

# REIQ RESEARCH EXPLANATORY NOTES

## SALES DATA

All figures for the most recent quarterly and yearly periods are preliminary only and subject to further revision as additional sales records become available (see [Research Methodology](#) online at [reiq.com](#)).

As of the June quarter 2013, all sales data includes "Recent Sales" as advised by real estate agents as well as official records as advised by DNRM. As such comparisons with figures published prior to the June quarter 2013 should be done with caution.

A median sale price is derived by arranging a set of sale prices from lowest to highest and then selecting the middle value within this set (ie the 50th percentile, where half of recorded sales were less and half were higher than the median).

Only suburbs and regions to record sufficient sales numbers are published.

N/A	Due to insufficient sales numbers (as at the time of data extraction) no median sale price has been calculated
(LGA)	Local Government Area
Brisbane (SD)	Brisbane Statistical Division which comprises the LGA's of Brisbane City, Ipswich City, Logan City, Moreton Bay Regional and Redland City
#	Figures based upon the new council boundaries
^	Indicates acreage sales only (with land size greater than 2400m <sup>2</sup> ). All other data is based upon sales with a land size of less than 2400 m <sup>2</sup>
~	Median price changes influenced by varying quality of stock sold
*	Median price changes influenced by varying quantities of new properties sold
f	Median price changes influenced by varying quantities of waterfront properties sold
t	Medians affected by varying quantities of townhouses sold
G	Sales volumes and median affected by QLD government sales in the area eg <i>ULDA, NRAS sales</i> .
Y	Median affected by high yielding property sales
1	Median price changes influenced by the varying volumes of sales between the Mainland and Bay Islands areas

## RENTAL DATA

All median weekly rents are published on a postcode basis, as calculated by the Residential Tenancies Authority, where sufficient data is available.

Caution should be exercised when interpreting any median rental price data based upon a relatively small number of new bond lodgements.

*Figures for the new LGA's available for the current quarter only.*

L	Listed localities (or suburbs) represent one of potentially several that fall within that postcode.
N.A.	Due to insufficient new bond lodgements, no median rental price has been calculated

Source: Residential Tenancies Authority, Rental Bond lodgements ([www.rta.qld.gov.au](#))

## PRICE POINT GRAPHS

All data contained within these graphs represent preliminary sales numbers and are subject to revision as additional sales records become available.

The data excludes any *recent sales* transactions where the contract sale price was not disclosed.

The intention of these graphs is to gauge trends in sales activity between periods in lieu of actual final sales results

Source: REIQ, data obtained from RPData ([www.rpdata.com.au](#)). Enquiries about the reproduction of part or all of the information should be directed to the Corporate Affairs Division, REIQ.

## GROSS RENTAL YIELDS

House yields are based upon REIQ median house prices and RTA weighted median weekly rent for houses.

Unit yields are based upon REIQ median unit & townhouse prices and RTA weighted median weekly rent for units and townhouses.

## VACANCY RATES

All figures are based upon all residential rentals as at the end of each quarterly period, as submitted by REIQ accredited agents.

A vacancy rate of 3 per cent is generally considered to indicate equilibrium of supply and demand within a rental market.

N/A	Due to insufficient information received no vacancy rate has been calculated
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Source: REIQ Residential Rental Survey

## ON THE MARKET INDICATORS

At the time of publication, latest information available was for the *12 months ending the month prior to the current period*.

"Days on Market" is calculated as the average number of days it has taken to sell those properties sold by private treaty sale during the 12 month period. The calculation excludes auction listings and listings where an asking price is not advertised. The days on market calculation uses the contract date on the property compared with the first advertised date.

"Vendor Discount" is the average difference between the contract price on a property and the first advertised price. The figure is expressed as a percentage and is an average of all private treaty sales which sold for less than their initial asking price during the last 12 months. Auction listings and listings without an advertised asking price are excluded from the calculation.

"Total Listings" is the total unique number of properties that have been advertised for sale and captured by RP Data over the 12 month period. To be included in the count, the listings have to be matched to an actual address.

"% Stock on Market" is the percentage of dwellings within the suburb or local government area that have been listed for sale over the past year.

Source: CoreLogic RP Data ([www.corelogic.com.au](#))