

SECRET
INSIDE PERSPECTIVE
AGENT

THE SECRET AGENT REPORT

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THE CHINESE EFFECT



The Inside Perspective

3 THE CHINESE EFFECT

This month, Secret Agent thought it would be interesting to consider foreign ownership in Australia, particularly by migrant and second generation Chinese.

*"Remember, remember always,
that all of us, and you and I
especially, are descended from
immigrants and revolutionists."*

Franklin D. Roosevelt

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[View our Scorecard summary online](#)

The Chinese Effect

by Harry Zhang and Jodie Walker

As New Zealand seeks to cut foreign investment from its property market, Secret Agent thought it would be interesting to consider foreign ownership in Australia.

Much of this has been largely influenced by the perception of Chinese capital, both from migrants and second generation citizens. Many believe that Chinese investors have been a contributing factor to pushing up prices here in cities such as Melbourne.

The demographics of certain suburbs have certainly changed over the years as immigration of Chinese students and families has increased. Loose correlations can be made, however it is difficult to fully account for confounding factors such as the record low interest rates, rising household debt, decreasing supply of land and rapid population growth.

Consequently, whether or not Chinese buyers have contributed in a major way to housing price increases can only be speculated. There is no doubt that their presence would have had some impact, and understanding more about the Chinese buyer is necessary because immigration levels are still on the way up.

In this report Secret Agent will discuss the Melbourne property market from the perspective of a Chinese migrant. The idea that Chinese buyers have pushed up prices by creating increased demand will be discussed as will the reasons why certain suburbs are favoured by the Chinese.

CHINESE IMMIGRATION IN AUSTRALIA

The Australian property market is particularly appealing to Chinese citizens. Their buying force is recognisable and has been targeted by many new apartment developments in our cities.

Walk through streets of many Melbourne suburbs, including parts of the CBD, and you almost feel like you are in China, or at least some part of Asia. These hubs are frequented by immigrants and their families, with specialty food shops, restaurants and even the language spoken reflecting their native country.

Census data indicates that in Clayton for example, 78% of the population have parents who were both born overseas, and 27% speak Mandarin at home. (ABS, 2017) Compare this to a suburb such as Elsternwick where only 40% of people had both parents born overseas and only 1.7% of the population speak Mandarin at home.

Understanding more about the Chinese buyer is critical. Whether or not they impact property prices, the reality is that Chinese do make up a significant portion of the market in certain areas.

Immigration to Australia from China is growing every year. Figures 1-3 show the extent of the immigration growth from China to Australia over the past decade. The trend shows it is still increasing. Of these migrants, special consideration and skilled categories have become relatively stagnant while the family category maintains its upward trend. This could be attributed to governmental policies becoming stricter with skilled immigration in recent years.

Figure 1 Chinese Migrants Coming to Australia 1996-2015 (stacked)

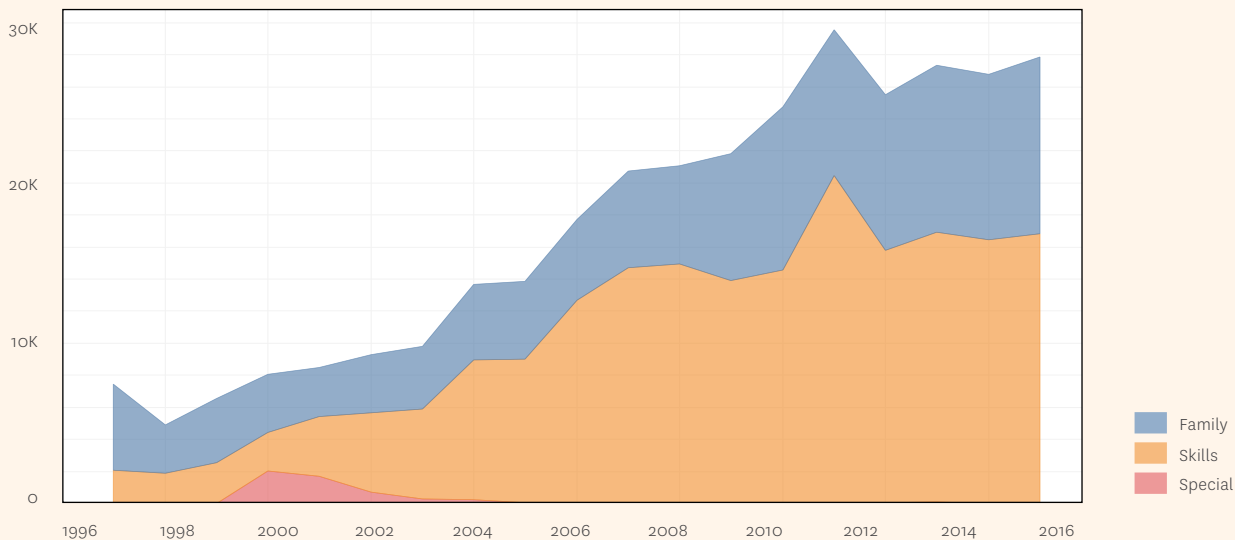


Figure 2 Visas Issued 2012-2015

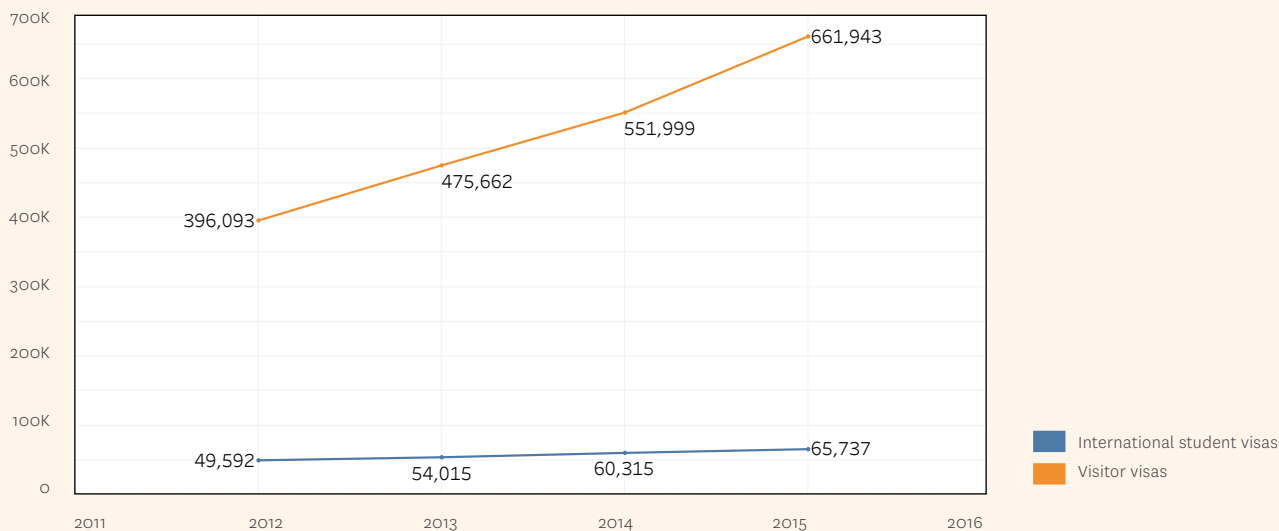
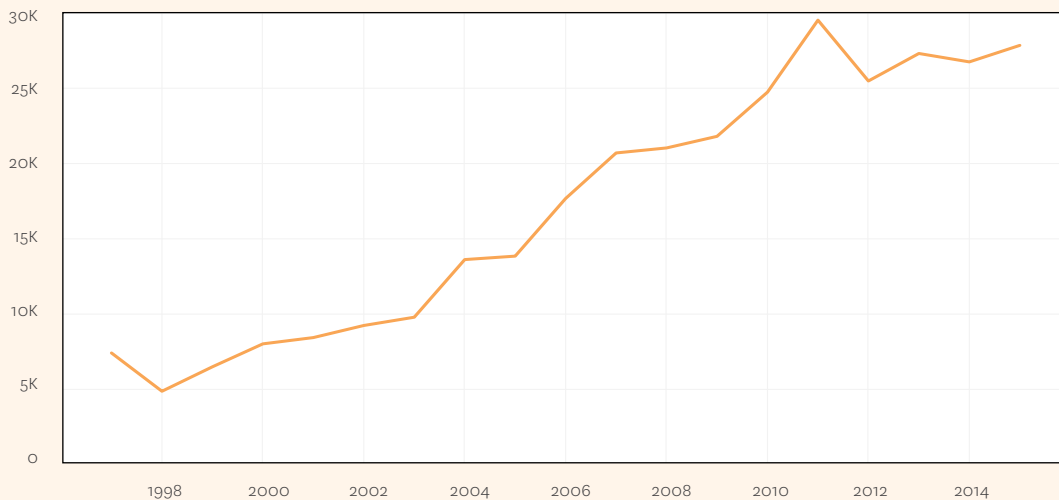


