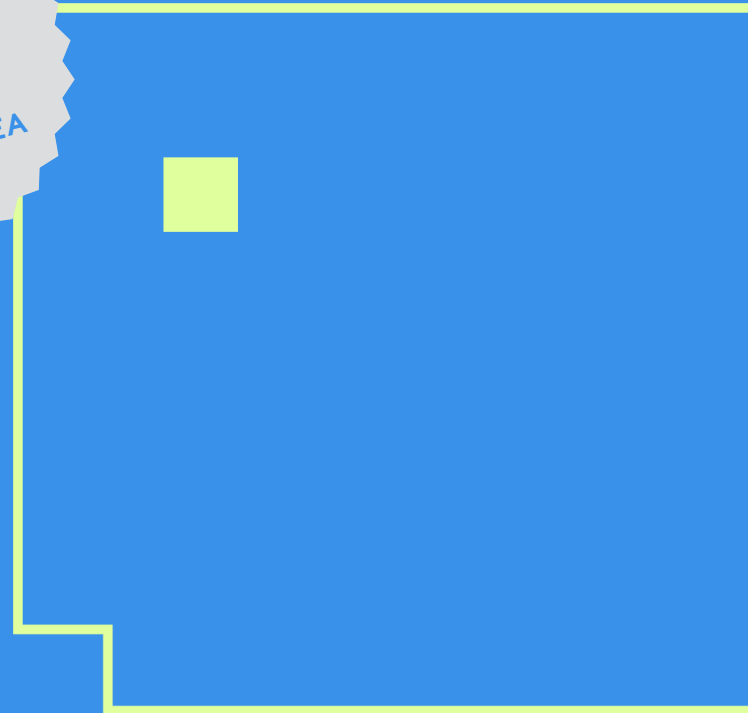


TERRACES & TOWNHOUSES: PRICE PER INTERNAL SQUARE METRE

MELBOURNE'S
FIRST INDEX
BASED ON
INTERNAL AREA



THIS MONTH'S ISSUE ALSO INCLUDES:

THE PRICE OF BETTER DESIGNED APARTMENTS
IN 2016, WE PAID MORE FOR OLD APARTMENTS
THE IDEAL DENSITY OF A TOWNHOUSE

The Inside Perspective

3 TERRACES & TOWNHOUSES: PRICE PER INTERNAL SQUARE METRE

We kick off the new year with Melbourne's first price per square metre report for houses and townhouses based on internal floor area, instead of land size.

12 THE PRICE OF BETTER DESIGNED APARTMENTS

How much more are we willing to pay for a cross-ventilated, well-lit apartment with a balcony and open views? These desirable features come at a premium; we've found out just by how much.

13 IN 2016, WE PAID MORE FOR OLDER APARTMENTS

Approximately \$38,000 more, to be exact. Find out more in our analysis of pre-1990s versus post-1990s apartments in inner Melbourne.

14 THE IDEAL DENSITY OF A TOWNHOUSE

Is there such a thing as dense 'enough'? We looked for the 'sweet spot' in the ratio between indoor built area to total land area in townhouse developments.

15 TOP SALES

16 QUARTERLY SCORECARD & TURNOVER

18 PRICE COMPARISONS BY ROLLING QUARTERS

"We shape our dwellings, and afterwards our dwellings shape us."

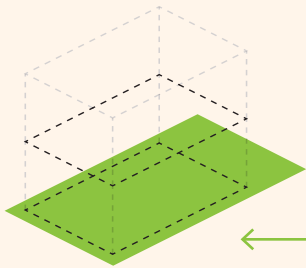
Winston Churchill



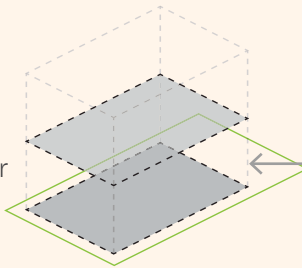
[View our Scorecard summary online](#)



Terraces & Townhouses: Price Per Internal Square Metre

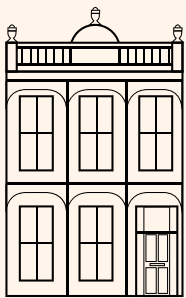


What all current price per square metre reports are based on - **land size**.



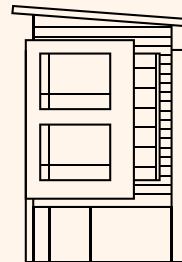
Secret Agent's price per square metre index is based on **internal usable space** - what inner city buyers actually care about.

TERRACES ATTRACTED A **56.98%** PREMIUM OVER TOWNHOUSES IN TERMS OF PRICE PER SQUARE METRE



Terraces
\$13,155 per m²

A house of Victorian, Edwardian or Federation style.



Townhouses
\$8,387 per m²

Built over multiple floors and usually within the last 20 years.

AFFORDABILITY

\$
Flemington
\$10,262 per m²

\$\$\$
Middle Park
\$17,357 per m²

ROOM VALUE

\$
Living Room
\$6,869 per m²

\$\$\$
Bedroom
\$14,717 per m²

AFFORDABILITY

\$
West Melbourne
\$7,128 per m²

\$\$\$
South Yarra
\$12,008 per m²

ROOM VALUE

\$
Kitchen
\$4,692 per m²

\$\$\$
Bathroom
\$19,424 per m²

TERRACES WITH 2 MORE BEDROOMS THAN BATHROOMS SOLD FOR **\$74,000 LESS***. THOSE WITH 3 MORE BEDROOMS THAN BATHROOMS LOST UP TO **\$205,000***

* Compared to homes with one more bedroom than bathroom

WHAT AFFECTED THE INDEX:

- Location (suburb)
- Time of sale
- Number of car spaces
- Whether there was a cellar
- Overall land component

WHAT DIDN'T AFFECT THE INDEX:

- Layout of rooms in the house
- Number of levels/storeys

Terraces & Townhouses: Price Per Internal Square Metre

by Richard Rossmann, Paul Osborne and Jodie Walker

In this report, Secret Agent presents our Price Per Square Metre Index for period homes and townhouses in inner Melbourne. This is Melbourne's first price per square metre report based on actual internal usable space, and not land size.

Not too long ago, land size and location were considered to be two major factors in choosing a home. People wanted big yards to play and entertain in. The more land the better, because the focus was on the value of land rather than the property itself.

For many people these priorities have changed. Inner city living allows us to access parks and gardens easily when we want to, without the hassle of keeping a yard in pristine condition. Kitchens have also become a popular place for entertainment, replacing the role traditionally held by the backyard. Today, it seems the more land a property is on, the more of a burden it is. Maintaining a garden 365 days a year is hard work.

At the same time, Secret Agent has noticed a shift in the desires of our clients over the past few years. They are becoming more specific in the amount of internal space they need for the rooms they use regularly. The number and sizes of bedrooms, number of bathrooms and size of kitchens and living areas tend to be known from the outset. Land size and backyard space are less important, particularly if they are not looking to renovate. As long as there is some kind of outdoor area, there isn't much of a preference for how big it should be.

Market value of property in particular suburbs is often reported and analysed on a cost per square metre rate. This is a good metric if land is important. However, now that some people are caring more about internal usable space, not land size, this metric can be misleading.

Secret Agent created the index to reflect the shifting values of inner city buyers, by revealing the price per square metre of indoor space. Purchasers and local experts can use it to understand the true value of any property in the inner city

suburbs. This can be achieved by comparing the indoor area of a property to our benchmarks of average price per square metre by suburb.

Our report will provide an overall price per square metre summary of terraces and townhouses by suburb; highlight the most and least affordable suburbs; and take a closer look at the cost of each room in a house. Finally, an update to our apartment index will be presented.

Method

To create the index, 705 terrace, 232 townhouse and 1303 apartment sales across 31 suburbs in inner Melbourne were analysed. All sales took place between January and December 2016. Each floor plan was manually measured to ensure accuracy, and floor areas in marketing copy were disregarded.

A terrace was defined as a house (freestanding, attached or semi-detached) of Victorian, Edwardian or Federation style. These are mostly single storey, but several Boom-style two storey terraces or single fronted homes with rear extensions were also considered terraces.

A townhouse is any other attached or semi-detached house with a footprint over multiple floors, usually built in the last 20 years.

For all area measurements, only the internal habitable space was included. Balconies, courtyards, backyards, front yards, garages, sheds and additional storage rooms were excluded.

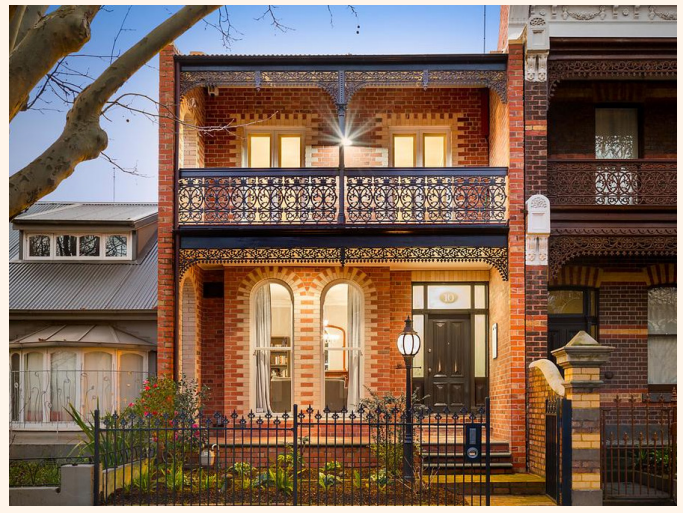
Results

Tables 1 and 2 show the price per square metre of internal habitable space in terraces and townhouses respectively.

