

Key Trends

| Economy | Current M/Q | Current Figure | M/Q Change | YoY Change |
|---|----------------|-------------------|---------------|---------------|
| Official Cash Rate Target (RBA) | Oct | 4.35% | 0% | 25 bps |
| Owner Occupier Variable Mortgage Rate (RBA) | Sep | 6.3% | -1% | 26 bps |
| Retail Turnover - WA, total industry (ABS, seasonally adjusted) | Sep | \$4.16b | 0.2% | 4.5% |
| Unemployment Rate - WA (ABS, seasonally adjusted) | Sep | 3.6% | 0.2% | 0.2% |
| Underemployment Rate - WA* (ABS, seasonally adjusted) | Sep | 5.6% | 0.2% | -0.3% |
| Estimated Resident Population - WA (ABS) | Mar Qtr | 2,951,602 | 0.8% | 3.1% |
| WA State Final Demand (ABS) | Jun Qtr | \$68.15b | 0.9% | 3.9% |
| Consumer Price Index - Greater Perth (ABS) | Sep Qtr | 137 | -0.6 | 5.0 |
| Consumer Price Index - Greater Perth Housing (ABS) | Sep Qtr | 144.7 | -5.3 | 11.9 |
| Wage Price Index - WA (ABS) | Jun Qtr | 150.5 | 1.2 | 6.0 |

| Residential Land Development | Current M | Current Figure | | YoY Change |
|---|--------------|-------------------|-------|---------------|
| Average weekly sales for the month (UDIA Land Snapshot) | Oct | 129 | -3.6% | -18.5% |

| Residential Construction | Current M/Q | Current Figure | M/Q Change | YoY Change |
|---|----------------|-------------------|---------------|---------------|
| Total Number of Dwelling Unit Approvals - WA (total residential)* (ABS) | Sep | 1,915 | 14.4% | 85.0% |
| Number of House Approvals - WA* (ABS) | Sep | 1,729 | 21.2% | 76.8% |
| Number of Semi-detached Approvals - WA* (ABS) | Sep | 165 | 48.6% | 251.1% |
| Number of Apartment Approvals - WA* (ABS) | Sep | 21 | -84.7% | 110.0% |
| Dwelling Commencements - WA, New Houses* (ABS) | Jun Qtr | 3,533 | 24.1% | 26.0% |
| Dwelling Completions - WA, New Houses* (ABS) | Jun Qtr | 3,428 | -18.7% | 12.0% |
| | | | | |

Data is correct as of 11 November 2024

*Original numbers

^ Finance Commitments, excluding refinancing



Monthly house approvals -Western Australia

+4% Long Run Average



Quarterly dwelling commencements

New Houses - WA

+30% YoY



Average Weekly Land Sales

-4% MoM

Key Trends

| Property Finance | Current M/Q | Current Figure | M/Q Change | YoY Change |
|---|----------------|-------------------|---------------|---------------|
| Construction of New Owner Occupier Dwellings - WA*^ (ABS) | Sep | 647 | 3.7% | 56.2% |
| Purchase of New Build Owner Occupier Dwellings - WA*^ (ABS) | Sep | 208 | 42.5% | 10.8% |
| Purchase of Owner Occupier Residential Land - WA*^ (ABS) | Sep | 306 | -5.0% | 87.7% |
| FHOG Applications - WA* (WA Treasury) | Sep | 406 | 12.2% | 8.7% |
| FHOG Paid - WA* (WA Treasury) | Sep | 339 | 0.3% | 5.3% |

| Residential Property Market | Current M/Q | Current Figure | M/Q Change | YOY Change |
|--|----------------|-------------------|---------------|---------------|
| Median House Price - Perth (CoreLogic) (\$) | Aug | 695,000 | 2.2% | 21.9% |
| House Sales (last 12 months) Perth (CoreLogic) | Aug | 40,351 | -0.3% | 5.4% |
| Median Unit Price - Perth (CoreLogic) (\$) | Aug | 475,000 | 2.2% | 17.3% |
| Unit Sales (last 12 months) Perth (CoreLogic) | Aug | 13,216 | -0.5% | 14.5% |
| Median Land Price - Perth (UDIA) (\$) | Sep Qtr | 351,424 | 9.5% | 25.3% |
| Land Sales - Perth (UDIA) | Sep Qtr | 2,447 | -20.1% | 11.1% |
| | | | | |

| Residential Rental Market | Current M/Q | Current Figure | M/Q Change | YOY Change |
|--|----------------|-------------------|---------------|---------------|
| Median House Rent (per week) - Perth (SQM) | Oct | \$784 | 1.15% | 7.1% |
| Median Unit Rent (per week) - Perth (SQM) | Oct | \$619 | -0.16% | 14.84% |
| Vacancy Rate - Perth (SQM) | Sep | 0.6% | -12.50% | 50.00% |