Figure 3 Total Chinese Migrants 1996-2014



THE AUSTRALIAN APPEAL

The choice to immigrate to Australia is different for everyone, however there are some attractive features of Australia that influence this choice for most Chinese buyers. These include the opportunity to invest in real estate, the relatively relaxed lifestyle and the safety offered in Australia. Similarly, while every buyer has different priorities, there are distinct cultural and societal patterns found amongst the Chinese population. Location is especially important to the Chinese and it is no fluke that certain suburbs have become mini China towns.

With majority of migrants being families and skilled workers, proximity to schools, universities and public transport is important. Asian parents are notorious for valuing their children's education, many spend thousands annually for a spot in tutoring centres or private tuition to enable their children to sit private or selective high school examinations.

Areas with academically strong public schools are sought after because there is the mentality that the cost of a house in that suburb is comparable to the cost of 7 years of private tuition fees.

Yet, the price of a home will continue to rise in those 7 years. There are also adult students who arrive as skilled migrants. Although professional in their field, the language barrier is often considerable enough that they need to enrol in a language course at a university campus.

For 2nd generation students (born in Australia but with Chinese parents), suburbs like Balwyn, Box Hill, Glen Waverley and Mount Waverley are among the top of the list for public high school education.

For international students in tertiary education, suburbs surrounding prestigious universities are preferred such Carlton, Parkville and Clayton. It is often the case that international students choose dwellings close to their universities during study. Then after receiving permanent residency and becoming familiar there, they tend to purchase in that same area.

For 2nd generation Chinese couples or young professionals, suburbs that offer an alternative and relaxed environment but are not exceedingly expensive strike the sweet spot for this group. Their priority is lifestyle and amenity rather than education.

It is not uncommon for Chinese families to live with their elderly parents so that they can care for them easily. Many families decide to move to a home with more space or even purchase a small apartment nearby their home. Suburbs which feel accommodating and not too different from their native home are preferred. These include Box Hill, Preston, Clayton and those surrounding the city. There are not only strong Asian communities in these areas, but also good accessibility to grocery stores, public transport and restaurants.

WHERE ARE THE CHINESE IN VICTORIA?

Whilst a perfect property in a less desirable suburb is still worth pursuing, the cliché "Location, location, location" is rigorously applicable to Chinese buyers. Suburbs with established Asian communities, a positive reputation or high-ranking schools are prime. Looking at particular Melbourne suburbs and their merits, illuminates why some of these suburbs have such dominating Asian communities.

The following suburbs listed in Table 1 have the highest percentage of Chinese people living in them. Suburbs with a high percentage of Chinese as well as other nationalities (e.g. Malaysian, Indian, Korean) are not included on this list.

As you can see in Table 1, median prices for these suburbs are all above \$1million except for Notting Hill. Note these prices are included for reference only.

Table 1 Median price (\$) in suburbs with the highest Chinese population (%) in 2016

SUBURB	2016 MEDIAN (\$)	CHINESE POP. 2016 (%)
BOX HILL	1,409,000	41.2%
CARLTON	1,515,000	36.1%
CLAYTON	1,000,000	36.0%
GLEN WAVERLEY	1,205,500	32.9%
DONCASTER EAST	1,220,000	32.1%
NOTTING HILL	872,500	31.6%
DONCASTER	1,280,000	30.7%
CAULFIELD EAST	1,317,500	30.0%
BOX HILL NORTH	1,126,500	29.4%
BALWYN	2,170,000	26.9%

Box Hill

Box Hill has the highest percentage of Chinese inhabitants in Victoria. Almost 30% of residents speak Mandarin at home and a further 10% speak Cantonese. (ABS, 2017)

Box Hill's shopping district is largely comprised of Asian restaurants and convenience stores attempting to resemble their Asian counterparts. This appears to be a self-fulfilling cycle where Asian immigrants are attracted to Box Hill because it has culturally similar people which in turn generates demand for services and to reside in Box Hill.

The convenience of services such as public transport and Asian groceries make Box Hill ideal for the elderly.

People living in China's cities are already familiar with the apartment lifestyle and have no issues moving into one, unlike many Australians who prefer a townhouse or larger unit.

More and more apartment complexes are being developed and targeted towards the Chinese in this area. Needless to say, Box Hill offers an experience that is closer to China's cities than many other suburbs in Melbourne.

In recent years, Box Hill High School has become one of the academically strongest public schools which further adds to the appeal of this suburb to the Chinese.

Carlton

The median age of Carlton residents is 24 years and almost 70% attend a tertiary institution. 70% of the Carlton population have both parents born overseas which isn't surprising considering the large number of public housing complexes as well as student apartment buildings in Carlton.

However, Chinese is the most common ancestry in Carlton. (ABS, 2017) The appeal of Carlton to the Chinese is its proximity to the CBD and being next door to two of the largest university campuses in Victoria. Carlton it seems is a natural choice for international Chinese students.

Clayton

Unlike Box Hill, Clayton's Asian population is not primarily Chinese with a large proportion of migrants being of Malaysian, Indian and Indonesian descent. Still, it is a popular suburb for Chinese buyers due to its proximity to Monash University and a large number of Asian targeted shops and restaurants. Clayton property prices have grown significantly

and it could be a result of Chinese migrants and second generation citizens.

Doncaster East

Doncaster East has a significant Chinese population with almost 30% of residents having Chinese ancestry and 12% born in China. The median age is 41 years, which is well above the national median of 37.4 years. It is a suburb which appeals to families as illustrated by the high percentage of young children (0-14: 15.7%) and middle aged inhabitants (45-54: 13.4%). (ABS, 2017)

There is a large number of primary schools to choose from and the suburb offers sporting and recreational venues as well as a sense of quietness away from the city for families to enjoy.

Recently Doncaster East has become even more appealing to Chinese families as the local Secondary College has achieved formidable academic results, creating a positive feedback loop in demand.

Melbourne CBD

Melbourne's CBD is popular among international students and families with children too young for primary school (typically younger than 5). The need for a primary or secondary school may lead Asian families to the outer suburbs, but before that, many are drawn to the fast and modern CBD lifestyle. Major influences include the density of people especially other Asian people, a dedicated China Town right outside Melbourne central, the density and variety of shops and services, and the availability of apartments. Asian culture is imbedded into the CBD; there are many Asian restaurants outside of China Town, bubble tea outlets, Asian groceries and clothing stores that play Asian pop music.

