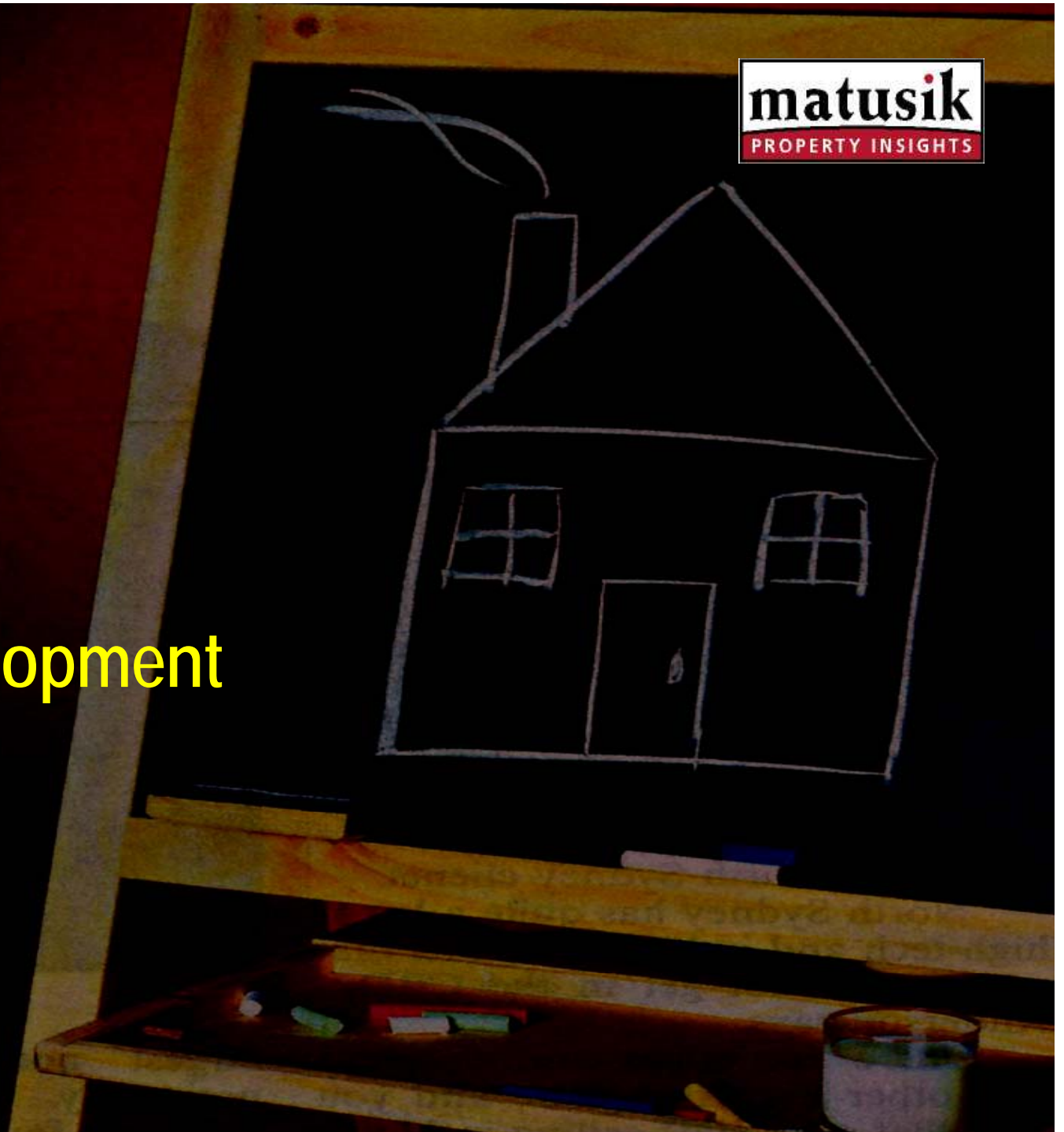