First Home Owner Grant Paid - WA

+21% YoY



Rental vacancy rate - Perth

0.6%

WA has longest house completion timeframes in the nation & greatest new dwelling pricing momentum

The Australian Bureau of Statistics recently released 'data on the average timeframes for completions of new residential dwellings across the nation' (Click Here). These statistics do not paint a positive story for Western Australia, as we comfortably 'lead the pack' with the longest completion time frames in the nation – which is not a good mantle to hold in the midst of a housing crisis.

The average time for a detached house to be completed (from approval) in FY 2024 in WA was 17.9 months which compares poorly to the national average of 12.7 months. The average completion time for new houses in WA has almost doubled since FY 2021 when the average was 9.3 months, and the average completion times for new townhouses has also ballooned out to 20.1 months – up from 12.2 months in FY 2021.

It is noteworthy that the average timeframe for commencement (from approval) for both houses and townhouses has remained relatively stable over the last three years (both dwelling typologies averaging around 2.3 months). It is once dwellings have commenced construction that completion times have blown out, as evidenced in Figure 2.

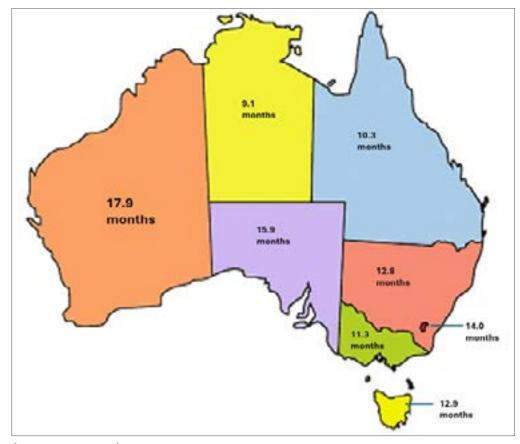
The underpinning reasons for the construction timeframe blow-outs here in WA relate squarely to building material supply chain shocks (particularly through the 2021-2023 period) as well as on-going skilled labour shortages.

In last month's <u>Urban Intelligence report</u> we highlighted how there had been some retraction over the course of FY24 in the historically high volume of new dwellings concurrently under construction. This suggests that the industry has been able to make some in-roads into the glut of commenced dwellings (related to the COVID era stimulus grants and historically low interest rates) which bodes well for an easing of average completion times over the coming quarters.

However, it is likely to take some time to return to more normalised construction completion timeframes here in WA.

One obvious consequence of this challenging construction environment is the inability of the industry to keep up with the contemporary demand profile for new stock which is placing pricing pressure on both the established and new-build market.

Figure 1: Average House Completion Timeframes from Approval, FY 2024.



(Source: UDIA WA; ABS)

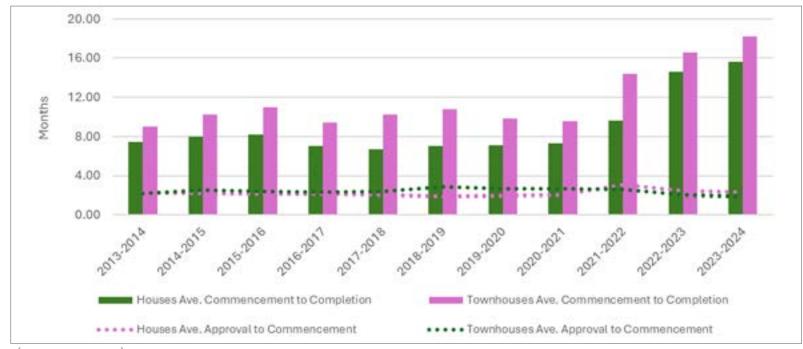


Figure 2: Average House & Townhouse Completion Timeframe from Approval, FY 2024.

