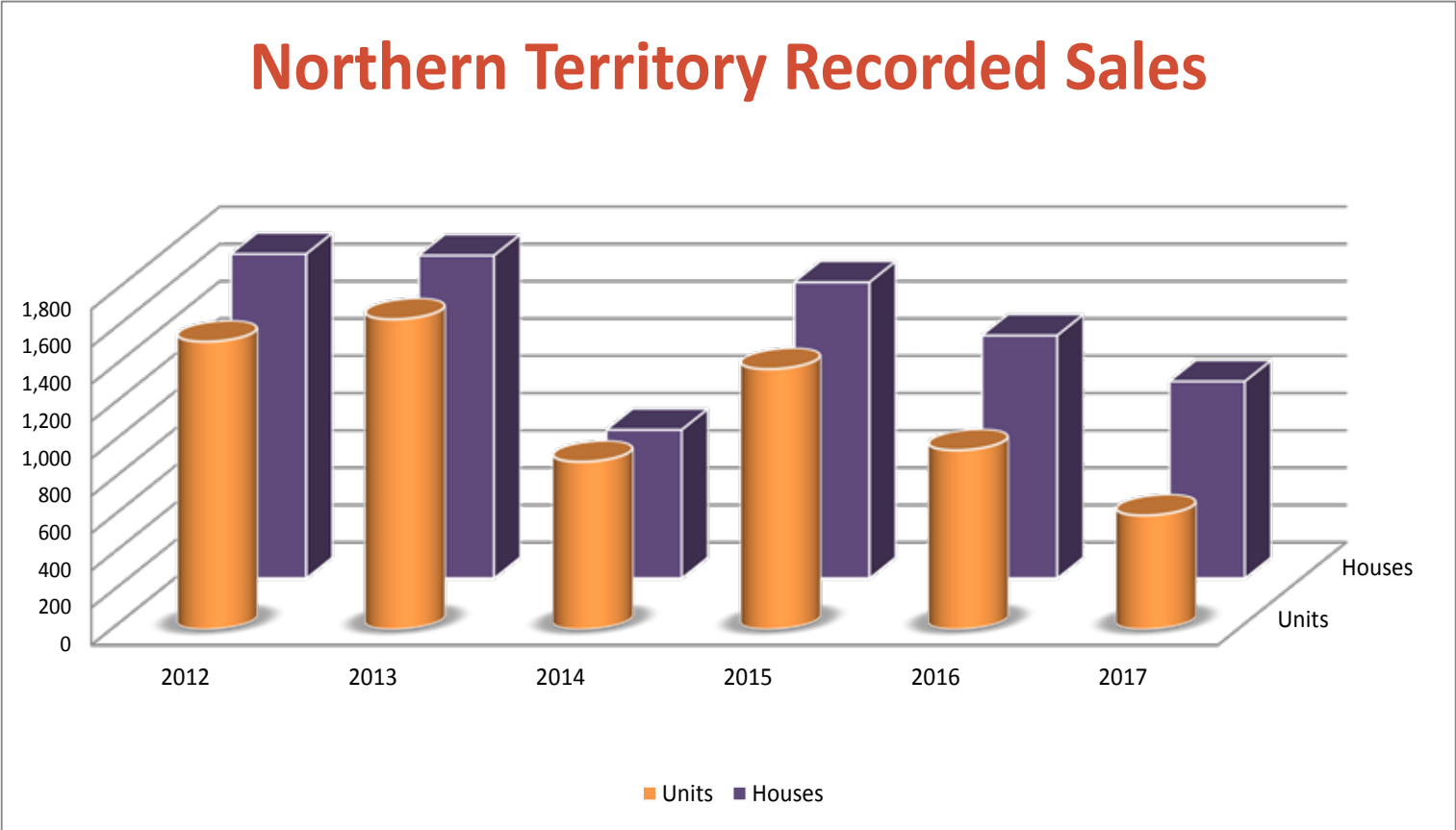


*Complimentary scheduled servicing expires 3 years or 60,000kms from the first date of registration. Whichever occurs first. 1. Only owners of vehicles under Lexus new vehicle warranty eligible for Encore Benefits. Benefits may change without notice and are subject to Encore terms and conditions. LMVD001

