

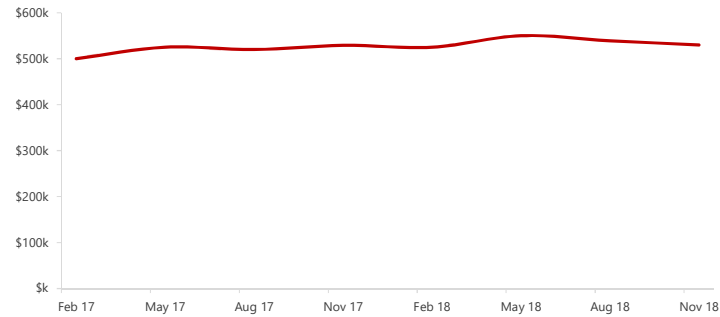
Region Infographic: Nationwide



Section 1: Median Sales Price Over Time for the whole region

Nationwide	
Feb-17	\$500,000
May-17	\$525,000
Aug-17	\$520,000
Nov-17	\$529,000
Feb-18	\$525,000
May-18	\$550,000
Aug-18	\$539,000
Nov-18	\$530,000

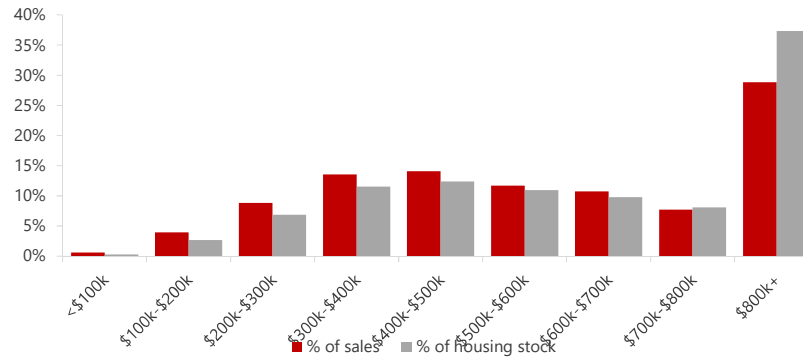
Median Nationwide Sale Price



Section 2: % of sales by value band vs total housing stock for the whole region

Value Band	% of sales	% of housing stock
<\$100k	0.6%	0.3%
\$100k-\$200k	3.9%	2.7%
\$200k-\$300k	8.8%	6.9%
\$300k-\$400k	13.5%	11.5%
\$400k-\$500k	14.1%	12.4%
\$500k-\$600k	11.7%	11.0%
\$600k-\$700k	10.7%	9.8%
\$700k-\$800k	7.7%	8.1%
\$800k+	28.8%	37.4%