(Source: UDIA WA; ABS)

In UDIA WA's <u>Urban Development Index for the September Quarter</u> we reported that the average greenfield lot sale price across metropolitan Perth has grown an eye-watering 15.1% across the quarter and 36.5% across the previous 12 months to \$351,425. This momentum in the residential greenfield market looks set to continue apace with the average price of lots on the market (remaining unsold at the close of the quarter) was \$400,110.

According to the latest (settled sales) data analysis from CoreLogic the median price of new build detached houses across Greater Perth for August 2024 was \$750,000, which is up 27% from \$590,000 12 months earlier. The new build house price point recorded in August brings Perth up to the same pricing level of Melbourne which recorded a 5% decline in median pricing of new houses over the

previous 12 months.

We hope you find this edition of Urban Intelligence of value, and as always we are always keen to hear member's suggestions for additional economic and housing market data points and insights for inclusion into this monthly publication. Please don't hesitate to reach out!

Warm regards,

Toby Adams, Head of Research (National & WA)

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Residential Land Development

UDIA WA Land Snapshot - October 24

129

Average lot sales per week

-3.6% MoM

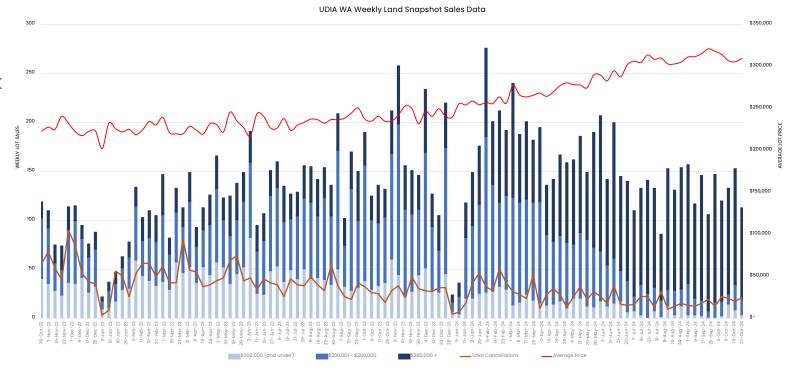
-18.5% YoY

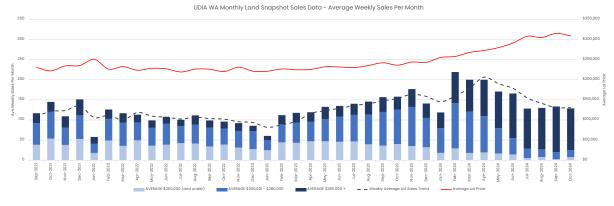
\$309,053

Average lot price

-2.0% MoM

+30.8% YoY





8

Average weekly lot sales priced \$200,000 & under

+222.9% MoM -80.7% YoY 104

Average weekly lot sales priced \$280,000 & over

-8.3% MoM

+223.0% YoY

80

Total monthly cancellations

+12.7% MoM -37.0% YoY

Residential Property Transactions (CoreLogic)

Perth New Build Median Unit Price (August 24)

\$600,000

+34.5% YoY

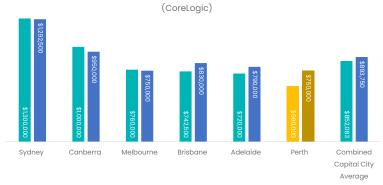
16.1% lower than combined Capital City ave

Perth New Build Median House Price (August 24)

\$750,000

+27.1%YoY

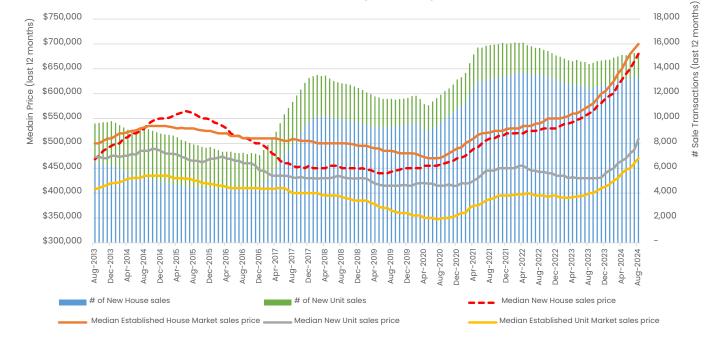
10.3% lower than combined Capital City ave