Terraces are often valued much higher than townhouses and it seems that this assumption is true.

Across the sample of 2016 sales, terraces attracted an average price premium of 52.43% over townhouses. In terms of price per square metre, this difference is even larger at 56.98% on average.

This means that not only are terraces much more expensive than townhouses on average, they are often smaller than townhouses in total internal area.



Example of a period terrace: 10 Canning Street, North Melbourne



Example of townhouse: 5/60 Budd Street, Collingwood

Table 1 - Price per square metre index of internal space in inner Melbourne terraces, 2016

SUBURB	AVG PRICE PER M2	AVG SALE PRICE	COUNT
Middle Park	\$17,357	\$2,310,000	8
Albert Park	\$17,155	\$2,195,571	35
South Yarra	\$16,006	\$1,958,630	27
East Melbourne	\$15,299	\$2,126,667	9
Carlton North	\$14,799	\$1,579,111	36
Parkville	\$14,511	\$2,441,000	10
Prahran	\$14,473	\$1,652,608	45
Fitzroy North	\$14,044	\$1,466,530	50
Fitzroy	\$13,979	\$1,471,025	20
South Melbourne	\$13,895	\$2,050,773	11
Hawthorn	\$13,891	\$2,060,692	52
Carlton	\$13,859	\$1,506,556	18
Port Melbourne	\$13,813	\$1,367,176	17
Princes Hill	\$13,758	\$1,424,000	4
Abbotsford	\$13,739	\$1,226,700	20
Richmond	\$13,315	\$1,264,519	53
Clifton Hill	\$12,889	\$1,357,958	24
West Melbourne	\$12,283	\$1,252,000	5
Cremorne	\$12,039	\$1,052,111	9
North Melbourne	\$11,860	\$1,254,816	19
Collingwood	\$11,818	\$1,018,184	19
Northcote	\$11,403	\$1,257,000	64
Brunswick East	\$11,361	\$1,168,029	18
Kensington	\$11,096	\$1,089,317	30
Burnley	\$10,917	\$900,500	2
Brunswick	\$10,422	\$1,076,264	75
Flemington	\$10,262	\$1,227,680	25

Table 2 - Price per square metre index of internal space in inner Melbourne townhouses, 2016

SUBURB	AVG PRICE PER M2	AVG SALE PRICE	COUNT
Albert Park	\$13,665	\$1,085,000	1
Carlton North	\$12,107	\$1,032,000	2
South Yarra	\$12,008	\$1,286,571	7
East Melbourne	\$11,598	\$1,635,000	2
Prahran	\$10,692	\$1,267,833	6
Port Melbourne	\$9,877	\$1,207,563	8
Carlton	\$9,792	\$1,038,250	4
Docklands	\$9,757	\$2,202,500	4
South Melbourne	\$9,734	\$1,621,667	3
Richmond	\$9,307	\$1,188,861	18
Collingwood	\$9,285	\$870,200	5
Hawthorn	\$9,088	\$1,247,188	8
Fitzroy	\$8,971	\$1,010,000	5
Fitzroy North	\$8,758	\$890,625	8
Cremorne	\$8,753	\$1,022,750	4
Flemington	\$8,677	\$777,000	3
North Melbourne	\$8,066	\$963,031	8
Abbotsford	\$8,006	\$829,545	11
Clifton Hill	\$7,736	\$952,615	13
Northcote	\$7,544	\$866,222	27
Brunswick	\$7,515	\$784,810	36
Brunswick East	\$7,503	\$808,053	19
Kensington	\$7,288	\$715,563	24
West Melbourne	\$7,128	\$1,076,800	5
Burnley	\$4,748	\$1,320,000	1

Most and least affordable suburbs

Tables 3 to 6 list the most and least affordable suburbs for both terraces and townhouses, in terms of average prices as well as average price per square metre of internal space. If a suburb had less than 5 sales it was excluded from the data pool.

Terraces

Even the most affordable suburbs for terraces in inner Melbourne start at an average of over \$1 million (\$300,000 more than townhouses) as shown in Table 3.

Buyers would be hard pressed to find terraces anywhere near the CBD for less than \$10,000/m² of internal space.

Brunswick and Brunswick East's affordable terraces have an average price per square metre of \$10,400/m² and \$11,400/m² respectively. Both of these suburbs also make the list of top 5 most affordable townhouses. Collingwood terraces, which had

the lowest average prices in our sampled region over the last year, sold for \$11,800/m² on average. Terraces in Flemington were more affordable than terraces in any other inner suburb in our study.

The most expensive terraces in inner Melbourne sold for nearly twice as much on average as the most expensive townhouses, and are valued about \$5,000/m² more. Table 4 shows the least affordable terraces and is dominated by Middle Park and Albert Park, which are highest per square metre and only beaten by Parkville in terms of average sale price.

Parkville terrace prices fell just short of making the list at \$14,500/m², edged out by its neighbour Carlton North (\$14,800/m²). Despite being close on a price per square metre basis, if we only looked at average prices we would get a completely different impression, with average prices in Carlton North at \$1.58 million, well below Parkville's 2016 sample average of \$2.44 million.

Table 3 - Most affordable suburbs for terraces, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
Flemington	\$10,262	Collingwood	\$1,018,184
Brunswick	\$10,422	Cremorne	\$1,052,111
Kensington	\$11,096	Brunswick	\$1,076,264
Brunswick East	\$11,361	Kensington	\$1,089,317
Northcote	\$11,403	Brunswick East	\$1,168,029

Table 4 - Least affordable suburbs for terraces, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
Middle Park	\$17,357	Parkville	\$2,441,000
Albert Park	\$17,155	Middle Park	\$2,310,000
South Yarra	\$16,006	Albert Park	\$2,195,571
East Melbourne	\$15,299	East Melbourne	\$2,126,667
Carlton North	\$14,799	Hawthorn	\$2,060,692

Townhouses

Kensington in the inner West, as well as Brunswick, Brunswick East and Northcote in the inner North are in the top 5 most affordable suburbs for townhouses, both in terms of average prices and average price per square metre, shown in Table 5. This comes at no real surprise to people who have been following inner Melbourne's property market trends.

The same can be said about the lack of any affordable suburbs from the inner South on the list. Abbotsford is the only suburb from the inner East that made the top 5 in 2016, coming in 4th when ranked by average price. While not in the top 5 most affordable by price per square metre, the suburb is still relatively affordable at just over \$8,000/m².

The most deceptive suburb is West Melbourne, where townhouses in our sample were sold for nearly \$1.1 million on average over the past year, which is well above the other suburbs in the top 5 list. However, at only \$7,100/m², West Melbourne was the number one most affordable inner suburb per square metre of internal space.

Table 6 shows the least affordable suburbs for townhouses in 2016. Only suburbs from the inner South and East appear in the top 5 when looking at average prices. South Yarra is the most expensive suburb by both metrics, with Prahran, Port Melbourne and Richmond also making both lists.

Collingwood nearly made the most affordable list with an average townhouse sale price of only \$870,000 in 2016. However, when accounting for size, buyers of Collingwood townhouses spent nearly \$9,300/m² on average, the 5th highest of all suburbs we sampled. While Hawthorn only made the top 5 when comparing average prices, at an average of \$9,088/m² it is also still relatively expensive on a price per square metre basis.

Table 5 - Most affordable suburbs for townhouses, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
West Melbourne	\$7,128	Kensington	\$715,563
Kensington	\$7,288	Brunswick	\$784,810
Brunswick East	\$7,503	Brunswick East	\$808,053
Brunswick	\$7,515	Abbotsford	\$829,545
Northcote	\$7,544	Northcote	\$866,222

Table 6 - Least affordable suburbs for townhouses, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
South Yarra	\$12,008	South Yarra	\$1,286,571
Prahran	\$10,692	Prahran	\$1,267,833
Port Melbourne	\$9,877	Hawthorn	\$1,247,188
Richmond	\$9,307	Port Melbourne	\$1,207,563
Collingwood	\$9,285	Richmond	\$1,188,861

Value by room type

This section of the index breaks down properties into individual rooms to determine how much value each adds to the house. Factors that had a significant impact on sale prices for both terraces and townhouses include location (suburb), time of sale, number of car spots and whether the house had a cellar.

Table 7 shows the expected price per square metre by room type, controlling for the abovementioned factors. Note that the price per square metre for indoor space in both terraces and townhouses are lower than the first part of the study, which was a simple average analysis.

TYPE	TERRACE, \$/M2	TOWNHOUSE, \$/M2
Indoor (total)	\$8,452	\$5,887
Outdoor	\$1,314	\$1,770
Bedroom	\$14,717	\$6,231
Bathroom	\$13,993	\$19,424
Living	\$6,869	\$5,862
Dining/Kitchen	\$8,928	\$4,692

Overall, indoor space in terraces is worth about \$2,600/m² more than in townhouses on average, while outdoor space attracts a \$450/m² premium for townhouses over terraces. Bedroom space was most valuable for terraces in our sample, at about \$14,700/m², just ahead of bathrooms (\$14,000/m²). Extra living space added the least value at \$6,900/m².