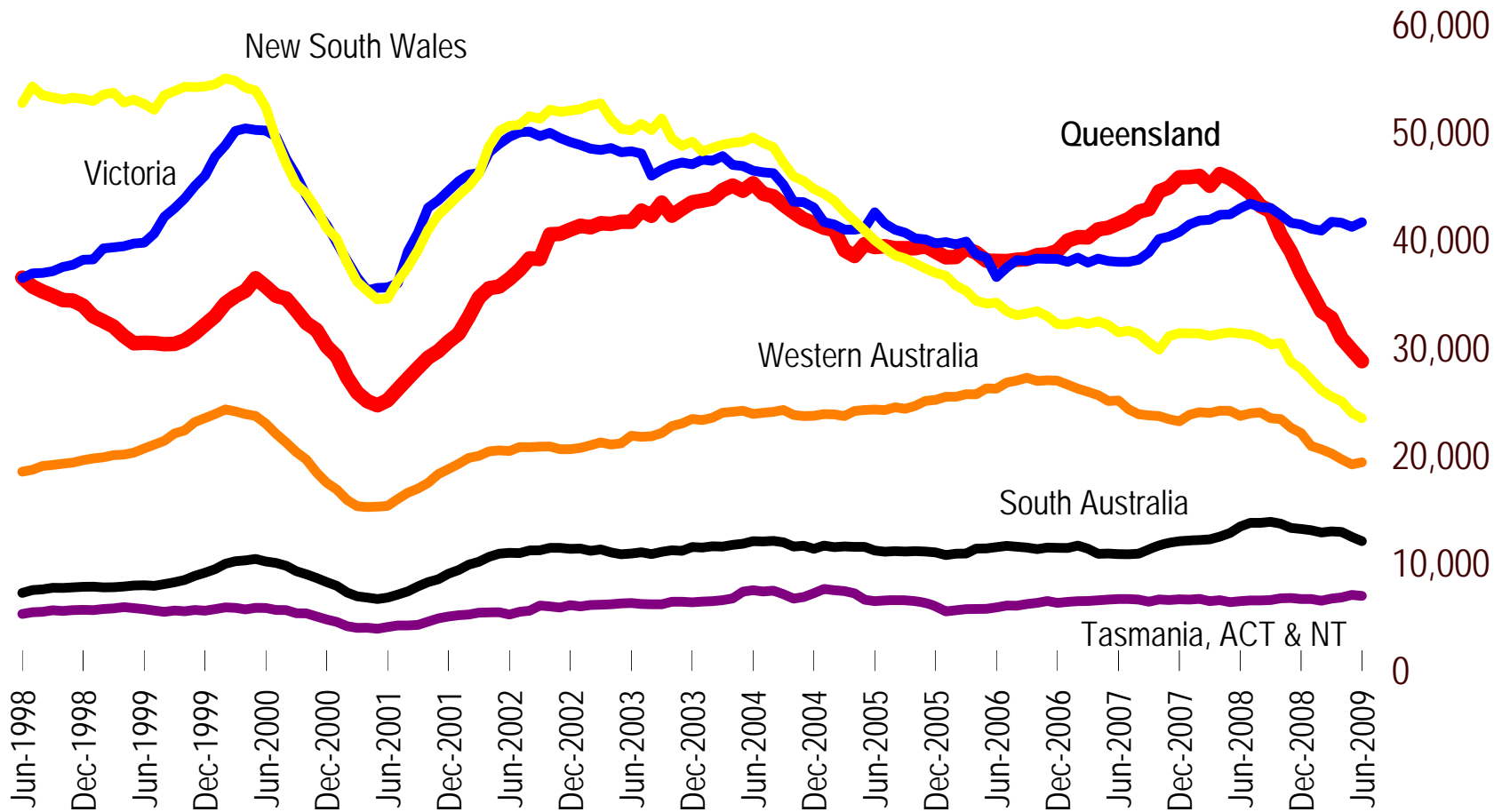