Median New Build House Price (1 Month), August '23 & August '24

Aug-2023 Aug-2024

Greater Perth, New & Established Market House & Unit Sale Volumes & Median Pricing - Rolling
12 Month Average (CoreLogic)



13,318

Annual volume of new house sales in Perth across 12 months to June 24

+7.2% YoY

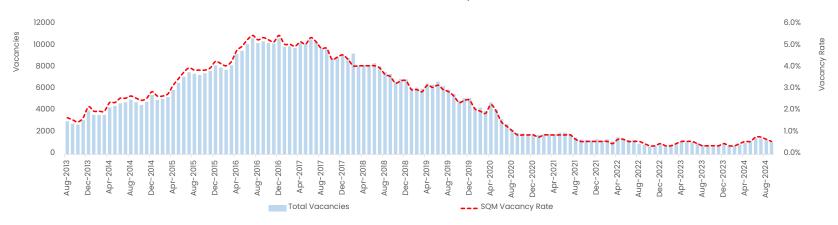
1,875

Annual volume of new unit sales in Perth across 12 months to June 24

-4.7% YoY

Weekly Rental Listings (SQM)

Perth Vacancies & Vacancy Rate (SQM)



1,119

Average monthly vacancies in Perth (Sep 24)

-0.6% MoM +42.9% YoY

\$784 pw

Median weekly rent for houses in Perth (Oct 24)

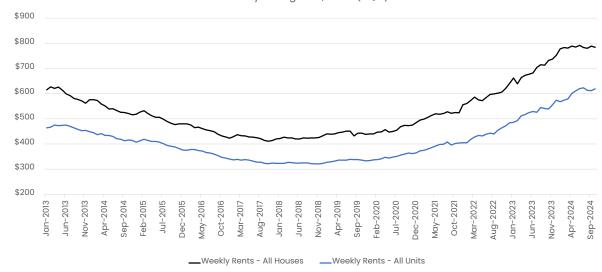
-0.6% MoM +7.1% YoY 0.6%

Rental vacancy rate in Perth

\$619 pw

Median weekly rent for units in Perth (Oct 24)

+1.1% MoM +14.8% YoY Weekly Asking Rent, Perth (SQM)



Owner Occupier Lending Activity





September owner occupier lending volumes for established market properties was

+17.5%

on rolling 12 month average

3,910

Total new housing loan commitments - WA

-4.1% MoM

+16.2% YoY

647

New dwelling construction loan commitments - WA

+3.7% MoM

+28.6% YoY

339

First Home Buyer Grants paid for new house and land packages

+0.3% MoM

+21.1% YoY

| Top 5 Suburbs - FHBGs Paid | (September 2024) |
|----------------------------|---------------------|
| Top o dabarbo Triboot ara | (ooptorribor 202 i) |

| Rank | Suburb | Grants Paid | PMR Sub-region |
|------|----------|-------------|-------------------|
| 1 | Baldivis | 74 | South West |
| 2 | Eglinton | 56 | North West |
| 3 | Brabham | 46 | North East |
| 4 | Alkimos | 35 | North West |
| 5 | Wellard | 33 | South West |

Investor Lending Activity





19,342

Number of investor new loan commitments - National

-4.0% MoM

+21.0% YoY

\$11.82 b

Value of new investor loan commitments - National

-2.6% MoM

+31.9% YoY

2,587

Number of Investor new loan commitments - WA

-8.0% MoM

+32.4% YoY

\$1.30b

Value of new investor loan commitments - WA

-6.9% MoM

+54.1% YoY

Residential Property Settlements

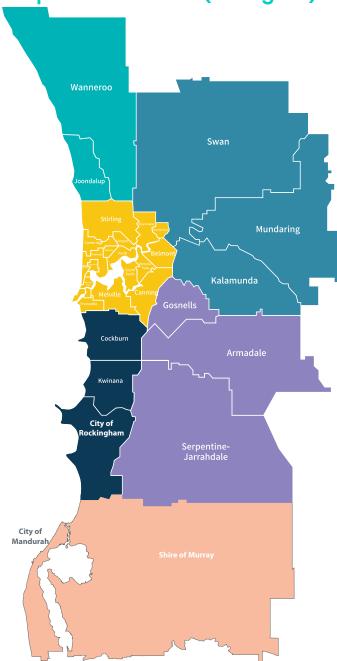
June 2024: Monthly Settlements by Metropolitan Corridor (Landgate)