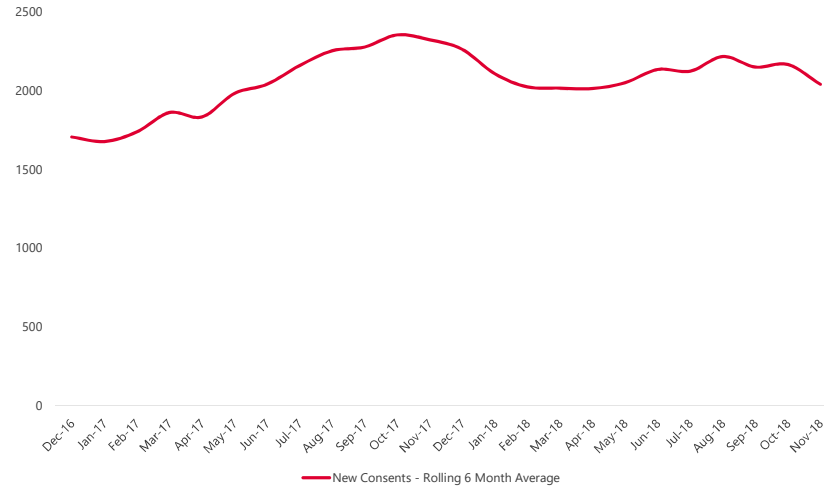
Sales vs Stock Nationwide



Section 3: Building Consent Growth for the region

	New Consents - Rolling 6 Month Average
Dec-16	1708
Jan-17	1679
Feb-17	1740
Mar-17	1863
Apr-17	1835
May-17	1984
Jun-17	2043
Jul-17	2162
Aug-17	2255
Sep-17	2279
Oct-17	2356
Nov-17	2325
Dec-17	2264
Jan-18	2109
Feb-18	2026
Mar-18	2018
Apr-18	2015
May-18	2053
Jun-18	2137
Jul-18	2126
Aug-18	2219
Sep-18	2152
Oct-18	2168
Nov-18	2042

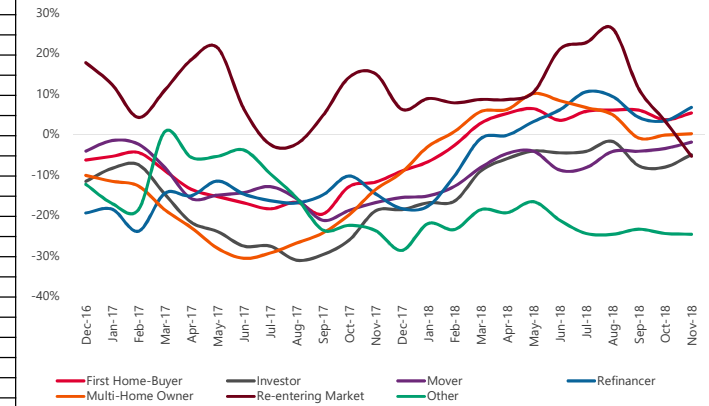
Nationwide New Consents Rolling 6 Month Average



Section 4: Registration Type YoY Growth

	First Home-Buyer	Investor	Mover	Refinancer	Multi-Home Owner	Re-entering Market	Other
Dec-16	-6.3%	-11.6%	-4.1%	-19.4%	-10.1%	17.7%	-12.3%
Jan-17	-5.4%	-8.4%	-1.5%	-18.5%	-11.6%	12.3%	-17.1%
Feb-17	-4.5%	-7.5%	-2.5%	-23.9%	-12.8%	4.2%	-18.6%
Mar-17	-9.0%	-14.8%	-8.2%	-14.6%	-18.6%	10.9%	0.6%
Apr-17	-13.6%	-21.7%	-15.8%	-15.2%	-23.0%	18.4%	-5.7%
May-17	-15.4%	-24.0%	-15.0%	-11.5%	-28.1%	21.4%	-5.4%
Jun-17	-16.9%	-27.6%	-14.4%	-14.8%	-30.6%	6.3%	-3.9%
Jul-17	-18.4%	-27.6%	-12.9%	-16.4%	-29.3%	-2.5%	-9.7%
Aug-17	-16.8%	-31.1%	-15.9%	-16.9%	-26.9%	-2.4%	-15.7%
Sep-17	-19.7%	-29.7%	-21.2%	-15.0%	-24.4%	4.6%	-23.6%
Oct-17	-12.9%	-26.1%	-18.8%	-10.3%	-19.9%	14.1%	-22.5%
Nov-17	-11.8%	-18.9%	-16.9%	-14.7%	-13.7%	15.0%	-23.8%
Dec-17	-9.1%	-18.6%	-15.6%	-18.3%	-9.4%	6.2%	-28.7%
Jan-18	-6.8%	-16.9%	-15.2%	-17.7%	-3.0%	8.8%	-22.0%
Feb-18	-2.7%	-16.5%	-12.8%	-10.3%	0.7%	7.8%	-23.5%
Mar-18	2.8%	-9.1%	-8.2%	-1.0%	5.6%	8.6%	-18.6%
Apr-18	5.2%	-6.0%	-4.7%	-0.2%	6.2%	8.6%	-19.3%
May-18	6.3%	-4.1%	-4.2%	3.2%	10.1%	10.4%	-16.6%
Jun-18	3.5%	-4.6%	-8.9%	6.0%	8.3%	21.0%	-21.2%
Jul-18	5.7%	-4.2%	-8.2%	10.5%	6.6%	22.7%	-24.5%
Aug-18	6.0%	-1.8%	-4.2%	9.4%	4.9%	26.2%	-24.7%
Sep-18	6.0%	-7.8%	-4.2%	4.2%	-0.9%	11.2%	-23.4%
Oct-18	3.6%	-8.1%	-3.5%	3.4%	-0.2%	3.3%	-24.5%
Nov-18	5.3%	-5.0%	-1.9%	6.7%	0.2%	-5.4%	-24.7%