However, this does not mean that replacing living area with extra bedrooms is always a good idea: a functional balance is required.

Terrace homes with too many bedrooms and not enough bathrooms were expected to sell for a lot less than more balanced homes: \$74,000 less if there were two more bedrooms than bathrooms, and \$205,000 less with three more bedrooms than bathrooms. This is compared to homes with one more bedroom than bathroom.

For townhouses, bedroom space (\$6,200/m²) was worth significantly less on average than for terrace houses. This is only slightly higher than expected value of living area (\$5,900/m²). On the other hand, bathrooms, including ensuite and powder rooms, had the biggest impact on expected sale price, valued at \$19,400/m² on average, which is about \$4,000/m² more than for terraces. The average total bathroom area for townhouses was 10.5m², larger than the 8.3m² average for terraces.

It is likely that bathrooms are more expensive per square metre for townhouses than terraces because these are nearly always new and therefore made of higher quality fittings and fixtures. For developers, the data seems to suggest that buyers are looking for townhouses with a good balance between bedrooms and bathrooms, so adding a second bathroom to a two bed one bath townhouse is expected to yield the greatest returns.

Dining and kitchen areas added the least value in townhouses. This could be because most kitchens in townhouses are of similar size and quality, meaning buyers take these as a given and do not value extra space as highly.

Other considerations

- As part of our study, we looked at just about every conceivable room arrangement (central bathroom, living room, kitchen/dining, bedrooms on one end, bathrooms on both ends, etc.), and found that when it comes to layout, this did not have any significant impact on the average sale price in our sample. Whilst there is no doubt different buyers will prefer certain layouts, on average our data suggests that there is no dominant layout commanding a premium.
- The number of levels (ground, first, second) had no impact on average sale price of either terraces or townhouses.
- For terraces, whether the property was single or double-fronted made a difference, with double-fronted homes expected to sell for more.

Apartments Index Update

Table 8 provides an update to our price per square metre index for apartments, accounting for internal habitable space and excluding any outdoor area. The full methodology is outlined in our Apartments Price Per Square Metre Report from June 2016.

Tables 9 and 10 on the following page highlight the most and least affordable areas for apartments based on their average price per square metre and average sale price.

For apartments, the discrepancies between average prices and average price per square metre seem less pronounced. Travancore, Kensington and Flemington (all neighbouring suburbs in the inner West) appear on the most affordable apartment list for both measurements. All suburbs on the list are either located in the inner West or inner North, and many of these offer good alternatives to the more prestigious suburbs located in those regions. For example, Kensington vs North Melbourne, which in 2016 was on average \$1,400/m² cheaper; or Brunswick East compared to Fitzroy North, where the difference was about \$1,600/m².

Although the inner South is one of the smaller regions in our sample (in terms of number of suburbs), it dominates the list of least affordable suburbs, with Albert Park, Middle Park and Port Melbourne ranking high based on both average sale price and price per square metre.

Albert Park was the most expensive on both metrics, more than double the price of Travancore apartments both on average and per square metre. East Melbourne is also expensive no matter how you look at it, setting buyers back \$12,000/m² on average. Docklands, while seemingly expensive by average prices is in fact right in the middle when factoring in apartment size, costing on average \$8,550/m².

Table 8 - Price per square metre index of inner Melbourne apartments, 2016

SUBURB	AVG PRICE PER M2	AVG SALE PRICE	COUNT
Albert Park	\$13,276	\$1,070,000	5
East Melbourne	\$11,914	\$967,182	33
Middle Park	\$10,720	\$682,688	8
Port Melbourne	\$9,682	\$736,054	46
Fitzroy	\$9,549	\$629,760	30
South Yarra	\$9,453	\$638,902	87
Abbotsford	\$9,296	\$588,056	27
Fitzroy North	\$9,258	\$487,875	20
Richmond	\$9,137	\$541,803	100
Collingwood	\$8,996	\$732,338	34
Carlton North	\$8,925	\$535,333	9
Parkville	\$8,916	\$575,774	19
Clifton Hill	\$8,815	\$564,591	11
South Melbourne	\$8,786	\$699,543	37
Northcote	\$8,616	\$466,854	44
Docklands	\$8,561	\$719,025	85
Carlton	\$8,499	\$474,132	54
Hawthorn	\$8,485	\$547,448	99
Southbank	\$8,464	\$647,275	60
Prahran	\$8,415	\$503,839	46
Melbourne	\$8,405	\$582,000	212
North Melbourne	\$7,982	\$540,563	34
Cremorne	\$7,966	\$397,500	1
West Melbourne	\$7,952	\$545,045	22
Burnley	\$7,660	\$496,000	3
Brunswick East	\$7,627	\$518,367	30
Brunswick	\$7,454	\$478,671	79
Flemington	\$7,079	\$380,735	17
Kensington	\$6,869	\$451,635	41
Travancore	\$6,563	\$403,650	10

Table 9 - Most affordable suburbs for apartments, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
Travancore	\$6,563	Flemington	\$380,735
Kensington	\$6,869	Travancore	\$403,650
Flemington	\$7,079	Kensington	\$451,635
Brunswick	\$7,454	Northcote	\$466,854
Brunswick East	\$7,627	Carlton	\$474,132

Table 10 - Least affordable suburbs for apartments, 2016

SUBURB	BY AVERAGE PRICE PER M2	SUBURB	BY AVERAGE SALE PRICE
Albert Park	\$13,276	Albert Park	\$1,070,000
East Melbourne	\$11,914	East Melbourne	\$967,182
Middle Park	\$10,720	Port Melbourne	\$736,054
Port Melbourne	\$9,682	Collingwood	\$732,338
Fitzroy	\$9,549	Docklands	\$719,025

Conclusion

Secret Agent's Price Per Square Metre Index gives a more accurate idea of property value based on its actual habitable area. This is important because the growing number of people choosing to live in the inner city are caring less about land size and more about internal space.

If you have a preference for living in a certain suburb, you can refer to this index and use the prices as a reference point for what you can expect to pay for a property based on its indoor area. It may also give you a better idea of what kind of property you can afford in a particular suburb, based on the number and sizes of bedrooms and bathrooms you know you'll need in your next home.

Another consideration to be made when choosing between a house, townhouse or apartment is the fact that apartments and many townhouses often have an owners corporation attached to them, whilst terraces do not.

This means that the pure ownership of a terrace is deemed higher by the market, which is something to take into account if you plan on reselling your property.

Terraces also provide future upside to the purchaser choosing to renovate later on. Also, being a period property, it holds value by virtue of its scarcity.

We note that some suburbs, while affordable based on price per square metre alone, tell the opposite story in their average sale price, and vice versa. This points towards a relationship to property size, which will be addressed in a future publication. ♦

The Price of Better Designed Apartments

by Richard Rossmann

How much more are we willing to pay for a cross ventilated, well-lit apartment with a balcony and open views?

In March this year, apartment design standards will be implemented into the Victorian planning system. Apartment design standards will ensure all future apartments in Victoria are desirable, safe, healthy and sustainable. New developments in Victoria will only be permitted a planning permit if they meet these standards.

A 2015 community survey found that the top concerns of apartment amenity were “access to daylight, functional space, and natural ventilation”, as well as noise and energy efficiency. (DELWP, 2)

Standards have been made for 16 elements of design: Building setback, functional layout, room depth, windows, storage, noise impacts, energy efficiency, solar access to communal open space, natural ventilation, private open space, communal open space, landscaping, accessibility, building entry and circulation, waste and recycling, integrated water and storm water management.

It is logical to think that better design standards should produce apartments of a higher quality. This in turn should increase the sale price of these apartments. Secret Agent was engaged to determine the price premium of better designed apartments. That is, how much more are consumers willing to pay for an A grade apartment compared to a B grade and C grade apartment?

In order to do this, four apartment factors which influence sale price were selected. These were sunlight, natural ventilation, open views and outdoor space. A sample of apartment sales in inner Melbourne was then collected. Each apartment in the sample was rated as an A, B or C grade apartment depending on how many factors they had present.

- A grade apartments had all 4 factors.
- B grade apartments had 2 or 3 factors present.
- C grade apartments had 0 or 1 factor present.

Hedonic regression techniques were used to determine the price premium of A grade apartments over B grade and C grade. This was done for two different samples which distinguished between sales in large apartment buildings (Sample 1) and

those in buildings with 5 levels or less (Sample 2). Sample 1 consisted of 886 sales and sample 2 consisted of 510 apartment sales. Factors such as date of sale, apartment size and location were all accounted for as part of the regression.

Table 1 shows the average price impact of an A grade and a C grade rating, relative to a B grade apartment in a building of over 5 levels. In other words, on average an A grade apartment is expected to sell for \$50,837 more than a B grade apartment,

Table 1 : A-Grade and C-Grade rating price difference in large apartment buildings, compared to B-Grade

TYPE	PRICE IMPACT	LOWER 90%	UPPER 90%
A-GRADE	\$50,837.07	\$20,125.82	\$81,548.31
C-GRADE	-\$49,979.58	-\$89,509.49	-\$10,449.67

while a C Grade apartment is expected to sell for \$49,980 less than a B grade apartment. This means that the average price difference between an apartment with a 4/4 rating and an apartment with a rating of 1/4 or lower is \$100,817.

The results are similar for smaller buildings as shown in Table 2.