more development
& now



New dwelling approvals

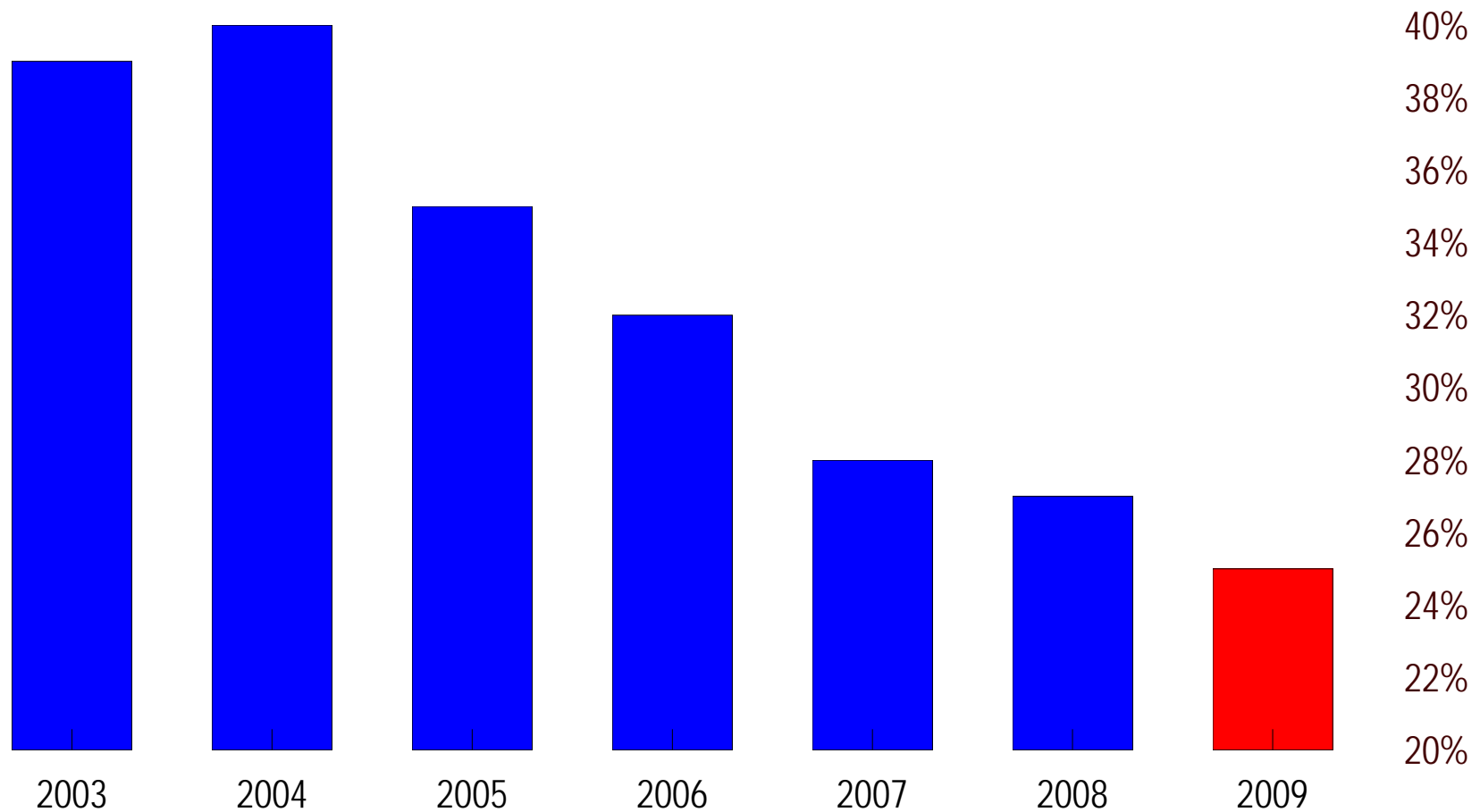
Australia



*Matusik Property Insights & ABS.
Original data, moving annual averages. Total new dwelling approvals.*