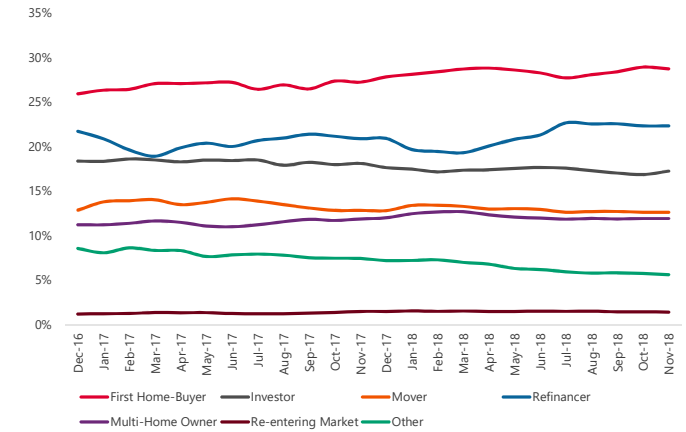
Nationwide Registration Type Rolling 3 Months Year on Year Growth



Section 5: Registration Type

	First Home-Buyer	Investor	Mover	Refinancer	Multi-Home Owner	Re-entering Market	Other
Dec-16	26.0%	18.4%	12.9%	21.7%	11.2%	1.2%	8.6%
Jan-17	26.4%	18.4%	13.8%	20.9%	11.2%	1.2%	8.1%
Feb-17	26.5%	18.6%	13.9%	19.7%	11.4%	1.3%	8.6%
Mar-17	27.1%	18.5%	14.0%	18.9%	11.7%	1.4%	8.3%
Apr-17	27.1%	18.3%	13.5%	19.9%	11.5%	1.3%	8.3%
May-17	27.2%	18.5%	13.8%	20.4%	11.1%	1.4%	7.7%
Jun-17	27.2%	18.5%	14.2%	20.0%	11.0%	1.3%	7.8%
Jul-17	26.5%	18.5%	13.9%	20.7%	11.2%	1.2%	7.9%
Aug-17	27.0%	17.9%	13.5%	21.0%	11.6%	1.2%	7.8%
Sep-17	26.5%	18.3%	13.1%	21.4%	11.9%	1.3%	7.5%
Oct-17	27.4%	18.0%	12.8%	21.2%	11.7%	1.4%	7.5%
Nov-17	27.3%	18.1%	12.9%	20.9%	11.9%	1.5%	7.4%
Dec-17	27.9%	17.7%	12.8%	20.9%	12.0%	1.5%	7.2%
Jan-18	28.2%	17.5%	13.4%	19.7%	12.5%	1.5%	7.2%
Feb-18	28.4%	17.2%	13.4%	19.5%	12.7%	1.5%	7.3%
Mar-18	28.7%	17.4%	13.3%	19.3%	12.7%	1.5%	7.0%
Apr-18	28.9%	17.4%	13.0%	20.1%	12.4%	1.5%	6.8%
May-18	28.6%	17.6%	13.0%	20.8%	12.1%	1.5%	6.3%
Jun-18	28.3%	17.7%	13.0%	21.3%	12.0%	1.5%	6.2%
Jul-18	27.7%	17.6%	12.6%	22.7%	11.9%	1.5%	5.9%
Aug-18	28.1%	17.3%	12.7%	22.6%	11.9%	1.5%	5.8%
Sep-18	28.4%	17.0%	12.7%	22.6%	11.9%	1.5%	5.8%
Oct-18	29.0%	16.9%	12.7%	22.4%	11.9%	1.5%	5.8%
Nov-18	28.8%	17.3%	12.6%	22.4%	11.9%	1.4%	5.6%