Table 2 : A-Grade and C-Grade rating price difference in buildings with 5 levels or less, compared to B-Grade

TYPE	PRICE IMPACT	LOWER 90%	UPPER 90%	% IMPACT
A-GRADE	\$63,727.72	\$14,246.77	\$113,208.68	11.73%
C-GRADE	-\$39,794.29	-\$72,743.55	-\$6,845.04	-7.33%

Compared to B Grade apartments, an apartment in the sample is expected to sell for \$63,728 more if it is A grade, and \$39,794 less if it is C grade. The difference between an apartment that has all four factors and one than has one factor or less is \$103,522. In smaller buildings, the positive impact of an A grade rating was of greater magnitude than the negative impact of a C grade rating.

The results also showed that if an apartment is cross ventilated, has good natural light, has an outdoor area and open views, then it is likely to sell for 21.3% more if in a small building and 17.3% more if in a larger building.

This demonstrates that better design standards will have a significant impact on apartment prices once they come in to effect. ♦

In 2016, We Paid More for Older Apartments

by Richard Rossmann

This week, Secret Agent compares new and old apartments around inner Melbourne to see which were more valuable in 2016.

The sample included 1674 apartment sales across inner Melbourne's suburbs and the CBD from January to December 2016. New apartments are those built from the 90s onwards, excluding any recent off-the-plan apartment sales. Old apartments include Art Deco units and flats located in 60s to 80s brick buildings.

The model accounted for location, size of the apartment (number of bedrooms, number of bathrooms, floor area of internal and external space) and whether a car park was included or not.

It was found that on average and holding all else constant, **older style apartments in inner Melbourne are expected to sell for \$38,000 more than new apartments, which is a 5.75% increase in average expected sale price.** This is significant at all levels of significance ($p < 0.01$). The results are shown in Table 1.

Table 1 Average sale price of old and new apartments by number of bedrooms

BEDS	OLD		NEW	
	AVG. SALE PRICE	COUNT	AVG. SALE PRICE	COUNT
STUDIO	\$296,450	10	\$232,935	23
1	\$399,745	199	\$404,709	326
2	\$607,831	261	\$628,691	625
3+	\$1,343,410	28	\$1,123,888	23

A comparison based on the number of bedrooms shows that one and two bedroom apartments of both styles had similar average sale prices. It is mostly with very small (studio) and very large (three or more bedroom) apartments where we can observe the biggest price differences. **Old studio apartments sold on average for 27% more than new studios, while old apartments with three or more bedrooms sold for 19.5% more than their new counterparts.**

Different apartment sizes can be accounted for by comparing them on a price per square metre basis. Table 2 shows that for old apartments, the price per square metre declines as

the number of bedrooms increases. The best value is gained from apartments with at least three bedrooms, which sold on average for \$8,600/m², while older studio apartments were the most expensive per square metre at nearly \$10,000/m². For new apartments, smaller apartments are all similarly valued, with 1 bedroom selling cheapest at \$8,400/m², nearly \$800/m² cheaper than older brick and Art Deco apartments. New apartments with three or more bedrooms are more expensive than larger old apartments at nearly \$9,100/m².

Table 2 Average price per m² of old and new apartments by number of bedrooms

BEDS	OLD		NEW	
	AVG. PRICE PER M2	COUNT	AVG. PRICE PER M2	COUNT
STUDIO	\$9,963	8	\$8,690	17
1	\$9,192	156	\$8,414	245
2	\$8,668	209	\$8,595	464
3+	\$8,598	20	\$9,095	92

While this data alone gives no definite explanation as to why old apartments are valued more highly than newly built apartments, some possible reasons include:

- On average, older apartment buildings will be smaller than new buildings, which may make them more appealing to buyers. They may also be better located to buyer's preferences.
- Well maintained or refurbished apartments located in older buildings often have a lot more character than new apartments.
- Our sample contained more than twice as many new apartments compared to old, suggesting that the relative rarity of good quality, older style apartments makes them more appealing.
- Older apartments often have more spacious layouts and higher ceilings.

Even so, it is somewhat surprising that the average sale price of older apartments surpasses that of new apartments. Often more amenities (gym/pool, underground parking, etc.) are found in newer apartment buildings and they are generally easier to maintain. This may suggest that new developments are not meeting the needs of buyers, who instead are willing to pay a premium for older apartments. ♦

The Ideal Density of a Townhouse

by Richard Rossmann

What is the ideal ratio of indoor space to land size?

Across inner Melbourne, townhouse developments are becoming increasingly common. With limited block sizes closer to the city, developers have to constantly negotiate the size of the actual house with the amount of land available. Because of these varying levels of building density, Secret Agent wanted to find out if there was a 'sweet spot' in the ratio between indoor area and land area. Are we paying more for a certain ratio? For the purpose of this bulletin, **density refers specifically to the ratio between indoor built area to total land area.** See the diagrams on the right. Townhouses nearly always span multiple levels, meaning they often have more indoor area than total land area.

Our sample consisted of 232 townhouse sales across 29 suburbs in inner Melbourne, all of which took place between January and December 2016. A hedonic regression model was used and controlled for area (suburb), sale date, number of bedrooms, bathrooms and car spaces, and size of indoor and outdoor habitable space.

Overall, the ratio of indoor area to land area (in m²) did not have a statistically significant impact on townhouses as a continuous variable (i.e. not categorised). However, if we group townhouses with similar ratios into different ranges (e.g. 1:1.5 to 1:1.75), we found that an **initial increase in the ratio (i.e. more dense development) led to an increase in average sale price, but the trend quickly reverses as the ratio increases further.**

The only ratio that had any significant positive impact on expected sale price was a 1:1 ratio, up to a 1:1.27 ratio.

On average, townhouses in this category had a land area of 95m² and an indoor square metre rate of 109m². Additionally, these properties had outdoor space (land area not occupied by the building) of 34m², which is about 36% of the total land, however this was not a prerequisite for the 'sweet spot'. It is expected that townhouses in the 1:1 to 1:1.27 range can sell for up to 15.15% more than denser developments with twice as much indoor area as the land size.

While there is always a demand for bigger houses, it's important to remember that there is such a thing as too much space. ♦

Figure 1 Land size to indoor area ratio (density)

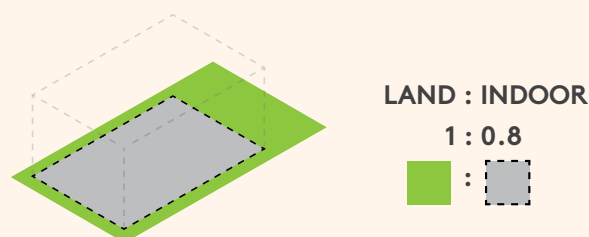
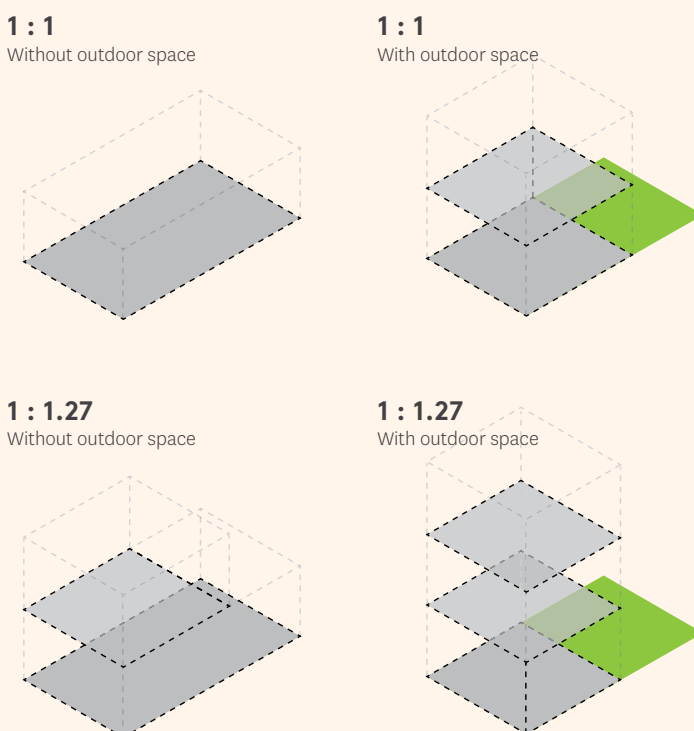


Table 1 Results of the indoor to land area ratio analysis in townhouses

IDEAL 'SWEET SPOT' RATIO (INDOOR TO LAND SIZE)	1:1 to 1:1.27
SAMPLE AVERAGE INDOOR AREA	109m ²
SAMPLE AVERAGE LAND AREA	95m ²
EXPECTED PRICE PREMIUM*	15.15%
<small>*Relative to densest developments with a ratio between 1:2.08 and 1:2.36</small>	

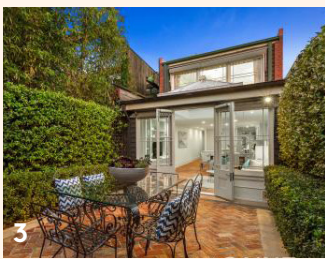
Figure 2 The ideal ratio of 1:1 to 1:1.27 for townhouses represented with and without outdoor space, such as a backyard.