| | Settlements (#) | Median Land Area (sqm) | Median Price (\$) |
|------------------|--------------------|---------------------------|----------------------|
| North-West Metro | 583 | 469 | \$730,000 |
| Detached House | 391 | 575 | \$790,000 |
| Medium Density | 116 | 238 | \$617,500 |
| Vacant Land | 76 | 375 | \$370,000 |

| | | Median Land Area (sqm) | Median Price (\$) |
|----------------|------|---------------------------|----------------------|
| Central Metro | | | |
| Detached House | 444 | 693 | \$1,300,000 |
| Medium Density | 1032 | 139 | \$630,000 |
| Vacant Land | 72 | 327 | \$720,000 |

| | Settlements (#) | Median Land Area (sqm) | Median Price (\$) |
|------------------|--------------------|---------------------------|----------------------|
| South-West Metro | 578 | 467 | \$656,250 |
| Detached House | 374 | 609 | \$720,000 |
| Medium Density | 127 | 125 | \$475,000 |
| Vacant Land | 77 | 375 | \$289,000 |

Note: Settlement figures are based on Landgate data available at the time of publication and may not represent all settlements during the period. Data is based on settlements with a land area of 2,000sqm and under.

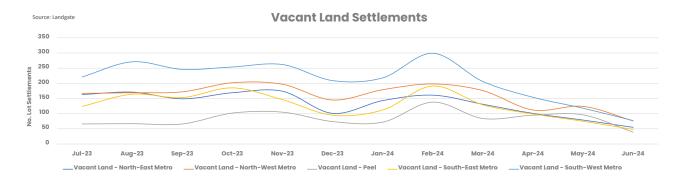


| | Settlements (#) | Median Land Area (sqm) | Median Price (\$) |
|------------------|--------------------|---------------------------|----------------------|
| North-East Metro | 351 | 456 | \$650,000 |
| Detached House | 243 | 580 | \$706,000 |
| Medium Density | 53 | 225 | \$500,000 |
| Vacant Land | 55 | 377 | \$345,000 |

| | Settlements (#) | Median Land Area (sqm) | Median Price (\$) |
|------------------|--------------------|---------------------------|----------------------|
| South-East Metro | 418 | 510 | \$630,000 |
| Detached House | 276 | 680 | \$680,000 |
| Medium Density | 94 | 231 | \$501,000 |
| Vacant Land | 48 | 380 | \$271,000 |

| | | Median Land Area (sqm) | Median Price (\$) |
|----------------|-----|---------------------------|----------------------|
| | | | |
| Detached House | 173 | 644 | \$680,000 |
| Medium Density | 68 | 235 | \$519,000 |
| Vacant Land | 39 | 528 | \$259,500 |

Vacant Land Settlements





8,574

Vacant land settlements across Greater Perth and Peel in 12 months to June 2024

+22.3% 12 month change

\$277,750

Median price in vacant land settlements across Greater Perth and Peel in June 2024

+17.2% 12 month change

| Three Months to June 2024: WA Regional Property Settlements | | | | | | | |
|--|--------------------|---------------------------|----------------------|--|--|--|--|
| | Settlements (#) | Median Land Area (sqm) | Median Price (\$) | | | | |
| Gascoyne | 48 | 801 | \$482,500 | | | | |
| Detached House | 34 | 825 | \$500,000 | | | | |
| Medium Density | 11 | 416 | \$485,000 | | | | |
| Vacant Land | 3 | 805 | \$280,000 | | | | |
| Goldfields Esperance | 402 | 748 | \$350,000 | | | | |
| Detached House | 224 | 864 | \$380,000 | | | | |
| Medium Density | 144 | 260 | \$350,000 | | | | |
| Vacant Land | 34 | 843 | \$145,000 | | | | |
| Great Southern | 362 | 711 | \$480,000 | | | | |
| Detached House | 226 | 804 | \$570,000 | | | | |
| Medium Density | 75 | 378 | \$459,000 | | | | |
| Vacant Land | 61 | 710 | \$166,000 | | | | |
| Kimberley | 31 | 788 | \$302,500 | | | | |
| Detached House | 23 | 946 | \$340,000 | | | | |
| Medium Density | 6 | 256 | \$335,000 | | | | |
| Vacant Land | 2 | 607 | \$62,900 | | | | |
| Mid West | 580 | | \$340,000 | | | | |
| Detached House | 352 | 804 | \$420,000 | | | | |
| Medium Density | 95 | 305 | \$340,000 | | | | |
| Vacant Land | 133 | 750 | \$95,000 | | | | |
| Pilbara | 324 | 577 | \$500,000 | | | | |
| Detached House | 172 | 708 | \$582,500 | | | | |
| Medium Density | 121 | 210 | \$425,000 | | | | |
| Vacant Land | 31 | 561 | \$130,950 | | | | |
| South West | 1086 | 700 | \$525,000 | | | | |
| Detached House | 668 | 772 | \$620,000 | | | | |
| Medium Density | 203 | 321 | \$490,000 | | | | |
| Vacant Land | 215 | 631 | \$230,000 | | | | |
| Wheatbelt | 378 | 995 | \$210,000 | | | | |
| Detached House | 223 | 1,012 | \$270,000 | | | | |
| Medium Density | 32 | 391 | \$335,000 | | | | |
| Vacant Land | 123 | 868 | \$115,000 | | | | |
| (Landgate) | | | | | | | |