Consequently, developers are more confident in the CBD because of the high demand from international students who study at nearby universities such as RMIT and The University of Melbourne. Right now, you can visit Melbourne Central and see not only a predominantly Asian population but also Chinese vendors advertising apartments for sale which are targeted towards Chinese.

Balwyn

Another hot suburb among Asian communities is Balwyn with 16% of residents speaking Mandarin at home. (ABS, 2017) This is primarily due to its local high school. Balwyn High School regularly tops the public school rankings and consequently

many education conscious parents hope to send their children there.

While still an expensive suburb, Balwyn's growth has slowed and even dropped in the past year as buyers look towards less competitive areas such as Doncaster East.

CHINESE GROWTH SUBURBS

The following suburbs may not have had strongly established Chinese communities to begin with but have seen shifts recently in their demographics due to increased interest from mainly Chinese buyers.

Caulfield East

The choice to buy in Caulfield East rather than Caulfield is influenced by Caulfield's median price being much higher, again referring to the shift towards less competitively priced suburbs that are still in close enough proximity to public transport and universities.

Carnegie

Like Clayton, Carnegie is chosen by many international students because it is close to Monash University (Caulfield Campus). Carnegie has seen a rise in the number of developments, especially apartment buildings, as a response to the interest from international families and students. The main street is lined with many Asian restaurant options and public transport links are strong. Chinese and Indian ancestry are equally strong in this suburb.

Carnegie's initial appeal came from the fact that it was a cheaper alternative to Caulfield. Since then,

Carnegie's price itself has increased substantially.

Glen Waverley

Glen Waverley has become well known because of its schools and especially Glen Waverley Secondary College which sees itself in the leagues of Box Hill High School and Balwyn High School. For this reason it is a popular suburb for Chinese families. Figure 4 shows the median house price over time.

There was significant growth from 2014 to 2015 which was reversed in 2016. Investigating this spike, it was found that in 2014, Glen Waverley Secondary College was academically the second strongest non-selective public school. However, not retaining this position the next year could have caused a subtle loss of interest in the suburb.

EFFECT ON HOUSE PRICES

It is difficult to control for all the confounding factors on house prices to pinpoint the exact impact the Chinese buyer is having on the property market, however inferences can be made using data from the Census and Department of Environment, Land, Water and Planning.

Simply comparing a suburb's Asian population and its price growth per annum results in a correlation coefficient of 0.509, which is generally considered a moderate relationship. In other words, there is a good case to be made that the Chinese are having an impact on property prices.

When narrowing down Asian populations specifically with Chinese populations a slightly higher correlation of: 0.55 is obtained. This could suggest that Chinese buyers are more

Figure 4 Median House Price in Glen Waverley 2006-2016

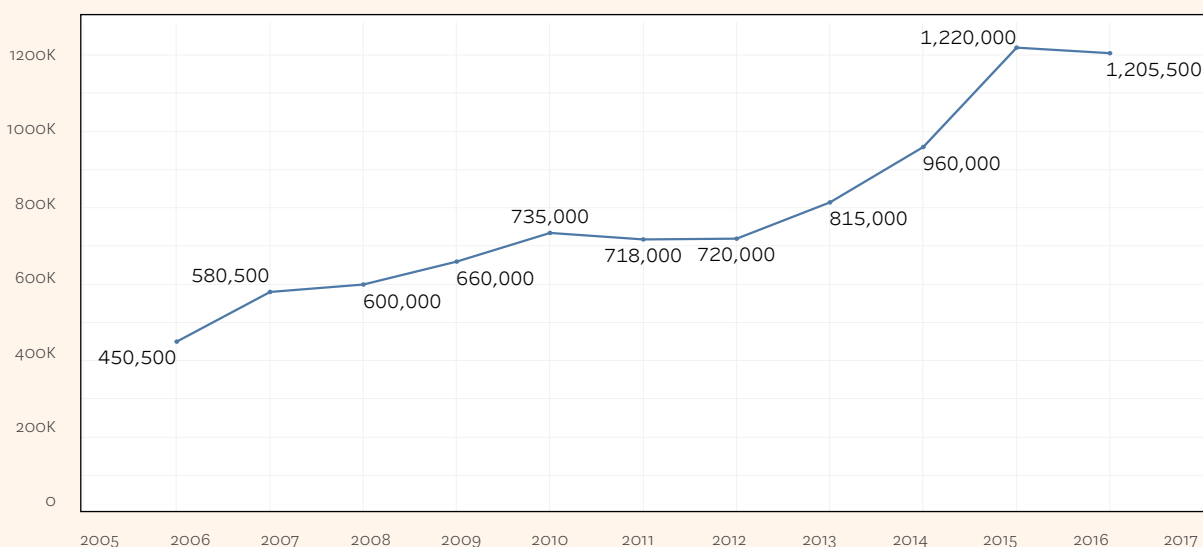


Figure 5 Growth PA vs Asian Percentage of Suburb in 2016

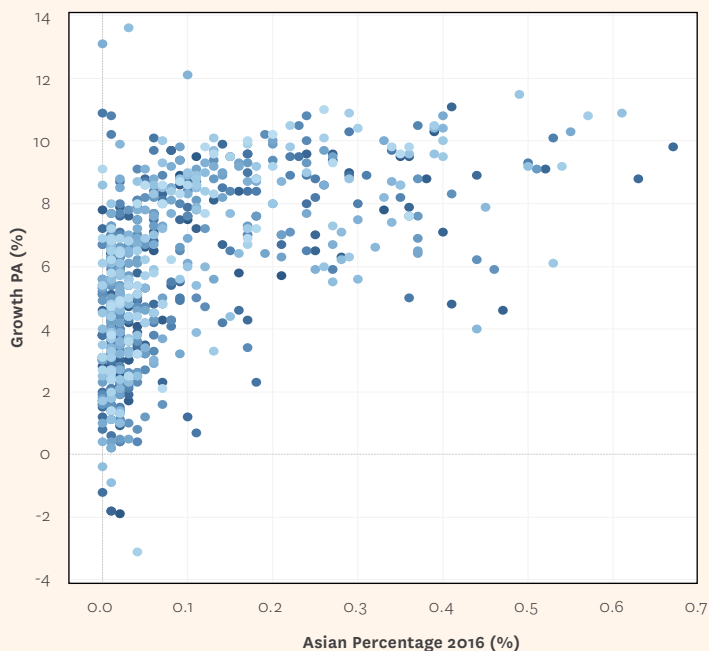
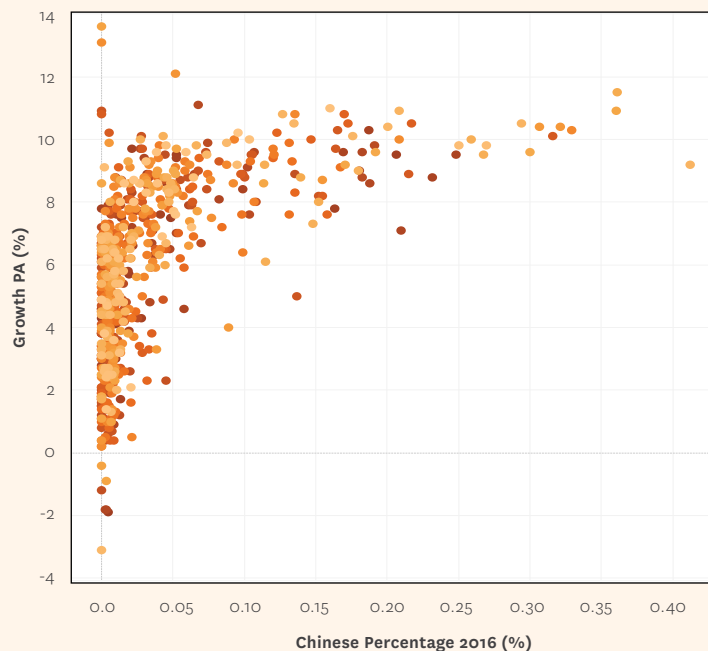


Figure 6 Growth PA vs Chinese Percentage of Suburb in 2016



active than other Asian groups when pursuing property in Australia. This correlation makes sense when you look into the individual suburbs that are popular with the Chinese. Their buying power in these suburbs is likely to contribute to the price increases especially because many of these suburbs are well located and in demand from non-Chinese buyers as well.