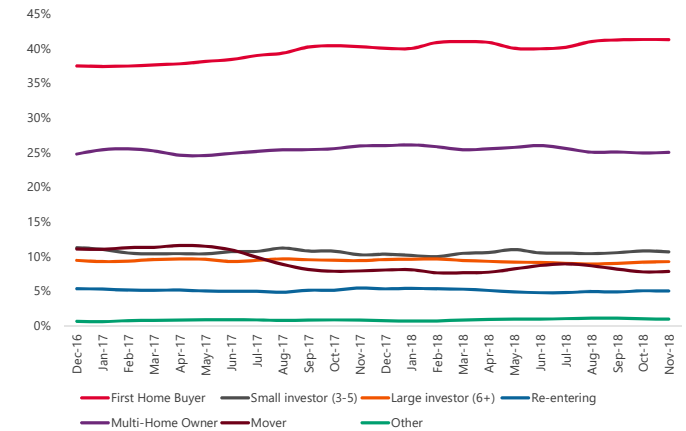
Nationwide Registration Type Rolling 3 Months



Section 6: Buyer Type

	First Home Buyer	Small investor (3-5)	Large investor (6+)	Re-entering	Multi-Home Owner	Mover	Other
Dec-16	37.5%	11.2%	9.4%	5.3%	24.8%	11.1%	0.6%
Jan-17	37.5%	11.0%	9.2%	5.3%	25.4%	11.0%	0.6%
Feb-17	37.5%	10.5%	9.3%	5.1%	25.6%	11.3%	0.7%
Mar-17	37.7%	10.4%	9.5%	5.1%	25.2%	11.3%	0.8%
Apr-17	37.8%	10.4%	9.6%	5.1%	24.6%	11.6%	0.8%
May-17	38.2%	10.4%	9.6%	5.0%	24.6%	11.5%	0.8%
Jun-17	38.5%	10.7%	9.2%	4.9%	24.9%	10.9%	0.8%
Jul-17	39.0%	10.7%	9.4%	4.9%	25.2%	9.9%	0.8%
Aug-17	39.4%	11.2%	9.6%	4.8%	25.4%	8.9%	0.7%
Sep-17	40.3%	10.8%	9.5%	5.1%	25.4%	8.1%	0.8%
Oct-17	40.5%	10.8%	9.4%	5.1%	25.6%	7.8%	0.8%
Nov-17	40.3%	10.2%	9.4%	5.4%	26.0%	7.9%	0.8%
Dec-17	40.1%	10.3%	9.5%	5.3%	26.0%	8.0%	0.7%
Jan-18	40.1%	10.1%	9.6%	5.4%	26.1%	8.1%	0.6%
Feb-18	40.9%	10.0%	9.6%	5.3%	25.9%	7.6%	0.7%
Mar-18	41.0%	10.4%	9.4%	5.3%	25.4%	7.6%	0.8%
Apr-18	40.9%	10.6%	9.3%	5.1%	25.5%	7.7%	0.9%
May-18	40.1%	11.0%	9.2%	4.9%	25.8%	8.2%	0.9%
Jun-18	40.0%	10.5%	9.1%	4.7%	26.0%	8.7%	0.9%
Jul-18	40.2%	10.5%	9.0%	4.8%	25.6%	8.9%	1.0%
Aug-18	41.1%	10.4%	8.9%	4.9%	25.1%	8.6%	1.1%
Sep-18	41.3%	10.5%	9.0%	4.9%	25.1%	8.2%	1.1%
Oct-18	41.3%	10.8%	9.2%	5.0%	25.0%	7.8%	1.0%
Nov-18	41.3%	10.7%	9.2%	5.0%	25.0%	7.8%	0.9%