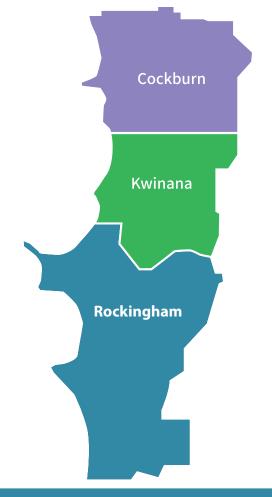
Regional Snapshot

South-West Metro

| 12 months to June 2024 & YoY Change | | | | | | | | |
|-------------------------------------|----------|-------------------|-----|-------------------|-----------|-------|--|--|
| | Settleme | Mediar Area (: | | Median Price (\$) | | | | |
| South-West Metro | 10,032 | -0.9% | 422 | -9.1% | \$520,000 | 15.6% | | |
| Detached House | 5,575 | -12.6% | 583 | -3.2% | \$621,000 | 22.5% | | |
| Medium Density | 1,885 | -2.0% | 148 | -16.4% | \$442,000 | 14.2% | | |
| Vacant Land | 2,572 | 41.7% | 375 | 0.0% | \$260,000 | 16.6% | | |

| 12 months to June 2024 & YoY Change | | | | | | | | |
|-------------------------------------|-------|--------|--|--------|-----------|-------|--|--|
| Settlements (#) | | | Median Land Median Price Area (sqm) | | rice (\$) | | | |
| Cockburn LGA | 3,402 | 4.6% | 371 | -6.1% | \$599,000 | 11.5% | | |
| Detached House | 1,546 | -11.0% | 598 | -3.9% | \$755,000 | 20.3% | | |
| Medium Density | 989 | -2.3% | 145 | -18.8% | \$485,000 | 12.8% | | |
| Vacant Land | 867 | 72.4% | 349 | -0.3% | \$325,000 | 3.2% | | |

| 12 months to June 2024 & YoY Change | | | | | | | |
|-------------------------------------|-------|-------|---------------------------|-------|-------------------|-------|--|
| Settlements (#) | | | Median Land Area (sqm) | | Median Price (\$) | | |
| Kwinana LGA | 1,759 | 7.6% | 415 | -8.6% | \$405,000 | 8.3% | |
| Detached House | 1,052 | -4.3% | 502 | -9.7% | \$529,500 | 23.7% | |
| Medium Density | 179 | -2.2% | 134 | -8.8% | \$339,000 | 28.9% | |
| Vacant Land | 528 | 50.0% | 375 | -0.8% | \$270,000 | 15.9% | |



| 12 months to June 2024 & YoY Change | | | | | | | |
|-------------------------------------|-----------------|--------|---------------------------|--------|-------------------|--------|--|
| | Settlements (#) | | Median Land Area (sqm) | | Median Price (\$) | | |
| Rockingham LGA | 4,871 | -6.9% | 464 | -7.6% | \$530,000 | 19.6% | |
| Detached House | 2,977 | -43.1% | 600 | 19.5% | \$604,000 | 36.3% | |
| Medium Density | 717 | -79.8% | 161 | -73.2% | \$425,000 | -12.4% | |
| Vacant Land | 1,177 | 61.7% | 375 | 105.5% | \$226,000 | -36.4% | |