Top Sales

DECEMBER/JANUARY 2017

Price Per Internal Square Metre
Vol.52 February 2017





- 1 **\$2,280,000** 10 Merton Place, Albert Park
- 2 **\$2,060,000** 15 Main Street, Northcote
- 3 **\$2,550,000** 41 Gore Street, Fitzroy
- 4 **\$4,300,000+*** 77 St Vincent Street, Albert Park
- 5 **\$4,500,000+*** 2 Fordholm Road, Hawthorn
- 6 **\$2,485,000** 110 Princess St, Kew
- 7 **\$2,100,000** 693 Lygon St, Carlton North
- 8 **\$3,414,000** 86 Richmond Terrace, Richmond

* Actual price undisclosed

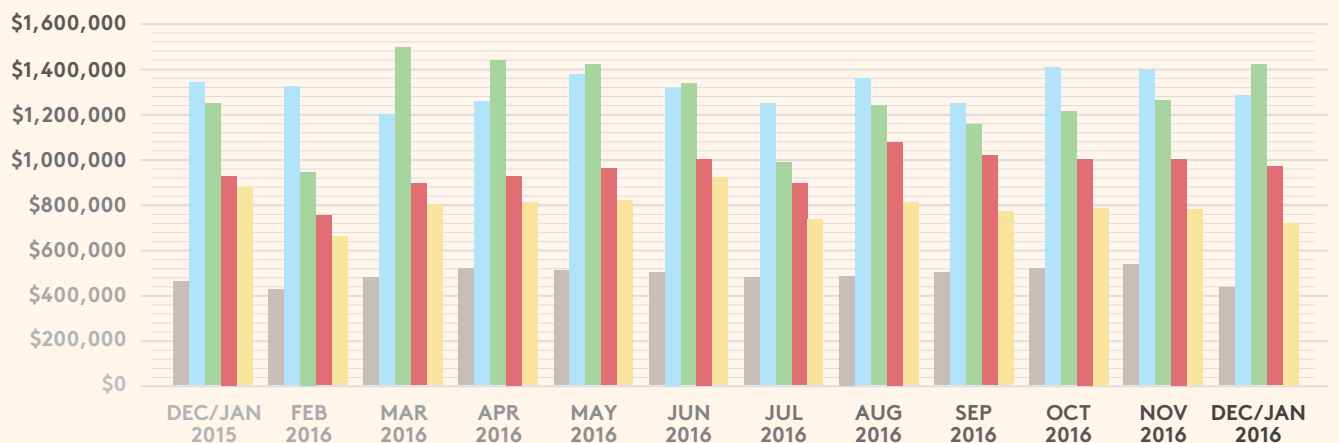
Quarterly Scorecard

Price Per Internal Square Metre
Vol.52 February 2017

OCT - DEC/JAN 2016

	Apartments	Houses	Townhouses
QUARTERLY GROWTH/DECLINE	+0.18% ↑	+4.83% ↑	+3.30% ↑
MEDIAN PRICE	\$540,000	\$1,378,500	\$940,000
AVERAGE PRICE	\$640,816	\$1,646,767	\$1,077,744
MEDIAN SQM	\$8,415	\$7,243 +5.75% ↑	\$9,603 +11.94% ↑
STOCK INVENTORY	3230 -5.60% ↓	203 -48.00% ↓	114 -5.80% ↓
 BOOM	Albert Park ↑	Abbotsford ↑	-
	Fitzroy ↑	Brunswick ↑	-
	South Yarra ↑	Carlton ↑	-
		Richmond ↑	-
 BUST	Brunswick ↓	Brunswick East ↓	
	Brunswick East ↓	Burnley ↓	
	Collingwood ↓	Clifton Hill ↓	
	Docklands ↓	Kensington ↓	
	East Melbourne ↓	Middle Park ↓	
	Flemington ↓	Northcote ↓	
	Hawthorn ↓	Parkville ↓	
	Melbourne ↓	Prahran ↓	
	Middle Park ↓	Port Melbourne ↓	
	South Melbourne ↓	South Melbourne ↓	
	Southbank ↓	Travancore ↓	

YEAR ON YEAR LOOK Median Prices



DEC/JAN 2015 - DEC/JAN 2016 GROWTH/DECLINE

- CBD Apartments: **-5.39%**
- Inner South Apartments, Townhouses and Houses (A,T & H): **-4.44%**
- Inner East (A,T & H): **+13.96%**
- Inner North (A,T & H): **+4.33%**
- Inner West (A,T & H): **-18.44%**

LEGEND

1. Inner Melbourne is defined by suburbs falling into the 8km radius of the CBD.
2. Overall growth/decline is based on changes in median price between quarters.
3. A boom! is recorded when a category records three consecutive quarters of positive growth.
4. A bust! is recorded when a category records two consecutive quarters of negative growth.

Quarterly Turnover

OCT - DEC/JAN 2016

Price Per Internal Square Metre
Vol.52 February 2017

		PREVIOUS QUARTER (JUL, AUG, SEP 2016)				CURRENT QUARTER (OCT, NOV, DEC/JAN 2016)			
		Apartments	Apartments (by area)	Houses & Townhouses	Houses & Townhouses (by area)	Apartments	Apartments (by area)	Houses & Townhouses	Houses & Townhouses (by area)
Central	Docklands	1.50%		0.00%		2.03%		NA	
	Melbourne	0.92%	0.96%	0.00%	9.24%	1.10%	1.19%	1.52%	21.01%
	Southbank	0.81%		0.79%		1.01%		0.79%	
Inner North	Brunswick	1.01%		0.84%		0.59%		0.68%	
	Brunswick East	1.23%		0.60%		1.04%		0.96%	
	Carlton	0.52%		0.61%		0.50%		0.45%	
	Carlton North	0.38%		0.62%		0.38%		0.67%	
	Clifton Hill	0.80%		0.60%		0.80%		0.98%	
	Collingwood	1.59%	0.72%	0.57%	0.65%	1.32%	0.75%	0.32%	0.70%
	Fitzroy	0.36%		1.08%		0.82%		1.14%	
	Fitzroy North	0.50%		0.56%		0.58%		0.90%	
	North Melbourne	0.51%		0.99%		1.14%		0.78%	
	Northcote	0.83%		0.60%		0.78%		0.87%	
	Parkville	0.94%		0.57%		0.70%		0.86%	
Princes Hill	NA		0.16%		NA		0.65%		
Inner East	Abbotsford	2.77%		1.51%		2.08%		0.96%	
	Burnley	0.68%		NA		NA		0.49%	
	Cremorne	NA		0.79%		NA		0.59%	
	East Melbourne	0.81%	1.12%	0.36%	0.89%	0.50%	1.03%	1.25%	0.98%
	Hawthorn	1.14%		0.73%		1.10%		0.78%	
	Prahran	0.97%		1.29%		1.08%		1.17%	
	Richmond	1.33%		1.22%		0.91%		1.27%	
	South Yarra	0.98%		0.69%		1.12%		1.09%	
Inner South	Albert Park	0.39%		0.77%		0.20%		0.51%	
	Middle Park	0.84%	1.06%	0.51%	0.89%	0.42%	1.19%	0.85%	0.33%
	Port Melbourne	1.28%		0.90%		1.63%		1.11%	
	South Melbourne	0.94%		0.59%		0.94%		1.14%	
Inner West	Flemington	0.30%		0.86%		0.48%		1.01%	
	Kensington	1.75%	0.98%	0.92%	0.73%	1.59%	1.10%	0.75%	1.85%
	Travancore	1.46%		0.37%		2.91%		0.74%	
	West Melbourne	0.94%		0.40%		0.59%		1.00%	

Total sales for the period against total housing supply. Table compiled from data collected from July 2016 to January 2017.
Total private dwellings information from the 2011 Census Report from the Australian Bureau of Statistics.