Queensland market share

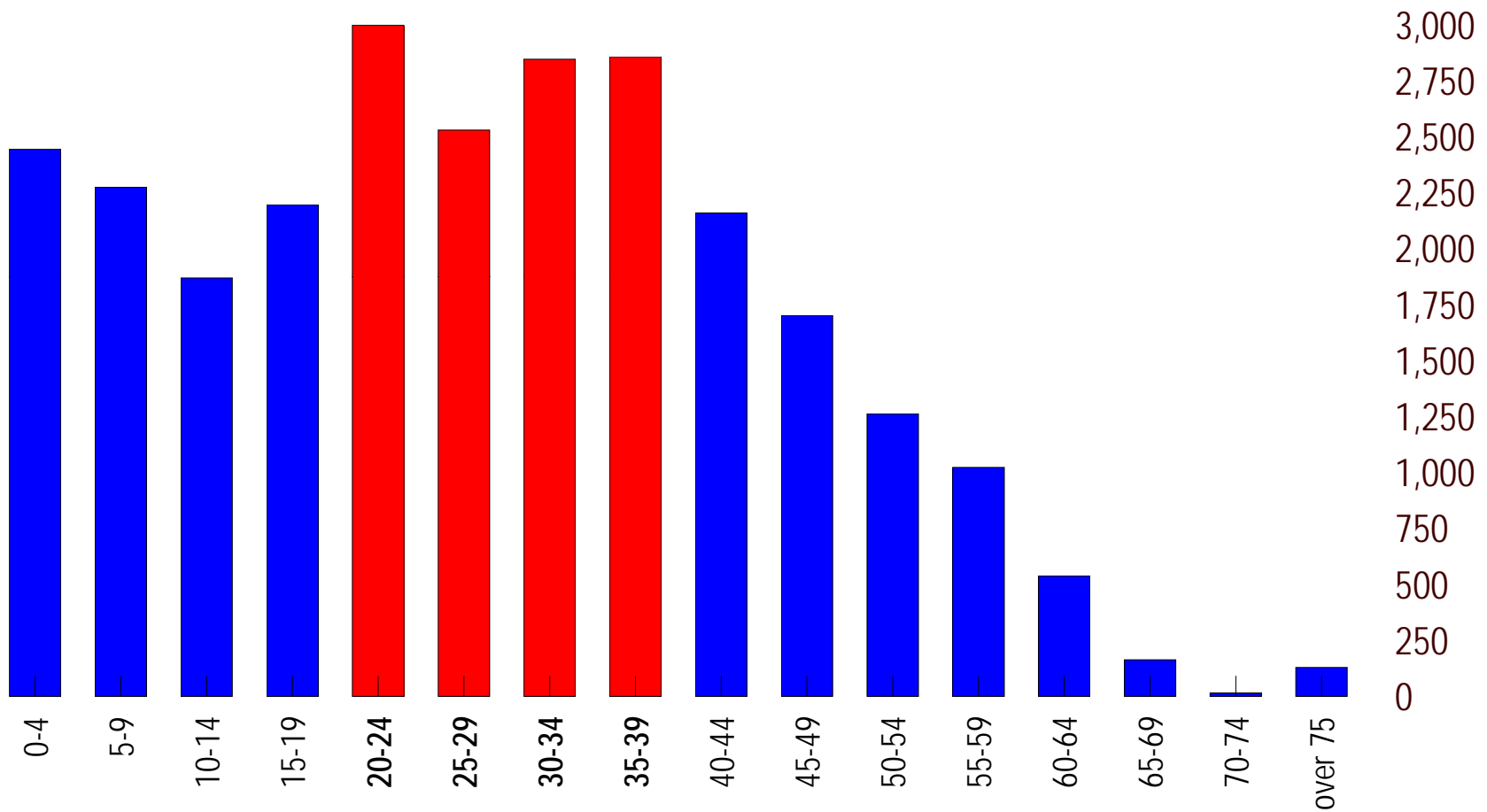
% of total annual population growth



*Matusik Property Insights, ABS, Matusik estimate for 2009.
Financial years.*

Age of new migrants

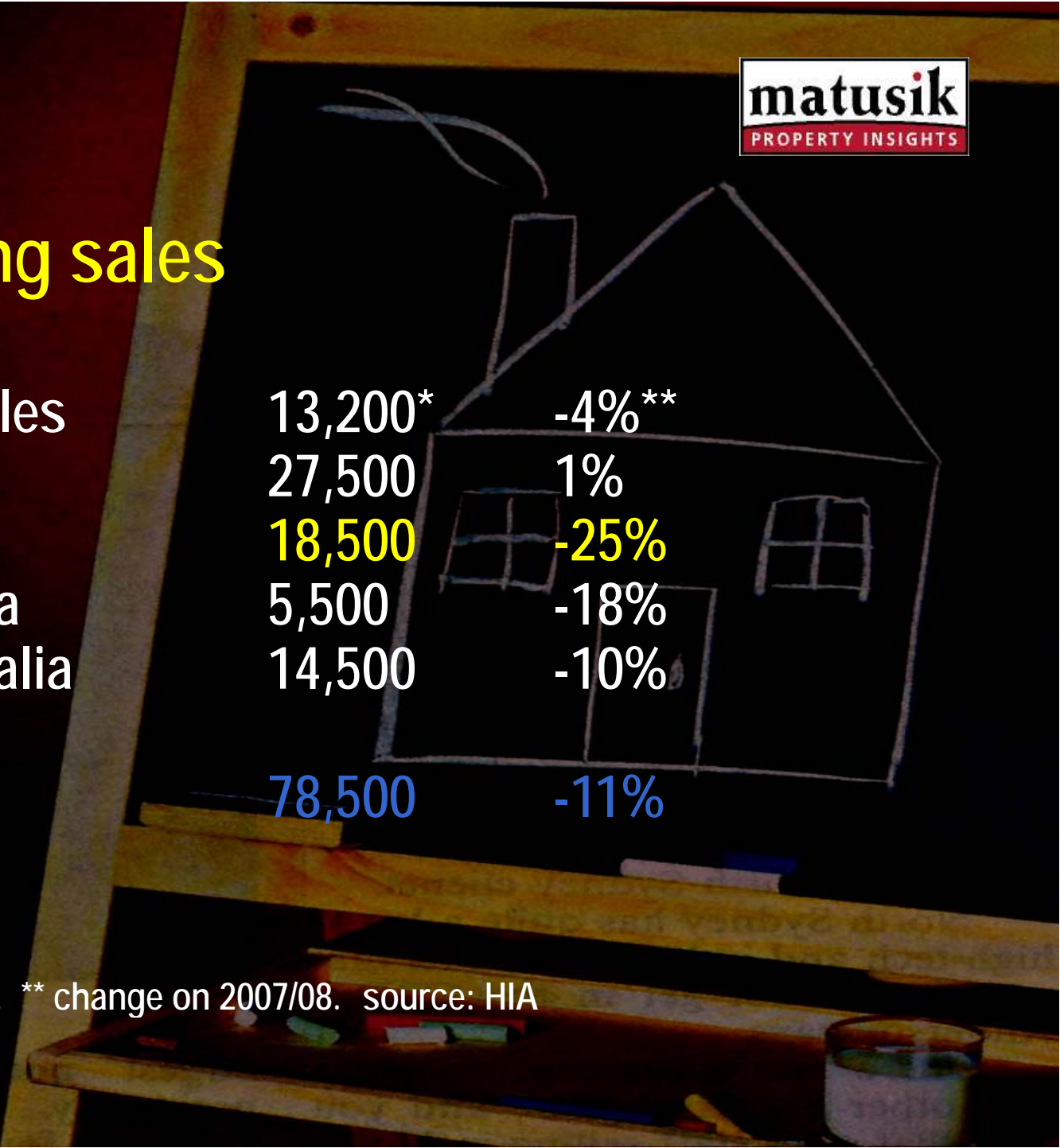
Queensland



*Matusik Property Insights, ABS.
2006/07 financial year.*

new dwelling sales

New South Wales	13,200*	-4%**
Victoria	27,500	1%
Queensland	18,500	-25%
South Australia	5,500	-18%
Western Australia	14,500	-10%
Total	78,500	-11%