10,032

Total settlements recorded for the South-West Metro in 12 months to June 2024

-0.9% YoY

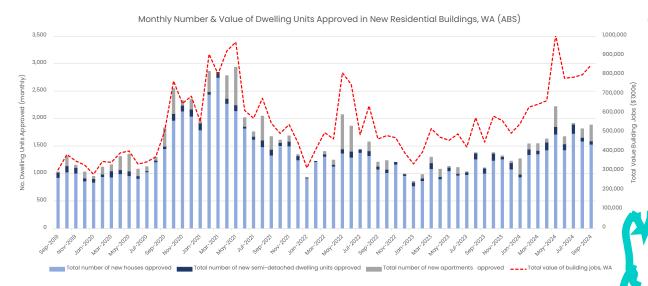
\$260,000

Median price in vacant land settlements across the South-West Metro in 12 months to June 2024

+16.6% YoY

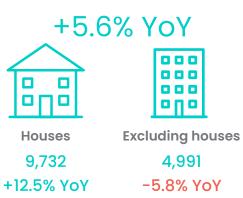
Residential Construction

Building Approvals (ABS)



14,723

National dwelling approval numbers in September



Proportion of Dwelling Approvals by Type, Rolling 12 Month Average WA v Australia (to September 2024)



1,885

Total WA dwelling approvals in September

+3.8% MoM

+70.6% YoY



Houses

1.531

-3.6% MoM

+52.6% YoY



Semi-detached/row or terrace/townhouse

60

-10.4% MoM

-34.8% YoY



Apartments

294

+82.6% MoM

+2840.0% YoY

Residential Construction

Building Activity (ABS)

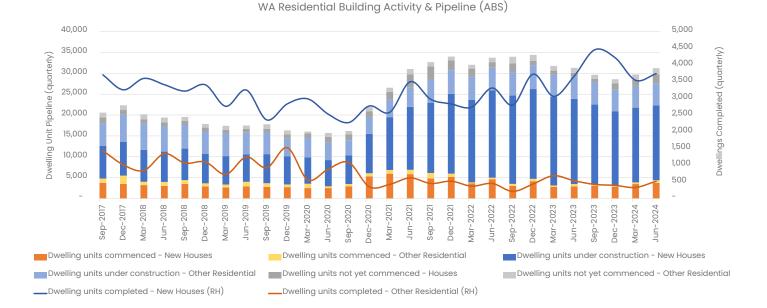
4,413

Volume of WA's new dwelling commencements in June 2024 quarter

+13.4% QoQ

+26.6% YoY

-18.0% Long run ave



3,789

Separate house commencements in June 2024 quarter

+9.0% QoQ

+29.8% YoY

-11.7% Long run ave

604

Other residential typology commencements in June 2024 quarter

+52.1% QoQ

+7.9% YoY

-43.2% Long run ave

17,933

Detached houses under construction across WA in June 2024 quarter

+0.2% QoQ

-12.2% YoY

+45.9% Long run ave

Economy Labour Force (ABS)





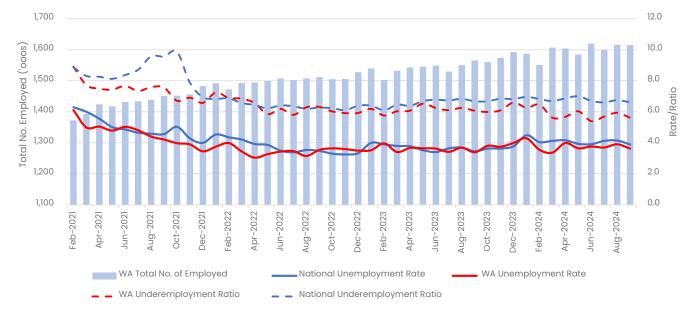
Australia's unemployment rate in September