Apartments

Price Per Internal Square Metre
Vol.52 February 2017

PRICE COMPARISONS BY ROLLING QUARTERS

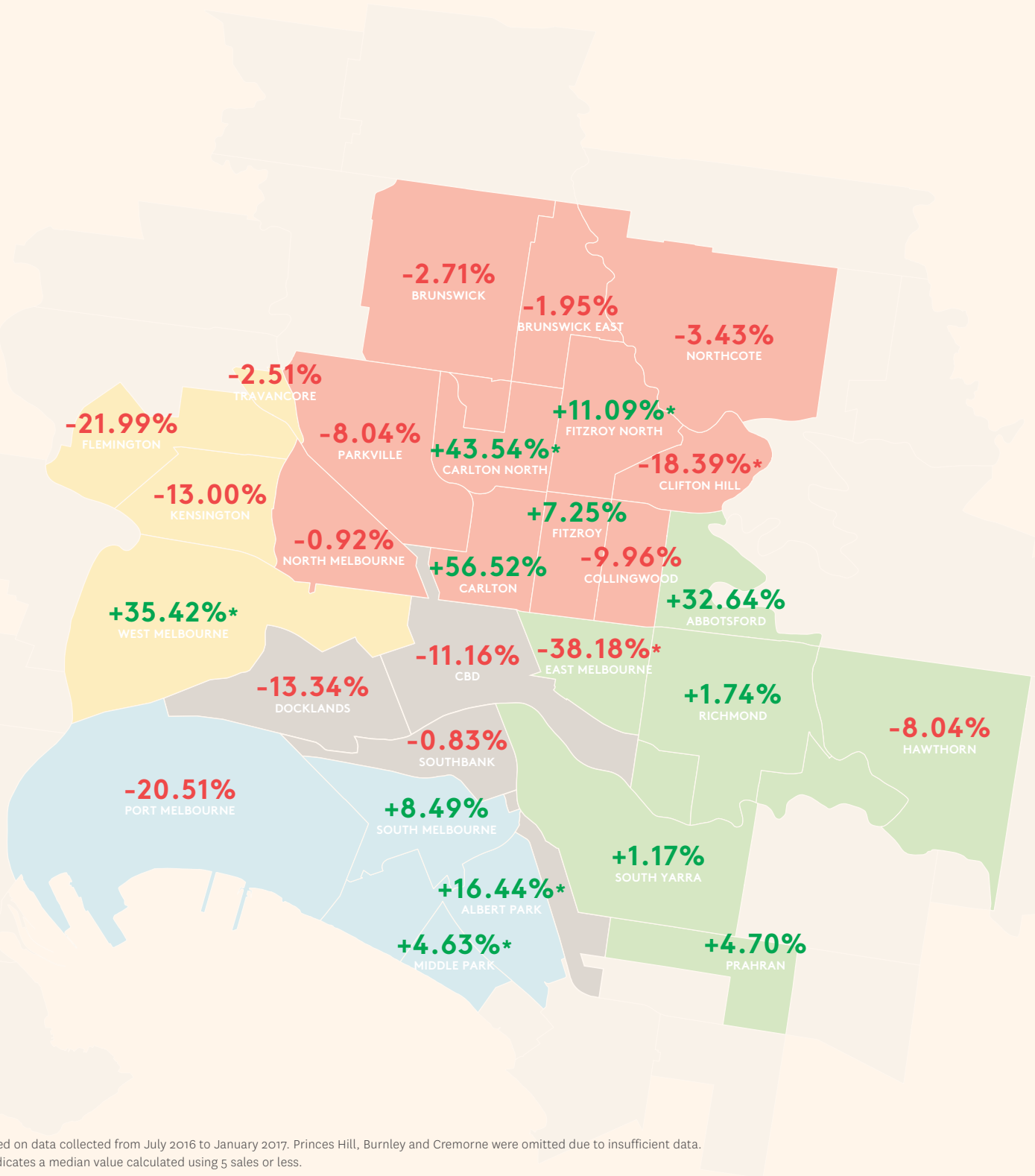
	PREVIOUS QUARTER (JUL, AUG, SEP 2016)				CURRENT QUARTER (OCT, NOV, DEC/JAN 2016)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	\$766,561	\$666,300	\$324,000	\$1,910,000	\$711,652	\$607,500	↓ -13.34%	\$290,000	\$2,710,000
Melbourne	\$560,649	\$483,000	\$162,500	\$2,350,000	\$575,531	\$430,000	↓ -11.16%	\$161,000	\$2,800,000
Southbank	\$711,285	\$600,000	\$300,500	\$2,700,000	\$625,922	\$595,000	↓ -0.83%	\$350,000	\$1,325,000
Brunswick	\$534,775	\$499,000	\$271,000	\$1,044,000	\$496,343	\$485,500	↓ -2.71%	\$262,000	\$880,000
Brunswick East	\$569,250	\$523,000	\$338,000	\$930,000	\$470,136	\$452,000	↓ -1.95%	\$325,000	\$656,000
Carlton	\$381,772	\$261,500	\$155,000	\$1,110,000	\$422,710	\$360,000	↑ 56.52%	\$139,500	\$795,000
Carlton North	*\$413,500	*\$413,500	\$390,000	\$437,000	*\$627,250	*\$627,250	↑ 43.54%	\$564,500	\$690,000
Clifton Hill	*\$490,750	*\$514,000	\$345,000	\$590,000	*\$465,666	*\$435,000	↓ -18.39%	\$435,000	\$527,000
Collingwood	\$747,340	\$665,000	\$366,000	\$1,500,000	\$589,292	\$615,000	↓ -9.96%	\$190,000	\$1,340,000
Fitzroy	\$664,750	\$690,000	\$366,000	\$895,000	\$772,666	\$710,000	↑ 7.25%	\$299,000	\$1,252,000
Fitzroy North	\$518,166	\$563,500	\$317,000	\$660,000	*\$588,400	*\$626,000	↑ 11.09%	\$348,000	\$720,000
North Melbourne	\$465,933	\$483,000	\$140,000	\$630,000	\$534,631	\$540,000	↓ -0.92%	\$320,000	\$880,000
Northcote	\$562,031	\$586,500	\$357,500	\$810,000	\$565,125	\$563,000	↓ -3.43%	\$385,000	\$806,000
Parkville	\$676,325	\$647,000	\$510,000	\$1,040,000	\$741,666	\$497,500	↓ -8.04%	\$291,000	\$1,403,000
Princes Hill	-	-	-	-	-	-	-	-	-
Abbotsford	\$553,133	\$457,000	\$312,000	\$1,325,000	\$521,958	\$477,500	↑ 32.64%	\$348,000	\$760,000
Burnley	*\$527,500	*\$527,500	\$527,500	\$527,500	-	-	-	-	-
Cremorne	-	-	-	-	-	-	-	-	-
East Melbourne	\$751,710	\$776,050	\$425,000	\$1,155,000	*\$457,000	*\$510,000	↓ -38.18%	\$250,000	\$611,000
Hawthorn	\$565,439	\$565,000	\$198,888	\$1,000,000	\$562,500	\$515,000	↓ -8.04%	\$292,000	\$1,510,000
Prahran	\$526,684	\$500,000	\$240,000	\$814,000	\$549,547	\$523,500	↑ 4.70%	\$295,000	\$1,300,000
Richmond	\$516,853	\$450,000	\$190,000	\$1,400,000	\$566,213	\$525,000	↑ 1.74%	\$320,000	\$1,170,000
South Yarra	\$606,500	\$523,000	\$220,000	\$1,722,000	\$937,217	\$603,500	↑ 1.17%	\$235,000	\$6,000,000
Albert Park	*\$1,850,000	*\$1,850,000	\$1,850,000	\$1,850,000	*\$850,000	*\$850,000	↑ 16.44%	\$850,000	\$850,000
Middle Park	*\$1,080,625	*\$642,500	\$377,500	\$2,660,000	*\$706,250	*\$706,250	↑ 4.63%	\$700,000	\$712,500
Port Melbourne	\$775,821	\$670,000	\$347,500	\$1,300,000	\$1,090,729	\$620,000	↓ -20.51%	\$390,000	\$2,600,000
South Melbourne	\$712,093	\$555,000	\$380,000	\$2,355,000	\$563,125	\$587,500	↑ 8.49%	\$325,000	\$795,000
Flemington	*\$420,600	*\$463,000	\$240,000	\$556,000	\$334,000	\$305,000	↓ -21.99%	\$165,000	\$620,000
Kensington	\$444,251	\$422,500	\$312,000	\$666,000	\$436,868	\$435,000	↓ -13.00%	\$260,000	\$625,000
Travancore	\$368,714	\$334,000	\$320,000	\$475,000	\$408,777	\$350,000	↓ -2.51%	\$316,000	\$680,000
West Melbourne	\$542,625	\$476,000	\$370,000	\$860,000	*\$635,700	*\$650,000	↑ 35.42%	\$485,000	\$836,000

Table compiled from data collected from July 2016 to January 2017. A dash indicates no recorded sales for the quarter, inability to show a quarterly change or no quarterly change. Directional arrows indicate change in comparison to the previous rolling quarter. * indicates an average or median value calculated using 5 sales or less.

Apartments

Price Per Internal Square Metre
Vol.52 February 2017

QUARTERLY MEDIAN CHANGE BY SUBURB



Based on data collected from July 2016 to January 2017. Princes Hill, Burnley and Cremorne were omitted due to insufficient data.
* indicates a median value calculated using 5 sales or less.