CONCLUSION

A look into the characteristics of certain Melbourne suburbs shows the kind of factors that goes into the decision making process for Chinese buyers.

Education is one of the greatest contributors. Families may tend toward suburbs which have top-ranking public high schools.

International students and skilled migrants often choose to live around their campuses while they study. For the elderly, it is typical to prefer suburbs with short walking distances to public transport, accessibility to Asian groceries and a low maintenance apartment style dwelling.

It is unknown how great the true impact of Chinese buyers on the Australian property market is. Record low interest rates, decreased supply of land in our city centres and rapid population growth have all played a role. In some suburbs it might be the case that Chinese buyers have played a larger part in the growth seen whereas in other suburbs it is probably a mix of all factors. \diamond

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Market Review

by Ken Premtic

Spring selling season was full steam ahead for the month of October. A large amount of supply has come onto the market in the past couple of weeks. The market has responded with relatively steady clearance rates thus far with solid signs at the quality end of the spectrum, yet a softening for average properties.

The cream rises to the top and quality properties are still performing well. However there are less of the runaway results where vendors expectations are exceeded by 10-20%. The key word is balance and vendors need to be priced right for a transaction to happen!

At Secret Agent we are still finding good quality options are hard to come by. B-C grade offerings are now mostly being "passed in" if not quoted correctly, with a sale being negotiated after.

Buyers and agents are having to dust up on their negotiation skills behind closed doors where prices can fluctuate wildly. Transparency is lost in these scenarios but can work in a savvy buyer's favour.

We are seeing an equalisation and balance shifting more towards buyers than sellers. We've also noticed more properties being sold prior to auction - as vendors are nervous of potential competing stock and would rather a bird in the hand than to risk running to auction and failing. Both vendors and buyers are thinking about Christmas and the deadlines that need to be met.

We should see a supply lift after Melbourne Cup for the pre Christmas dash. This should bring about potential good buying opportunities for buyers looking in the market.

Interest rates remain steady for the short term with professional pundits split between the next movements being either up or down.

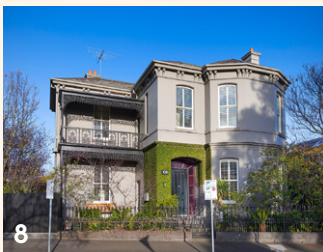
The Andrews state Labor government has proposed new changes for landlords and tenants in Victoria. Some of the proposed changes will be a deterrent to property investors who are already struggling with soft yields on their residential investments.

Stay tuned for a compelling month. The momentum for 2018 will be shaped by the next six weeks of activity. ♦

Top Sales

OCT 2017

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- 1 **\$2,980,000** 2 Bowen Crescent, Carlton North
- 2 **\$2,250,000** 3 Oamaru Street, Northcote
- 3 **\$2,050,000** 7 Byron Street, Moonee Ponds
- 4 **\$3,610,000** 18/21 Marine Parade, St Kilda
- 5 **\$3,935,000** 22 Falconer Street, Fitzroy North
- 6 **\$3,110,077** 25 Hodgkinson Street, Clifton Hill
- 7 **\$2,020,000** 56 Barrow Street, Brunswick
- 8 **Undisclosed** 108 Park Drive, Parkville
- 9 **\$6,370,000** 307 Beaconsfield Parade, Middle Park
- 10 **\$2,850,000** 142 George Street, East Melbourne

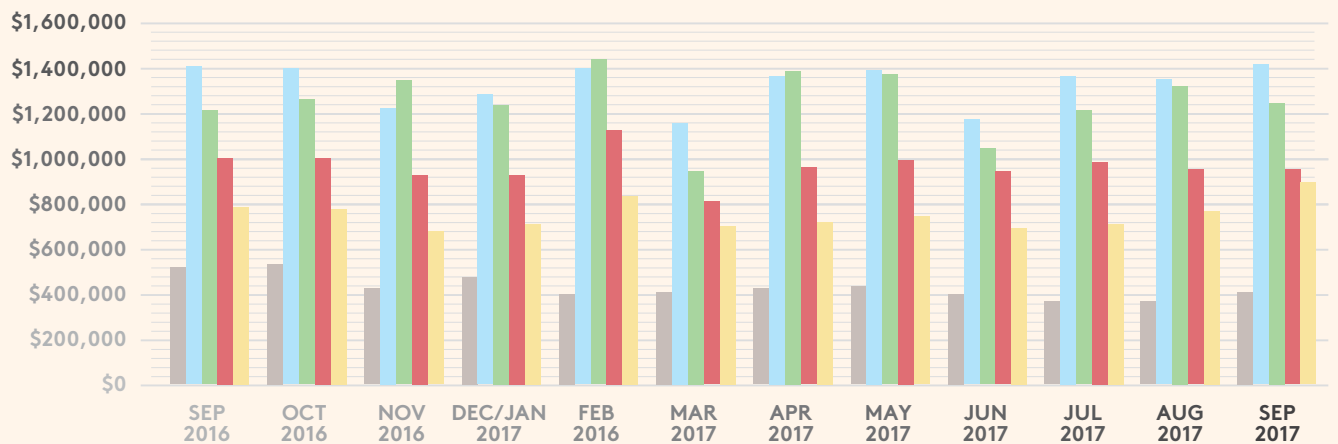
Quarterly Scorecard

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AUG - OCT 2017

	Apartments	Houses	Townhouses
QUARTERLY GROWTH/DECLINE	-2.70% ↓	-2.50% ↓	+2.30% ↑
MEDIAN PRICE	\$545,000	\$1,462,500	\$1,036,750
AVERAGE PRICE	\$599,711	\$1,739,619	\$1,144,834
MEDIAN SQM	\$8,882	\$8,114 +2.70% ↑	\$11,045 -7.60% ↓
STOCK INVENTORY	3,265 -5.10% ↓	393 -11.10% ↓	93 -15.50% ↓
BOOM	-	Albert Park ↑ Carlton ↑ Fitzroy North ↑ Parkville ↑ South Yarra ↑	-
BUST	Docklands ↓ East Melbourne ↓ Fitzroy North ↓ Richmond ↓	Carlton North ↓	-

YEAR ON YEAR LOOK Median Prices



OCT 2016 - OCT 2017 GROWTH/DECLINE

- -22.51% CBD Apartments
- -0.49% Inner South Apartments, Townhouses and Houses (A,T & H)
- +1.66% Inner East (A,T & H)
- -6.62% Inner North (A,T & H)
- +12.70% Inner West (A,T & H)