3.6%

WA's unemployment rate in September





Participation rate

National

WA

National

Underemployment rate

WA

67.2%

68.8%

6.61%

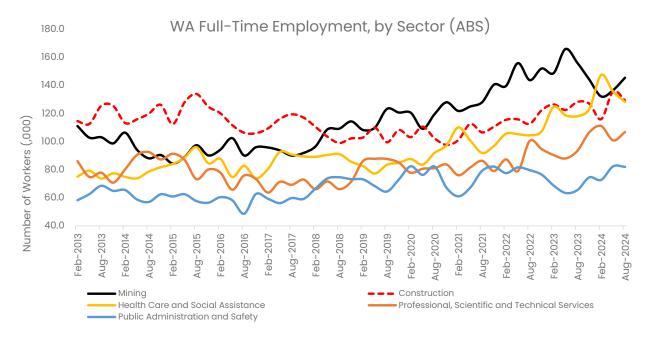
5.62%

-0.01% MoM

-0.39% MoM +2.27% MoM +4.35% MoM

Economy

Labour Force Detailed (ABS)



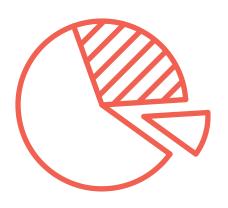


135,889

Total number of workers in the WA construction industry in the three months as at August 2024

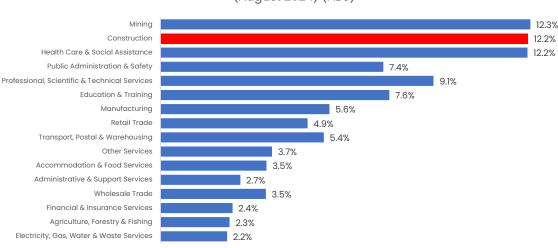
-4.6% QoQ +0.9% YoY

WA Full-Time Employment Industry Composition (August 2024) (ABS)



12.2%

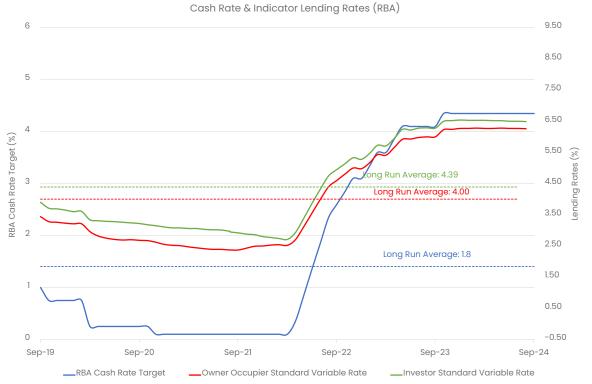
Proportion of full-time employees working in construction, second highest industry for WA



Proportion of Total Labour Force

Economy

Housing Rates & Cash Rate





4.35% 6.3%

Owner-occupier

6.5%

Cash rate target following RBA September Monetary

Investor standard variable interest rate variable lending rate

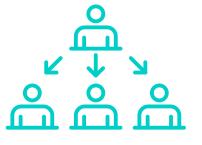
-0.2% MoM

-0.2% MoM

Policy Meeting

+/-0.0% MoM

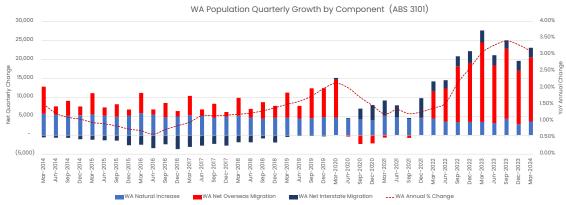
+0.3% YoY



23,118

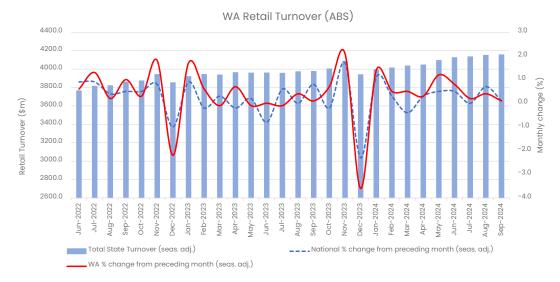
WA net population growth

+18% QoQ



Economy

Retail Trade (ABS 8501)





New Vehicle Sales sold in Australia in September 2024





\$36.46 b

National retail turnover in September

+0.1% MoM

+2.3% YoY

WA retail turnover in September

+0.1% MoM

+4.5% YoY

Consumer Sentiment Index (Westpac - Melbourne Institute) 120



Consumer Sentiment Index in October 2024

> +6.1% MoM +9.5% YoY

UDIA WA Principal Research Partners



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