PRICE COMPARISONS BY ROLLING QUARTERS

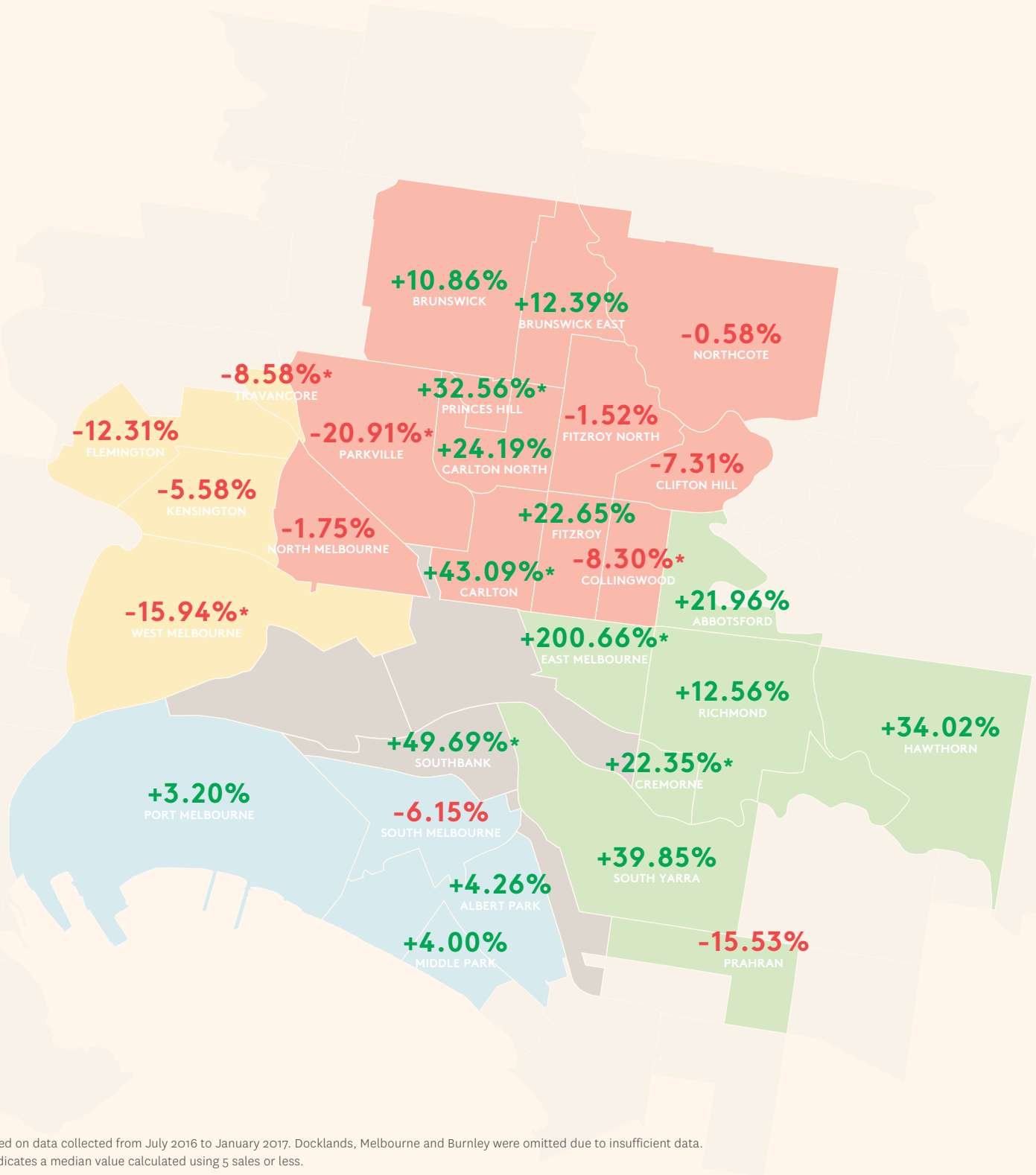
	PREVIOUS QUARTER (JUL, AUG, SEP 2016)				CURRENT QUARTER (OCT, NOV, DEC/JAN 2016)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	-	-	-	-	-	-		-	-
Melbourne	-	-	-	-	*\$1,925,000	*\$1,925,000		\$1,925,000	\$1,925,000
Southbank	*\$815,000	*\$815,000	\$815,000	\$815,000	*\$1,220,000	*\$1,220,000	↑ 49.69%	\$1,220,000	\$1,220,000
Brunswick	\$1,104,251	\$1,050,000	\$755,000	\$1,755,000	\$1,190,859	\$1,161,250	↑ 10.86%	\$500,000	\$2,500,000
Brunswick East	\$1,139,000	\$1,052,000	\$600,000	\$1,900,000	\$1,283,390	\$1,315,000	↑ 12.39%	\$320,000	\$1,975,000
Carlton	\$1,780,500	\$1,707,000	\$957,000	\$2,850,000	*\$2,266,500	*\$2,266,500	↑ 43.09%	\$1,162,000	\$3,371,000
Carlton North	\$1,634,461	\$1,400,000	\$960,000	\$2,550,000	\$1,826,681	\$1,715,000	↑ 24.19%	\$890,000	\$2,825,000
Clifton Hill	\$1,488,625	\$1,320,000	\$970,000	\$3,010,000	\$1,420,611	\$1,300,000	↓ -7.31%	\$1,030,000	\$2,230,000
Collingwood	*\$976,000	*\$981,000	\$890,000	\$1,057,000	*\$1,003,750	*\$950,000	↓ -8.30%	\$855,000	\$1,260,000
Fitzroy	\$1,445,285	\$1,276,000	\$715,000	\$3,310,000	\$1,794,038	\$1,565,000	↑ 22.65%	\$653,000	\$4,011,000
Fitzroy North	\$1,483,882	\$1,222,000	\$750,000	\$4,135,000	\$1,631,086	\$1,300,000	↓ -1.52%	\$1,055,000	\$2,860,000
North Melbourne	\$1,596,333	\$1,357,500	\$815,000	\$3,500,000	\$1,228,100	\$1,233,000	↓ -1.75%	\$550,000	\$1,900,000
Northcote	\$1,506,741	\$1,300,000	\$859,000	\$4,300,000	\$1,309,715	\$1,292,500	↓ -0.58%	\$400,000	\$2,500,000
Parkville	*\$1,493,500	*\$1,540,500	\$965,000	\$1,928,000	*\$1,623,750	*\$1,427,500	↓ -20.91%	\$1,265,000	\$2,375,000
Princes Hill	*\$1,041,000	*\$1,041,000	\$1,041,000	\$1,041,000	*\$1,380,000	*\$1,380,000	↑ 32.56%	\$1,380,000	\$1,380,000
Abbotsford	\$1,171,561	\$1,172,500	\$882,500	\$1,542,000	\$1,439,090	\$1,430,000	↑ 21.96%	\$1,000,000	\$1,985,000
Burnley	-	-	-	-	*\$1,005,000	*\$1,005,000		\$1,005,000	\$1,005,000
Cremorne	*\$1,028,666	*\$1,015,000	\$961,000	\$1,110,000	*\$1,160,000	*\$1,300,000	↑ 22.35%	\$800,000	\$1,380,000
East Melbourne	*\$1,505,000	*\$1,505,000	\$1,450,000	\$1,560,000	*\$4,525,000	*\$4,525,000	↑ 200.66%	\$4,525,000	\$4,525,000
Hawthorn	\$2,327,666	\$1,970,000	\$1,187,000	\$4,300,000	\$2,693,888	\$2,600,000	↑ 34.02%	\$1,180,000	\$5,188,000
Prahran	\$1,581,290	\$1,365,000	\$952,750	\$3,890,000	\$1,480,217	\$1,305,000	↓ -15.53%	\$428,000	\$3,027,000
Richmond	\$1,275,150	\$1,185,000	\$720,000	\$2,240,000	\$1,475,059	\$1,340,000	↑ 12.56%	\$800,000	\$3,414,000
South Yarra	\$1,640,954	\$1,700,000	\$1,036,500	\$2,682,000	\$3,407,472	\$2,377,500	↑ 39.85%	\$1,111,500	\$12,150,000
Albert Park	\$1,854,700	\$1,650,000	\$985,000	\$3,755,000	\$2,066,285	\$1,837,500	↑ 4.26%	\$1,000,000	\$5,100,000
Middle Park	*\$1,937,600	*\$1,800,000	\$1,130,000	\$2,650,000	\$2,452,250	\$2,300,000	↑ 4.00%	\$1,191,000	\$4,175,000
Port Melbourne	\$1,577,195	\$1,405,000	\$1,010,000	\$3,850,000	\$1,548,862	\$1,450,000	↑ 3.20%	\$930,000	\$3,705,000
South Melbourne	\$1,645,937	\$1,530,000	\$1,139,000	\$2,475,000	\$1,621,625	\$1,542,500	↓ -6.15%	\$920,000	\$2,525,000
Flemington	\$951,181	\$918,000	\$730,000	\$1,315,000	\$952,111	\$855,000	↓ -12.31%	\$805,000	\$1,410,000
Kensington	\$1,146,973	\$1,165,000	\$785,000	\$1,795,000	\$1,078,781	\$1,100,000	↓ -5.58%	\$765,000	\$1,455,000
Travancore	*\$1,257,000	*\$1,257,000	\$1,257,000	\$1,257,000	*\$1,288,500	*\$1,288,500	↓ -8.58%	\$1,257,000	\$1,320,000
West Melbourne	*\$1,242,000	*\$1,242,000	\$1,242,000	\$1,242,000	*\$1,044,000	*\$1,044,000	↓ -15.94%	\$907,000	\$1,181,000

Table compiled from data collected from July 2016 to January 2017. A dash indicates no recorded sales for the quarter, inability to show a quarterly change or no quarterly change. Directional arrows indicate change in comparison to the previous rolling quarter. * indicates an average or median value calculated using 5 sales or less.

Houses

Price Per Internal Square Metre
Vol.52 February 2017

QUARTERLY MEDIAN CHANGE BY SUBURB



Based on data collected from July 2016 to January 2017. Docklands, Melbourne and Burnley were omitted due to insufficient data.
* indicates a median value calculated using 5 sales or less.