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

AUG - OCT 2017

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		PREVIOUS QUARTER (MAY, JUN, JUL 2017)				CURRENT QUARTER (AUG, SEP, OCT 2017)			
		Apartments	Apartments (by area)	Houses & Townhouses	Houses & Townhouses (by area)	Apartments	Apartments (by area)	Houses & Townhouses	Houses & Townhouses (by area)
Central	Docklands	1.30%		2.22%		1.10%		2.22%	
	Melbourne	0.81%	0.92%	-	14.71%	1.19%	1.12%	-	13.45%
	Southbank	1.03%		-		0.95%		-	
Inner North	Brunswick	0.95%		0.83%		1.27%		1.01%	
	Brunswick East	1.23%		1.04%		2.17%		1.16%	
	Carlton	0.30%		0.68%		0.61%		1.44%	
	Carlton North	0.57%		1.05%		0.95%		1.01%	
	Clifton Hill	1.00%		0.98%		0.20%		1.36%	
	Collingwood	1.41%	0.73%	0.96%	0.81%	1.85%	0.93%	0.70%	0.89%
	Fitzroy	0.59%		0.89%		0.64%		2.03%	
	Fitzroy North	0.91%		0.70%		1.66%		0.87%	
	North Melbourne	0.48%		0.88%		0.55%		0.78%	
	Northcote	1.14%		0.65%		0.78%		0.65%	
	Parkville	0.82%		0.86%		0.70%		0.43%	
Princes Hill	-		0.32%		-		0.65%		
Inner East	Abbotsford	3.29%		1.27%		4.85%		1.67%	
	Burnley	0.68%		1.96%		0.68%		-	
	Cremorne	1.66%		0.39%		1.10%		1.38%	
	East Melbourne	0.56%	1.13%	0.71%	0.69%	0.69%	1.17%	0.89%	1.08%
	Hawthorn	0.95%		1.15%		0.99%		1.05%	
	Prahran	1.56%		0.97%		1.34%		1.41%	
	Richmond	1.17%		1.07%		1.33%		1.02%	
	South Yarra	0.99%		0.95%		0.91%		1.24%	
Inner South	Albert Park	0.59%		0.65%		0.79%		0.74%	
	Middle Park	NA%	1.05%	0.68%	1.18%	0.42%	0.98%	0.77%	1.10%
	Port Melbourne	1.35%		0.96%		1.35%		0.87%	
	South Melbourne	0.94%		1.14%		0.59%		1.33%	
Inner West	Flemington	0.18%		1.15%		0.59%		1.58%	
	Kensington	1.27%	0.96%	0.85%	0.94%	0.48%	0.80%	0.99%	1.00%
	Travancore	1.87%		0.37%		1.46%		0.74%	
	West Melbourne	1.53%		1.20%		1.30%		2.40%	