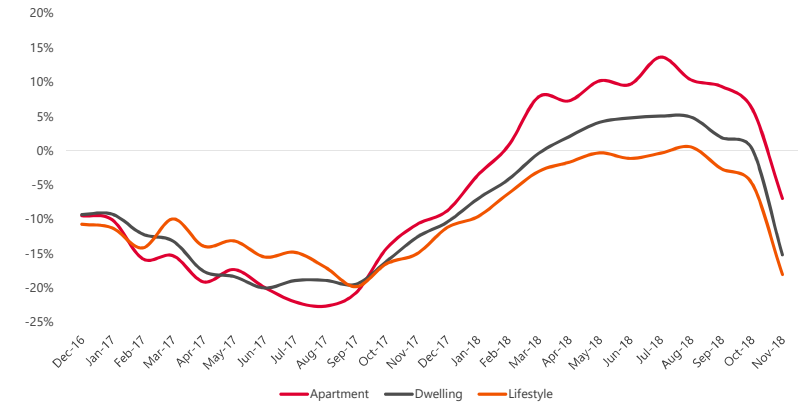
Nationwide Registration Type Rolling 3 Months



Section 7: Property Type

	Apartment	Dwelling	Lifestyle
Dec-16	-9.5%	-9.3%	-10.7%
Jan-17	-10.1%	-9.3%	-11.2%
Feb-17	-15.7%	-12.1%	-14.2%
Mar-17	-15.3%	-13.2%	-9.9%
Apr-17	-19.1%	-17.6%	-13.9%
May-17	-17.3%	-18.3%	-13.1%
Jun-17	-19.9%	-20.0%	-15.5%
Jul-17	-22.0%	-18.9%	-14.8%
Aug-17	-22.6%	-18.9%	-17.0%
Sep-17	-20.7%	-19.5%	-19.8%
Oct-17	-14.3%	-16.1%	-16.5%
Nov-17	-10.7%	-12.6%	-15.0%
Dec-17	-8.7%	-10.4%	-11.2%
Jan-18	-3.6%	-7.0%	-9.6%
Feb-18	0.7%	-4.2%	-6.2%
Mar-18	7.9%	-0.4%	-3.0%
Apr-18	7.3%	2.1%	-1.7%
May-18	10.2%	4.1%	-0.3%
Jun-18	9.7%	4.8%	-1.1%
Jul-18	13.6%	5.1%	-0.4%
Aug-18	10.3%	4.9%	0.6%
Sep-18	9.4%	1.9%	-2.6%
Oct-18	6.2%	0.3%	-4.8%
Nov-18	-7.0%	-15.2%	-18.0%

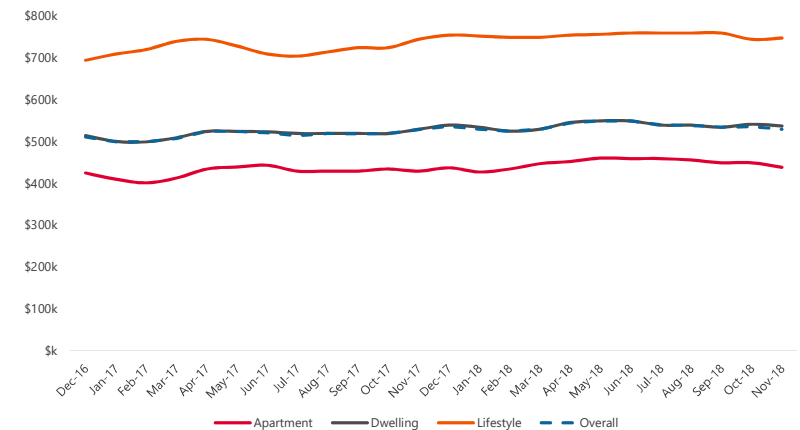
Nationwide Property Type in Registrations Rolling 3 Months Year on Year Growth