CHARTING

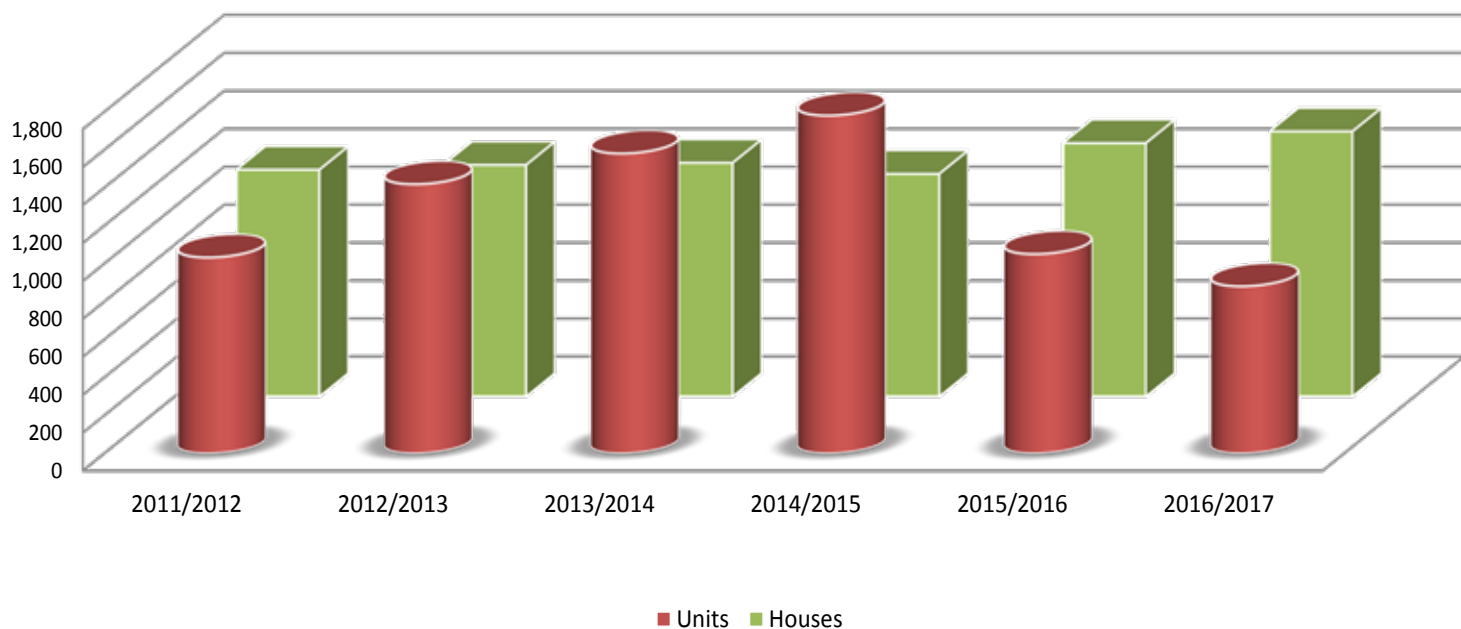


Financial Year Reporting



Calendar Year Reporting

Darwin Overall Recorded Sales



Financial Year Reporting

Do you want to reach thousands of readers?

Do you want to get your message to real estate professionals and their clients across the Northern Territory and beyond?



Then talk to us about advertising in the REINT quarterly publication - **RELM** - the Real Estate Local Market report.

Call (08) 8981 8905 or email reception@reint.com.au

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 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

DARWIN NORTH COASTAL

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

[illegible]

**your local
station for
Darwin's
greatest hits**

Cover built for you

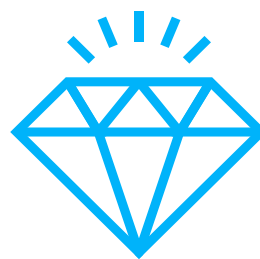
Created solely for real estate agents and offers a tailor made solution for your professional indemnity insurance.



Easy to arrange



Competitive terms



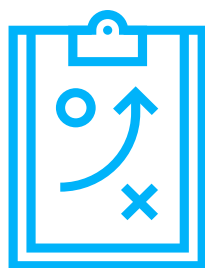
Simple cover options



Fully endorsed by REI



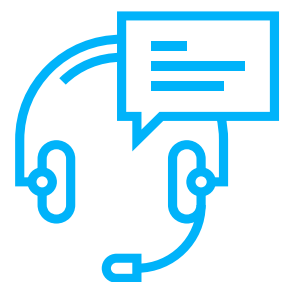
Flexible payment options



Tailored protection to meet your specific needs



REI members receive discounted premiums



Excellent customer service & claims support

Give the team at Realcover a call today for an obligation free quote on 1800 990 312 or email realcover@jlta.com.au

RELM

THE NORTHERN TERRITORY REAL ESTATE LOCAL MARKET REPORT

IS PRODUCED IN COLLABORATION WITH
GLOBAL PROPERTY ANALYTICS

Global **Property** Analytics Pty Ltd

Paspalis Centrepoint
Level 1, 48-50 Smith Street
Darwin NT 0800

W: globalpropertyanalytics.com.au



SYDNEY | DARWIN | ADELAIDE | NEWCASTLE | BIRMINGHAM | HONG KONG | SHANGHAI



The Real Estate Institute of Northern Territory Inc.

3/6 Lindsay Street, Darwin, NT, 0800
GPO Box 3869, Darwin, NT, 0801

Telephone: +618 8981 8905

Fax: +618 8981 3683

Email: reception@reint.com.au

Website: WWW.REINT.COM.AU

The market rental information and all data published in this report is derived from data sources believed to be reliable however the REINT does not warrant or guarantee this in any manner. While the REINT has full confidence in the data contained within this publication, no warranty, guarantee or holding out, either expressed or implied is given and persons or companies who pursue financial investment or otherwise act on the basis of this data do so at their own risk. The sales information for the Northern Territory is supplied by Global Property Analytics and is derived from sources including the Lands Titles Office of the Northern Territory. This data is, to the best knowledge of the REINT, true and correct. The REINT acknowledges the assistance of Global Property Analytics and REINT Members for their contributions.

Copyright © 2017 REINT