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

Apartments

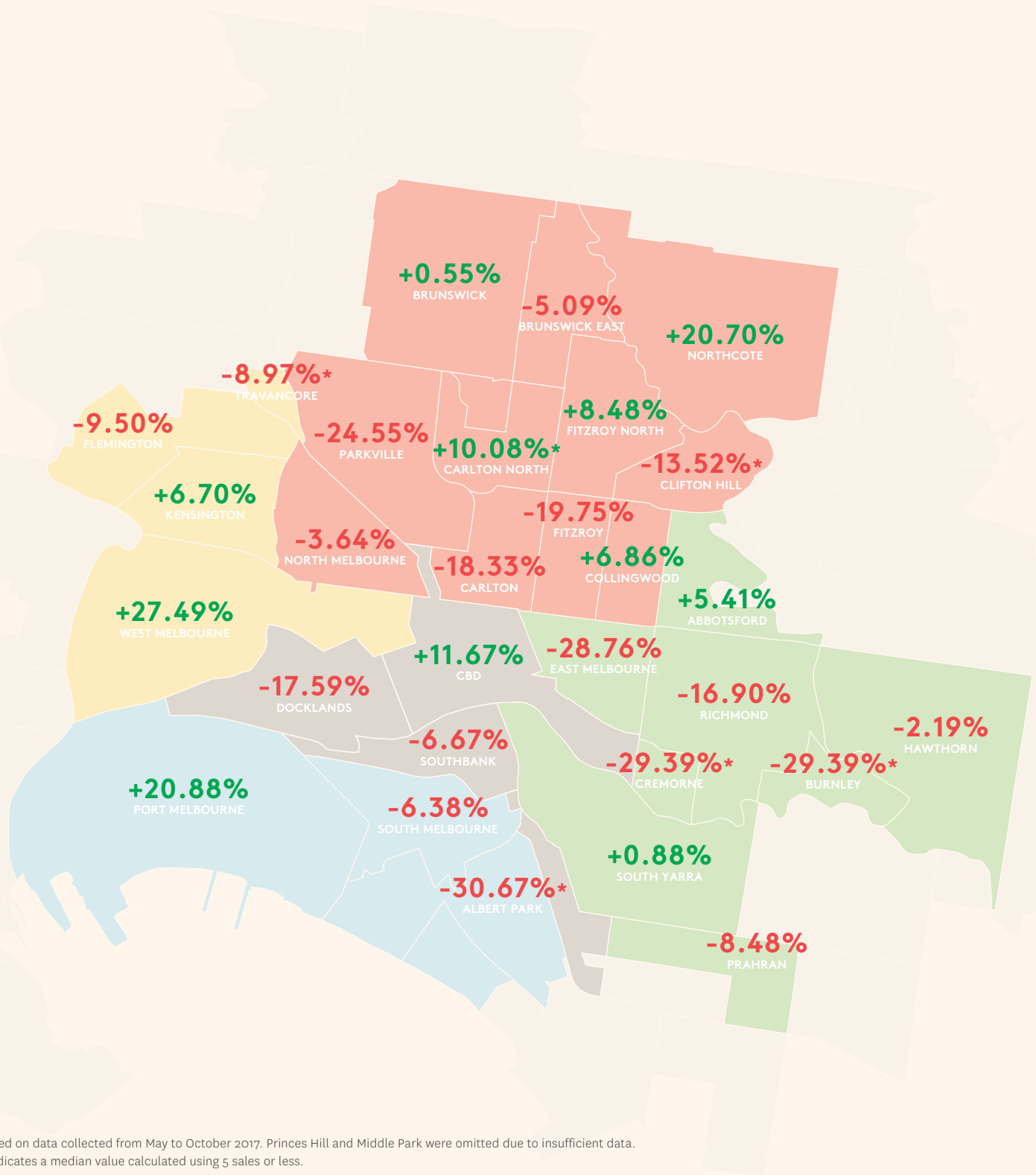
PRICE COMPARISONS BY ROLLING QUARTERS

	PREVIOUS QUARTER (MAY, JUN, JUL 2017)				CURRENT QUARTER (AUG, SEP, OCT 2017)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	\$602,606	\$540,000	\$280,000	\$1,200,000	\$611,019	\$445,000	↓ -17.59%	\$301,000	\$1,320,000
Melbourne	\$581,662	\$480,000	\$150,000	\$2,270,000	\$586,001	\$536,000	↑ 11.67%	\$142,000	\$1,710,000
Southbank	\$678,549	\$592,500	\$392,500	\$1,680,000	\$561,670	\$553,000	↓ -6.67%	\$325,000	\$1,510,000
Brunswick	\$491,270	\$457,500	\$299,000	\$755,000	\$472,865	\$460,000	↑ 0.55%	\$250,000	\$1,030,000
Brunswick East	\$541,846	\$550,000	\$365,000	\$835,000	\$501,136	\$522,000	↓ -5.09%	\$320,000	\$662,000
Carlton	\$620,750	\$600,000	\$155,000	\$1,135,000	\$588,600	\$490,000	↓ -18.33%	\$150,000	\$1,325,000
Carlton North	*\$524,833	*\$595,000	\$380,000	\$599,500	*\$665,500	*\$655,000	↑ 10.08%	\$502,500	\$800,000
Clifton Hill	*\$679,800	*\$636,000	\$465,000	\$1,030,000	*\$550,000	*\$550,000	↓ -13.52%	\$550,000	\$550,000
Collingwood	\$685,071	\$575,500	\$230,000	\$2,301,000	\$749,205	\$615,000	↑ 6.86%	\$335,000	\$1,305,000
Fitzroy	\$1,005,000	\$790,000	\$601,000	\$2,265,000	\$715,291	\$634,000	↓ -19.75%	\$335,000	\$1,500,000
Fitzroy North	\$456,571	\$495,000	\$330,000	\$565,000	\$547,787	\$537,000	↑ 8.48%	\$223,000	\$1,350,000
North Melbourne	\$577,346	\$550,000	\$340,000	\$800,000	\$569,700	\$530,000	↓ -3.64%	\$327,000	\$1,080,000
Northcote	\$503,118	\$465,000	\$312,501	\$820,000	\$576,142	\$561,250	↑ 20.70%	\$330,000	\$917,000
Parkville	\$918,500	\$835,000	\$285,000	\$1,770,000	\$683,500	\$630,000	↓ -24.55%	\$340,000	\$1,203,000
Princes Hill	-	-	-	-	-	-	-	-	-
Abbotsford	\$515,233	\$485,000	\$310,000	\$870,000	\$604,938	\$511,250	↑ 5.41%	\$300,000	\$1,650,000
Burnley	*\$524,000	*\$524,000	\$524,000	\$524,000	*\$370,000	*\$370,000	↓ -29.39%	\$370,000	\$370,000
Cremorne	*\$562,666	*\$570,000	\$433,000	\$685,000	*\$402,500	*\$402,500	↓ -29.39%	\$395,000	\$410,000
East Melbourne	\$1,497,500	\$745,000	\$650,000	\$5,300,000	\$933,200	\$530,750	↓ -28.76%	\$195,000	\$3,150,000
Hawthorn	\$702,094	\$594,000	\$155,000	\$1,780,000	\$612,976	\$581,000	↓ -2.19%	\$252,500	\$2,340,000
Prahran	\$622,553	\$633,750	\$117,000	\$1,240,000	\$575,483	\$580,000	↓ -8.48%	\$326,000	\$1,310,000
Richmond	\$555,925	\$534,000	\$310,000	\$960,000	\$515,518	\$443,750	↓ -16.90%	\$282,000	\$990,000
South Yarra	\$710,070	\$622,500	\$312,500	\$2,600,000	\$668,980	\$628,000	↑ 0.88%	\$130,000	\$1,630,000
Albert Park	*\$738,166	*\$600,000	\$564,500	\$1,050,000	*\$434,500	*\$416,000	↓ -30.67%	\$335,000	\$571,000
Middle Park	-	-	-	-	*\$877,500	*\$877,500	-	\$750,000	\$1,005,000
Port Melbourne	\$714,421	\$622,500	\$402,500	\$1,631,000	\$783,099	\$752,500	↑ 20.88%	\$420,000	\$1,480,000
South Melbourne	\$778,982	\$587,500	\$337,000	\$2,920,000	\$640,863	\$550,000	↓ -6.38%	\$285,000	\$1,555,500
Flemington	*\$491,666	*\$500,000	\$450,000	\$525,000	\$433,928	\$452,500	↓ -9.50%	\$259,000	\$540,000
Kensington	\$521,533	\$485,000	\$370,000	\$876,000	\$525,666	\$517,500	↑ 6.70%	\$405,000	\$722,500
Travancore	*\$394,750	*\$362,500	\$319,000	\$535,000	*\$340,800	*\$330,000	↓ -8.97%	\$325,000	\$365,000
West Melbourne	\$608,035	\$558,888	\$345,000	\$1,180,000	\$691,550	\$712,500	↑ 27.49%	\$435,000	\$850,000

Table compiled from data collected from May to October 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

QUARTERLY MEDIAN CHANGE BY SUBURB



Based on data collected from May to October 2017. Princes Hill and Middle Park were omitted due to insufficient data.
* indicates a median value calculated using 5 sales or less.