Section 8: Median Price

	Apartment	Dwelling	Lifestyle	Overall
Dec-16	\$425,500	\$515,000	\$695,000	\$511,500
Jan-17	\$410,550	\$501,000	\$710,000	\$500,000
Feb-17	\$402,000	\$500,000	\$720,500	\$500,000
Mar-17	\$413,355	\$510,000	\$740,000	\$508,000
Apr-17	\$435,000	\$525,000	\$745,000	\$525,000
May-17	\$440,000	\$525,000	\$729,000	\$525,000
Jun-17	\$444,000	\$524,000	\$710,000	\$521,750
Jul-17	\$430,000	\$520,000	\$705,000	\$515,000
Aug-17	\$430,000	\$520,000	\$715,000	\$520,000
Sep-17	\$430,000	\$520,000	\$725,000	\$519,000
Oct-17	\$435,000	\$520,000	\$725,000	\$520,000
Nov-17	\$430,000	\$530,000	\$745,000	\$529,000
Dec-17	\$438,000	\$540,000	\$755,000	\$537,000
Jan-18	\$428,000	\$535,000	\$753,000	\$530,000
Feb-18	\$435,000	\$525,650	\$750,000	\$525,000
Mar-18	\$447,750	\$530,000	\$750,000	\$530,000
Apr-18	\$453,000	\$546,000	\$755,000	\$545,000
May-18	\$461,000	\$550,000	\$757,000	\$550,000
Jun-18	\$460,000	\$550,000	\$760,000	\$550,000
Jul-18	\$460,000	\$540,000	\$760,000	\$540,500
Aug-18	\$456,500	\$540,000	\$760,000	\$539,000
Sep-18	\$450,000	\$535,000	\$760,000	\$535,000
Oct-18	\$450,000	\$542,000	\$745,000	\$536,250
Nov-18	\$439,060	\$538,000	\$748,000	\$530,000

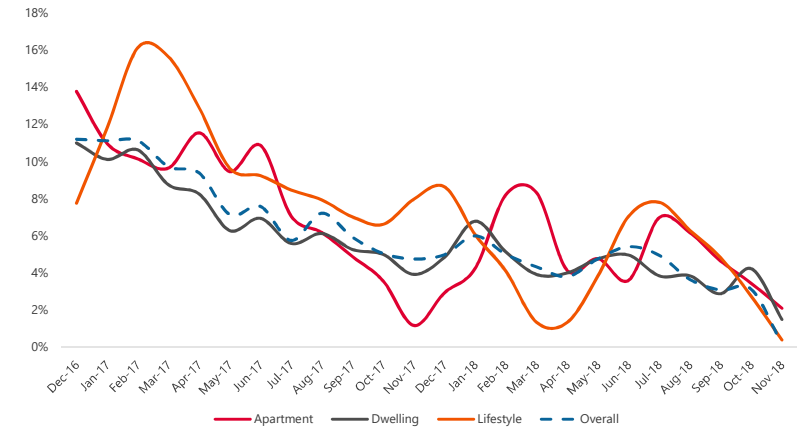
Nationwide Median Sale Price Rolling 3 Months by Property Type