Townhouses

Price Per Internal Square Metre
Vol.52 February 2017

PRICE COMPARISONS BY ROLLING QUARTERS

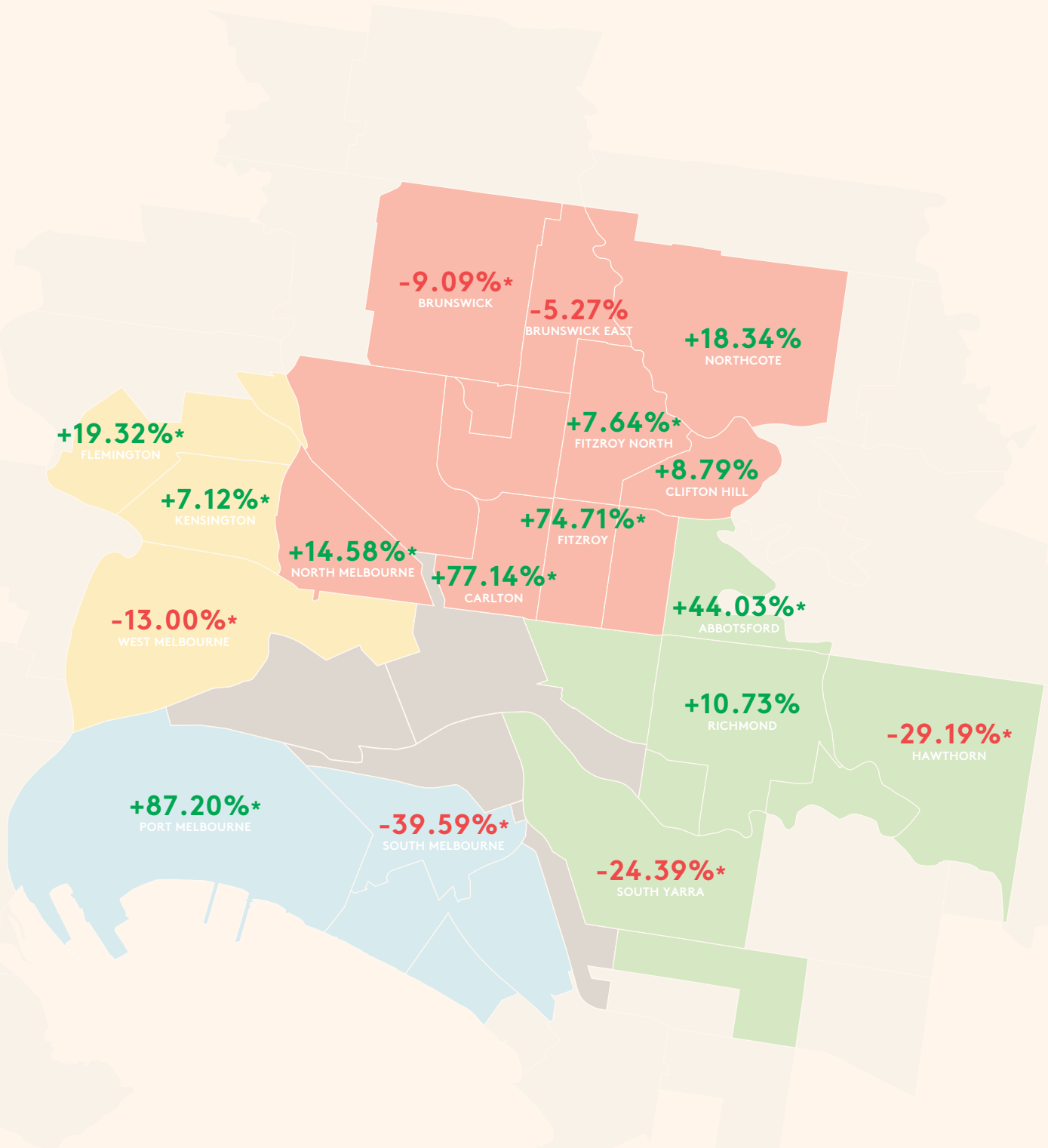
	PREVIOUS QUARTER (JUL, AUG, SEP 2016)				CURRENT QUARTER (OCT, NOV, DEC/JAN 2016)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	-	-	-	-	-	-		-	-
Melbourne	-	-	-	-	-	-		-	-
Southbank	-	-	-	-	-	-		-	-
Brunswick	\$1,100,796	\$830,000	\$675,000	\$2,100,150	*\$741,000	*\$800,000	↓ -9.09%	\$620,000	\$855,000
Brunswick East	*\$884,400	*\$892,000	\$800,000	\$985,000	\$842,500	\$845,000	↓ -5.27%	\$665,000	\$1,065,000
Carlton	*\$1,113,500	*\$1,113,500	\$872,000	\$1,355,000	*\$1,972,500	*\$1,972,500	↑ 77.14%	\$1,972,500	\$1,972,500
Carlton North	-	-	-	-	-	-		-	-
Clifton Hill	*\$784,666	*\$825,000	\$647,500	\$881,500	\$901,214	\$897,500	↑ 8.79%	\$720,000	\$1,226,000
Collingwood	*\$1,004,800	*\$1,051,000	\$750,000	\$1,260,000	-	-		-	-
Fitzroy	*\$870,000	*\$870,000	\$860,000	\$880,000	*\$1,520,000	*\$1,520,000	↑ 74.71%	\$1,520,000	\$1,520,000
Fitzroy North	*\$1,039,666	*\$1,054,000	\$930,000	\$1,135,000	*\$1,078,750	*\$1,092,500	↑ 7.64%	\$980,000	\$1,150,000
North Melbourne	\$936,166	\$785,500	\$690,000	\$1,375,000	*\$896,000	*\$900,000	↑ 14.58%	\$888,000	\$900,000
Northcote	\$766,857	\$722,000	\$658,500	\$915,000	\$1,068,500	\$900,000	↑ 18.34%	\$690,000	\$2,270,000
Parkville	-	-	-	-	*\$1,717,500	*\$1,717,500		\$1,717,500	\$1,717,500
Princes Hill	-	-	-	-	-	-		-	-
Abbotsford	*\$809,200	*\$845,000	\$700,000	\$927,000	*\$1,145,000	*\$1,145,000	↑ 44.03%	\$1,145,000	\$1,145,000
Burnley	-	-	-	-	-	-		-	-
Cremorne	*\$1,175,000	*\$1,175,000	\$1,175,000	\$1,175,000	-	-		-	-
East Melbourne	-	-	-	-	-	-		-	-
Hawthorn	*\$2,060,000	*\$2,060,000	\$2,060,000	\$2,060,000	*\$999,000	*\$1,027,500	↓ -29.19%	\$752,000	\$1,189,000
Prahran	*\$1,050,000	*\$1,050,000	\$1,050,000	\$1,050,000	-	-		-	-
Richmond	\$1,122,937	\$1,055,000	\$750,000	\$1,695,000	\$1,289,437	\$1,207,500	↑ 10.73%	\$775,000	\$2,250,000
South Yarra	*\$1,490,333	*\$1,661,000	\$1,010,000	\$1,800,000	*\$1,232,500	*\$1,232,500	↓ -24.39%	\$1,215,000	\$1,250,000
Albert Park	*\$927,500	*\$927,500	\$927,500	\$927,500	-	-		-	-
Middle Park	-	-	-	-	-	-		-	-
Port Melbourne	*\$1,259,250	*\$1,156,500	\$779,000	\$1,945,000	*\$1,866,250	*\$1,937,500	↑ 87.20%	\$1,410,000	\$2,180,000
South Melbourne	*\$1,475,000	*\$1,475,000	\$1,150,000	\$1,800,000	*\$891,000	*\$891,000	↓ -39.59%	\$891,000	\$891,000
Flemington	*\$625,000	*\$625,000	\$625,000	\$625,000	*\$842,250	*\$908,000	↑ 19.32%	\$553,000	\$1,000,000
Kensington	\$697,571	\$750,000	\$533,000	\$790,000	*\$790,000	*\$790,000	↑ 7.12%	\$650,000	\$1,000,000
Travancore	-	-	-	-	-	-		-	-
West Melbourne	*\$1,010,000	*\$1,010,000	\$1,010,000	\$1,010,000	*\$960,666	*\$907,000	↓ -13.00%	\$850,000	\$1,125,000

Table compiled from data collected from July 2016 to January 2017. A dash indicates no recorded sales for the quarter, inability to show a quarterly change or no quarterly change. Directional arrows indicate change in comparison to the previous rolling quarter. * indicates an average or median value calculated using 5 sales or less.

Townhouses

Price Per Internal Square Metre
Vol.52 February 2017

QUARTERLY MEDIAN CHANGE BY SUBURB



Based on data collected from July 2016 to January 2017. Docklands, Melbourne, Southbank, Carlton North, Collingwood, Parkville, Princes Hill, Burnley, Cremorne, East Melbourne, Prahran, Albert Park, Middle Park and Travancore were omitted due to insufficient data. * indicates a median value calculated using 5 sales or less.

SECRET
INSIDE PERSPECTIVE
AGENT



Terraces & Townhouses:
Price Per Internal Square Metre
Vol.52 February 2017

Words

Richard Rossmann
Paul Osborne
Jodie Walker

Data

Richard Rossmann

Design & cover

Sheng Yi Lee

The data upon which this report is based was sourced from:
The Australian Bureau of Statistics (abs.gov.au/census),
REIV (reiv.com.au/property-data/auction-results),
The Department of Human Resources, Google Maps,
Land Victoria (land.vic.gov.au), realestateview.com.au,
realestate.com.au, domain.com.au, Fairfax, Residex, various
individual real estate agents operating in inner Melbourne, and
other specialised sources as noted in the content.

© 2016 Secret Agent HQ Pty Ltd. All rights reserved.
No reproduction, distribution or transmission is permitted
without the prior written permission of Secret Agent HQ Pty Ltd.

info@secretagent.com.au
(+61) 3 9349 4333

 **@secretagentnews**