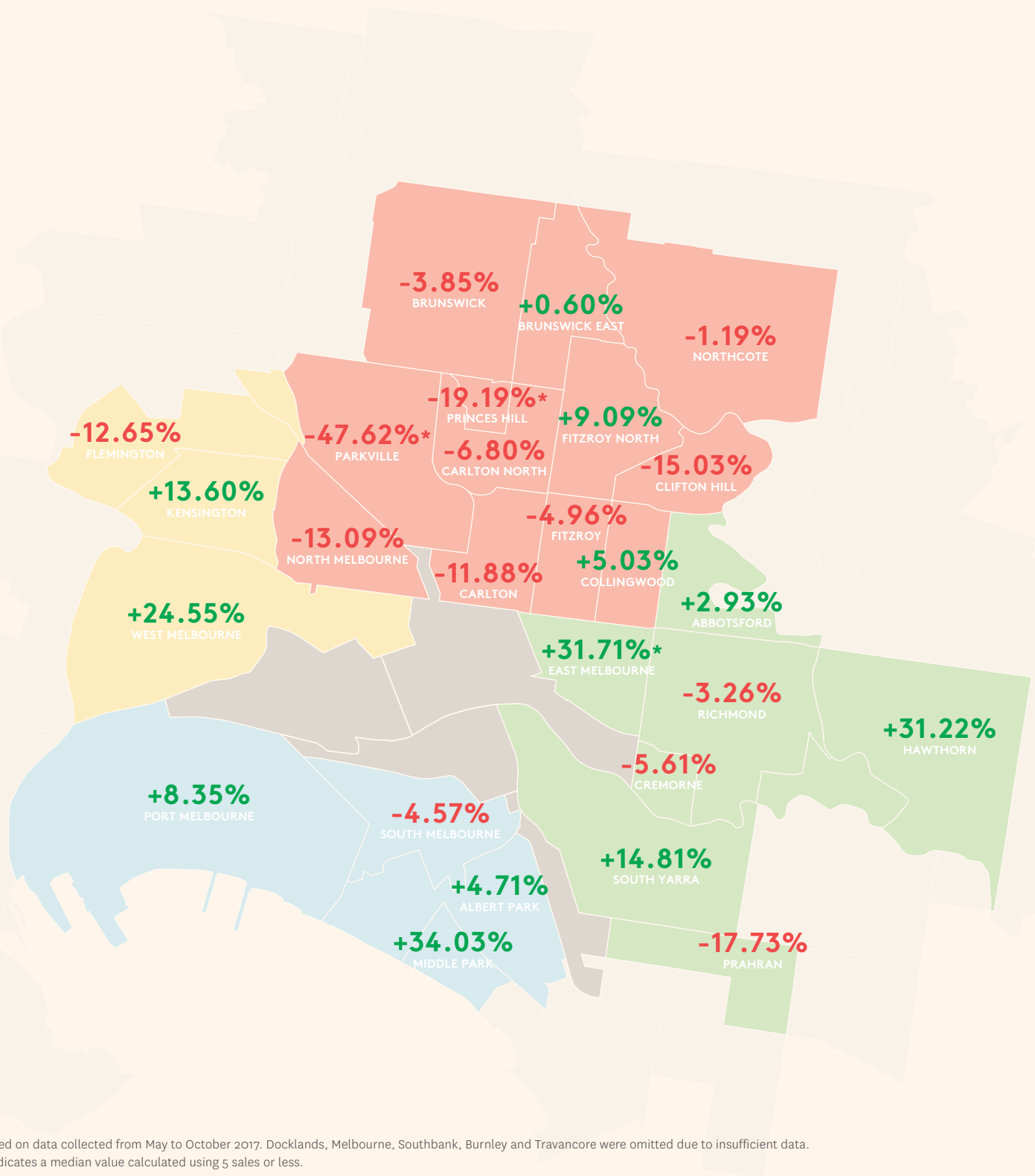
PRICE COMPARISONS BY ROLLING QUARTERS

	PREVIOUS QUARTER (MAY, JUN, JUL 2017)				CURRENT QUARTER (AUG, SEP, OCT 2017)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	-	-	-	-	-	-		-	-
Melbourne	-	-	-	-	-	-		-	-
Southbank	-	-	-	-	-	-		-	-
Brunswick	\$1,277,628	\$1,300,000	\$650,000	\$2,545,000	\$1,264,500	\$1,250,000	↓ -3.85%	\$605,000	\$2,020,000
Brunswick East	\$1,199,937	\$1,257,500	\$501,000	\$1,635,000	\$1,262,052	\$1,265,000	↑ 0.60%	\$860,000	\$1,975,000
Carlton	\$1,879,625	\$1,662,500	\$920,000	\$4,440,000	\$1,397,633	\$1,465,000	↓ -11.88%	\$840,000	\$2,061,000
Carlton North	\$2,006,236	\$1,690,000	\$1,150,000	\$5,255,000	\$1,836,611	\$1,575,000	↓ -6.80%	\$956,000	\$3,320,000
Clifton Hill	\$1,675,533	\$1,630,000	\$882,000	\$3,680,000	\$1,645,609	\$1,385,000	↓ -15.03%	\$692,000	\$3,900,000
Collingwood	\$1,265,083	\$1,192,500	\$960,000	\$2,385,000	\$1,299,875	\$1,252,500	↑ 5.03%	\$1,055,000	\$1,750,000
Fitzroy	\$2,168,181	\$1,715,000	\$1,150,000	\$4,900,000	\$1,821,360	\$1,630,000	↓ -4.96%	\$905,000	\$3,575,000
Fitzroy North	\$1,599,173	\$1,485,000	\$960,000	\$2,900,000	\$1,702,721	\$1,620,000	↑ 9.09%	\$920,000	\$3,935,000
North Melbourne	\$1,565,000	\$1,700,000	\$962,000	\$2,161,000	\$1,484,000	\$1,477,500	↓ -13.09%	\$1,167,000	\$1,820,000
Northcote	\$1,461,013	\$1,343,000	\$142,500	\$3,300,000	\$1,519,805	\$1,327,000	↓ -1.19%	\$750,000	\$2,775,000
Parkville	*\$3,224,000	*\$3,092,500	\$2,741,000	\$3,970,000	*\$2,710,000	*\$1,620,000	↓ -47.62%	\$910,000	\$5,600,000
Princes Hill	*\$1,980,000	*\$1,980,000	\$1,550,000	\$2,410,000	*\$1,839,333	*\$1,600,000	↓ -19.19%	\$938,000	\$2,980,000
Abbotsford	\$1,372,071	\$1,331,000	\$745,000	\$2,300,000	\$1,322,631	\$1,370,000	↑ 2.93%	\$655,000	\$1,830,000
Burnley	*\$1,339,166	*\$1,150,000	\$1,030,000	\$1,837,500	-	-		-	-
Cremorne	*\$1,301,500	*\$1,301,500	\$1,253,000	\$1,350,000	\$1,216,166	\$1,228,500	↓ -5.61%	\$1,080,000	\$1,310,000
East Melbourne	*\$3,137,500	*\$3,137,500	\$2,000,000	\$4,275,000	*\$3,997,500	*\$4,132,500	↑ 31.71%	\$2,850,000	\$4,875,000
Hawthorn	\$2,515,375	\$1,970,000	\$885,000	\$7,650,000	\$2,638,968	\$2,585,000	↑ 31.22%	\$990,000	\$6,560,000
Prahran	\$2,060,807	\$1,805,000	\$1,125,000	\$3,586,000	\$1,753,137	\$1,485,000	↓ -17.73%	\$685,000	\$4,200,000
Richmond	\$1,450,883	\$1,304,000	\$867,000	\$2,730,000	\$1,457,166	\$1,261,500	↓ -3.26%	\$785,000	\$3,380,000
South Yarra	\$3,063,033	\$1,810,000	\$1,160,000	\$11,100,000	\$2,529,269	\$2,078,000	↑ 14.81%	\$1,213,000	\$7,015,000
Albert Park	\$2,533,111	\$2,125,000	\$1,380,000	\$5,250,000	\$2,639,047	\$2,225,000	↑ 4.71%	\$1,125,000	\$5,025,000
Middle Park	*\$2,815,000	*\$2,740,000	\$2,350,000	\$3,430,000	\$3,761,666	\$3,672,500	↑ 34.03%	\$1,865,000	\$6,370,000
Port Melbourne	\$1,597,295	\$1,377,500	\$964,000	\$2,730,000	\$1,672,312	\$1,492,500	↑ 8.35%	\$1,110,000	\$4,750,000
South Melbourne	\$2,108,233	\$1,750,000	\$807,500	\$4,600,000	\$1,678,250	\$1,670,000	↓ -4.57%	\$965,000	\$3,825,000
Flemington	\$1,256,083	\$1,265,000	\$791,500	\$2,268,000	\$1,195,250	\$1,105,000	↓ -12.65%	\$860,000	\$1,810,000
Kensington	\$1,095,033	\$1,070,000	\$840,000	\$1,415,000	\$1,394,062	\$1,215,500	↑ 13.60%	\$881,000	\$2,500,000
Travancore	-	-	-	-	*\$771,250	*\$771,250		\$720,000	\$822,500
West Melbourne	*\$1,400,000	*\$1,385,000	\$1,080,000	\$1,750,000	\$1,816,666	\$1,725,000	↑ 24.55%	\$1,190,000	\$2,430,000

Table compiled from data collected from May to October 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

QUARTERLY MEDIAN CHANGE BY SUBURB



Based on data collected from May to October 2017. Docklands, Melbourne, Southbank, Burnley and Travancore were omitted due to insufficient data.
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Townhouses