Section 9: Median Price YOY Growth

	Apartment	Dwelling	Lifestyle	Overall
Dec-16	14%	11%	8%	11%
Jan-17	11%	10%	12%	11%
Feb-17	10%	11%	16%	11%
Mar-17	10%	9%	16%	10%
Apr-17	12%	8%	13%	9%
May-17	9%	6%	10%	7%
Jun-17	11%	7%	9%	8%
Jul-17	7%	6%	8%	6%
Aug-17	6%	6%	8%	7%
Sep-17	5%	5%	7%	6%
Oct-17	4%	5%	7%	5%
Nov-17	1%	4%	8%	5%
Dec-17	3%	5%	9%	5%
Jan-18	4%	7%	6%	6%
Feb-18	8%	5%	4%	5%
Mar-18	8%	4%	1%	4%
Apr-18	4%	4%	1%	4%
May-18	5%	5%	4%	5%
Jun-18	4%	5%	7%	5%
Jul-18	7%	4%	8%	5%
Aug-18	6%	4%	6%	4%
Sep-18	5%	3%	5%	3%
Oct-18	3%	4%	3%	3%
Nov-18	2%	2%	0%	0%

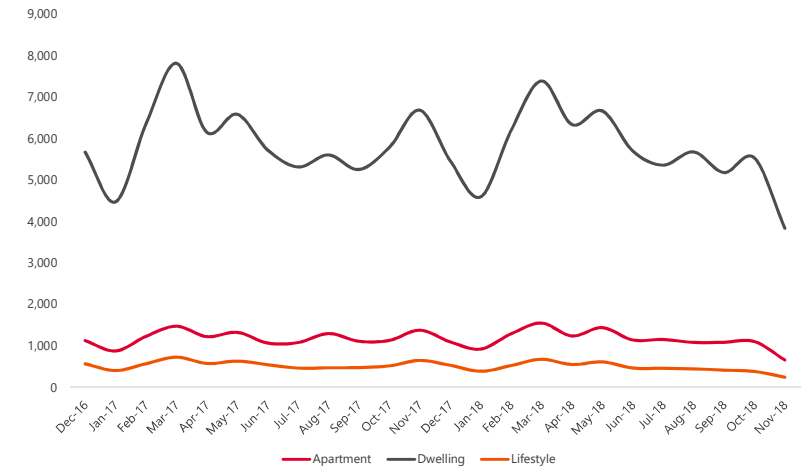
Nationwide Median Sale Price YOY Growth by Property Type



Section 10: Sales Volume

	Apartment	Dwelling	Lifestyle	Overall
Dec-16	1,131	5,673	571	7,375
Jan-17	881	4,474	409	5,764
Feb-17	1,233	6,347	573	8,153
Mar-17	1,478	7,814	732	10,024
Apr-17	1,226	6,152	579	7,957
May-17	1,328	6,586	636	8,550
Jun-17	1,072	5,725	550	7,347
Jul-17	1,083	5,314	467	6,864
Aug-17	1,300	5,606	475	7,381
Sep-17	1,114	5,253	480	6,847
Oct-17	1,134	5,786	520	7,440
Nov-17	1,380	6,684	652	8,716
Dec-17	1,100	5,467	536	7,103
Jan-18	926	4,594	392	5,912
Feb-18	1,294	6,193	528	8,015
Mar-18	1,553	7,388	682	9,623
Apr-18	1,242	6,339	553	8,134
May-18	1,443	6,666	617	8,726
Jun-18	1,145	5,701	470	7,316
Jul-18	1,158	5,359	463	6,980
Aug-18	1,086	5,678	450	7,214
Sep-18	1,091	5,180	419	6,690
Oct-18	1,108	5,532	386	7,026
Nov-18	661	3,836	249	4,746

Nationwide Sales Volumes by Property Type



Section 11: Key Indicators

MEDIAN HOUSING SALE PRICE



FLAT AT 0.2%
(on last year)

HOUSES SOLD



DOWN 23.2%
(on last year)

NEW RESIDENTIAL BUILDING CONSENT



DOWN 12.2%
(on last year)