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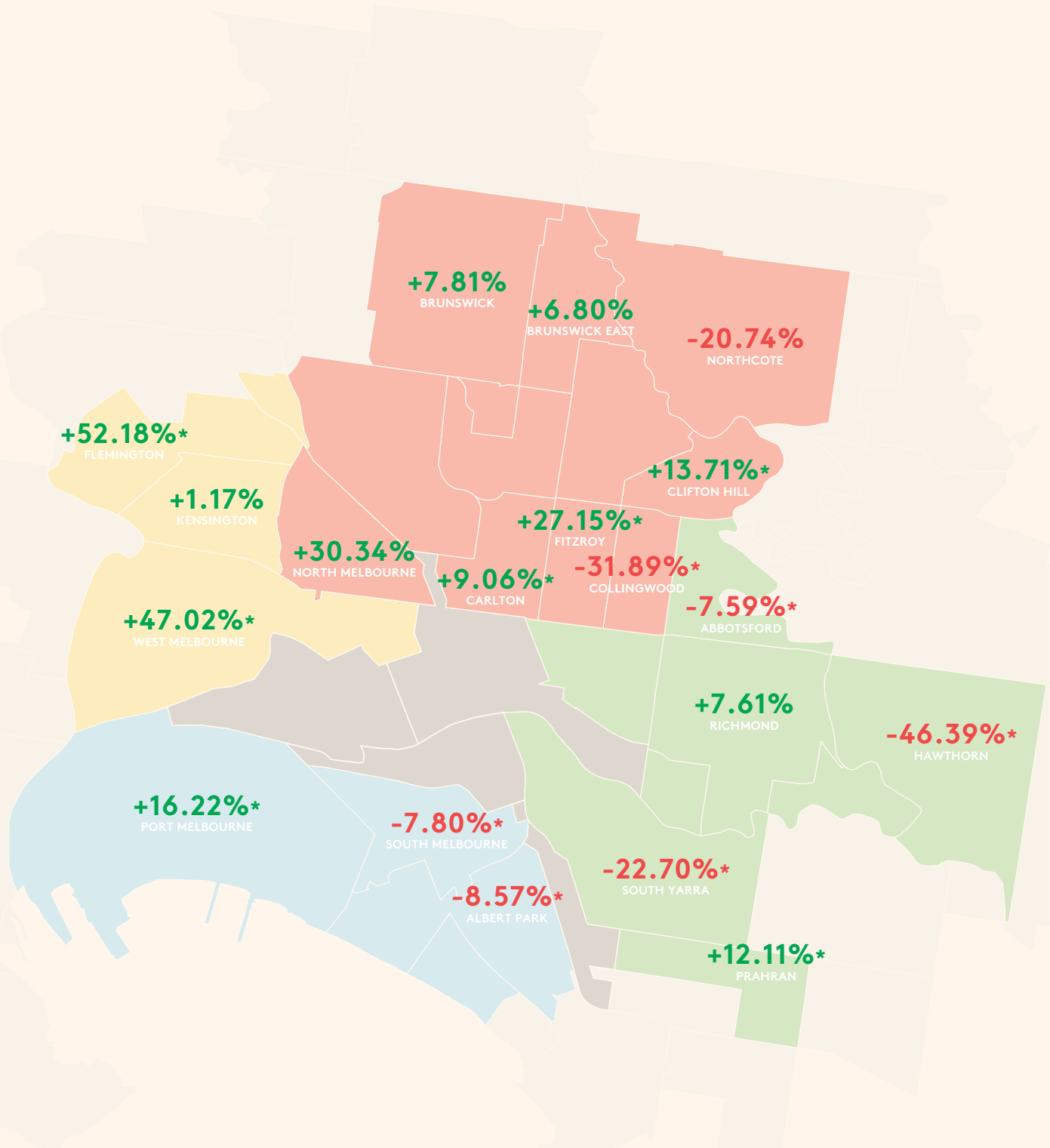
PRICE COMPARISONS BY ROLLING QUARTERS

	PREVIOUS QUARTER (MAY, JUN, JUL 2017)				CURRENT QUARTER (AUG, SEP, OCT 2017)				
	Average Price	Median Price	Lowest Sale	Highest Sale	Average Price	Median Price	% change	Lowest Sale	Highest Sale
Docklands	-	-	-	-	-	-		-	-
Melbourne	-	-	-	-	-	-		-	-
Southbank	-	-	-	-	-	-		-	-
Brunswick	\$868,090	\$851,000	\$620,000	\$1,340,000	\$906,687	\$917,500	↑ 7.81%	\$601,000	\$1,470,000
Brunswick East	\$850,833	\$875,500	\$675,000	\$1,075,000	\$899,944	\$935,000	↑ 6.80%	\$687,500	\$1,053,000
Carlton	*\$990,000	*\$990,000	\$990,000	\$990,000	*\$1,414,400	*\$1,079,700	↑ 9.06%	\$1,043,500	\$2,120,000
Carlton North	-	-	-	-	*\$912,000	*\$912,000		\$912,000	\$912,000
Clifton Hill	*\$931,666	*\$908,000	\$675,000	\$1,212,000	*\$1,057,500	*\$1,032,500	↑ 13.71%	\$835,000	\$1,330,000
Collingwood	*\$1,366,875	*\$1,366,875	\$750,000	\$1,983,750	*\$931,000	*\$931,000	↓ -31.89%	\$931,000	\$931,000
Fitzroy	*\$1,046,000	*\$1,046,000	\$1,042,000	\$1,050,000	*\$1,282,200	*\$1,330,000	↑ 27.15%	\$1,111,000	\$1,360,000
Fitzroy North	-	-	-	-	*\$819,333	*\$840,000		\$770,000	\$848,000
North Melbourne	\$997,214	\$936,000	\$780,000	\$1,333,000	\$1,153,416	\$1,220,000	↑ 30.34%	\$813,000	\$1,425,000
Northcote	*\$1,074,750	*\$985,000	\$699,000	\$1,630,000	\$736,562	\$780,750	↓ -20.74%	\$440,000	\$865,000
Parkville	*\$655,000	*\$655,000	\$460,000	\$850,000	-	-		-	-
Princes Hill	-	-	-	-	*\$912,000	*\$912,000		\$912,000	\$912,000
Abbotsford	*\$1,285,000	*\$1,285,000	\$1,270,000	\$1,300,000	*\$1,187,500	*\$1,187,500	↓ -7.59%	\$850,000	\$1,525,000
Burnley	*\$692,000	*\$692,000	\$692,000	\$692,000	-	-		-	-
Cremorne	-	-	-	-	*\$1,081,000	*\$1,081,000		\$1,081,000	\$1,081,000
East Melbourne	*\$1,350,000	*\$1,350,000	\$1,350,000	\$1,350,000	-	-		-	-
Hawthorn	*\$1,920,333	*\$2,075,000	\$1,236,000	\$2,450,000	*\$1,192,500	*\$1,112,500	↓ -46.39%	\$830,000	\$1,715,000
Prahran	*\$1,305,000	*\$1,305,000	\$1,190,000	\$1,420,000	*\$1,525,166	*\$1,463,000	↑ 12.11%	\$1,385,000	\$1,727,500
Richmond	\$1,454,692	\$1,255,000	\$820,000	\$3,350,000	\$1,253,250	\$1,350,500	↑ 7.61%	\$735,000	\$1,635,000
South Yarra	\$1,942,500	\$1,817,500	\$1,050,000	\$3,475,000	*\$1,738,400	*\$1,405,000	↓ -22.70%	\$675,000	\$3,510,000
Albert Park	*\$2,275,000	*\$2,275,000	\$2,275,000	\$2,275,000	*\$2,080,000	*\$2,080,000	↓ -8.57%	\$1,440,000	\$2,720,000
Middle Park	*\$1,410,000	*\$1,410,000	\$1,410,000	\$1,410,000	-	-		-	-
Port Melbourne	\$1,672,166	\$1,572,500	\$1,388,000	\$2,200,000	*\$1,942,750	*\$1,827,500	↑ 16.22%	\$1,190,000	\$2,926,000
South Melbourne	*\$1,410,000	*\$1,410,000	\$1,100,000	\$1,720,000	*\$1,348,333	*\$1,300,000	↓ -7.80%	\$1,125,000	\$1,620,000
Flemington	*\$641,500	*\$641,500	\$615,000	\$668,000	*\$976,250	*\$976,250	↑ 52.18%	\$935,000	\$1,017,500
Kensington	\$864,444	\$855,000	\$715,000	\$992,500	\$867,038	\$865,000	↑ 1.17%	\$530,000	\$1,300,000
Travancore	*\$856,000	*\$856,000	\$856,000	\$856,000	-	-		-	-
West Melbourne	*\$1,092,000	*\$1,092,000	\$1,013,000	\$1,171,000	*\$1,605,500	*\$1,605,500	↑ 47.02%	\$1,461,000	\$1,750,000

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Townhouses

QUARTERLY MEDIAN CHANGE BY SUBURB




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

SECRET

INSIDE PERSPECTIVE

AGENT



The Chinese Effect
Vol.61 November 2017

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