* estimate for 2008/09. ** change on 2007/08. source: HIA

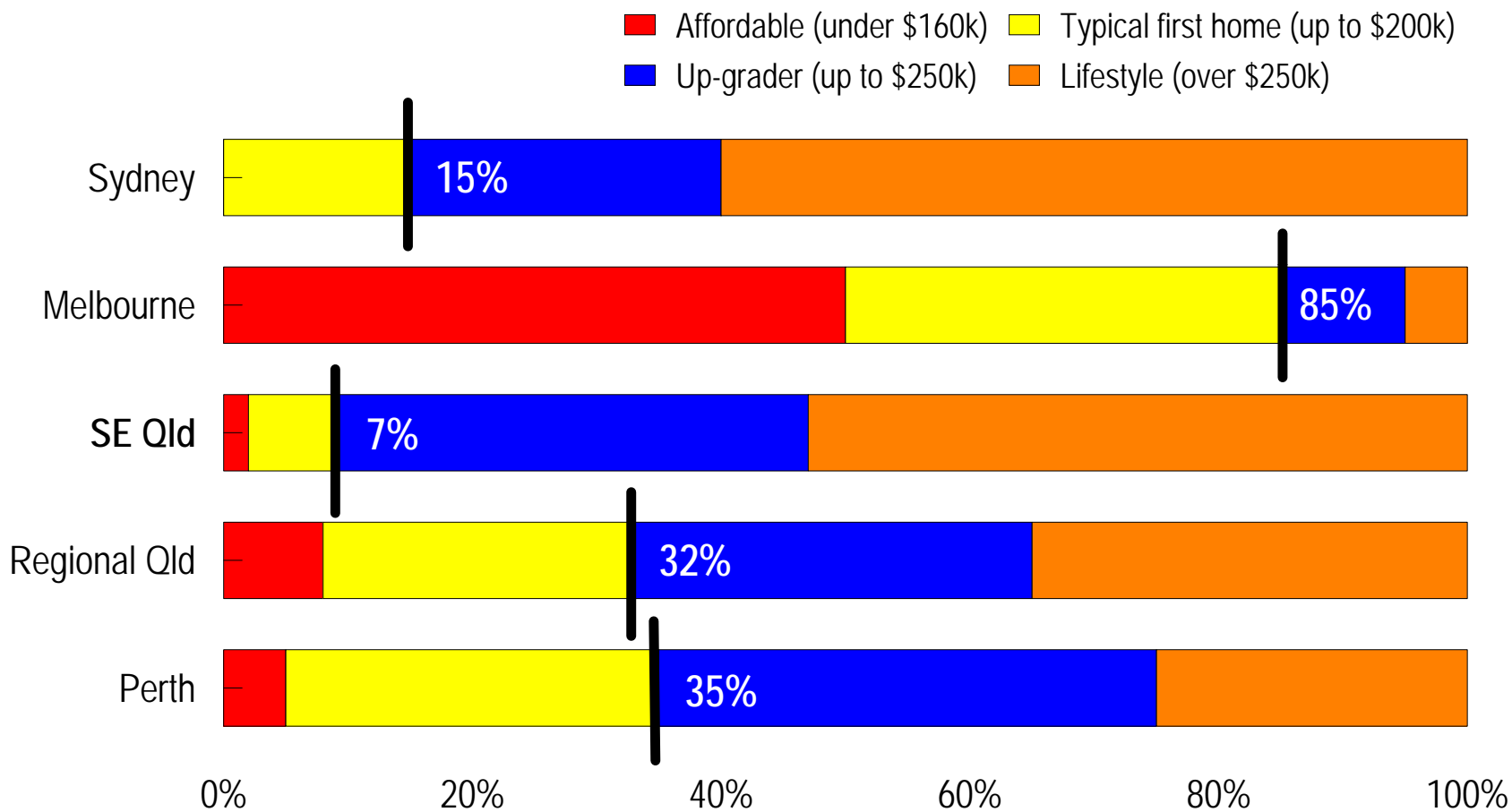
infrastructure charges

Gold Coast	\$30,000*	90%**	} 41***
Ipswich	\$25,000	120%	
Moreton Bay	\$48,000	400%	
Townsville	\$33,000	415%	
Rochedale (BCC)	\$53,000	460%	
Liverpool (NSW)	\$43,000*	-25%	} 25
Wyndham (Vic.)	\$6,500	3%	
Brimbank (Vic.)	\$5,500	2%	
Playford (SA)	\$5,300	3%	22

* council charges per lot. ** increase in last 5 years. *** weeks for op. works approval. source: Devine

Vacant land market

Selected Australian locations



*Matusik Property Insights, May 2009.
Charter Keck Cramer.*

unaffordable markets

Sunshine Coast

-30%*

Gold Coast

-28%

Sydney

-26%

Melbourne

-16%

Adelaide

-10%

Brisbane

-9%

Perth

-9%

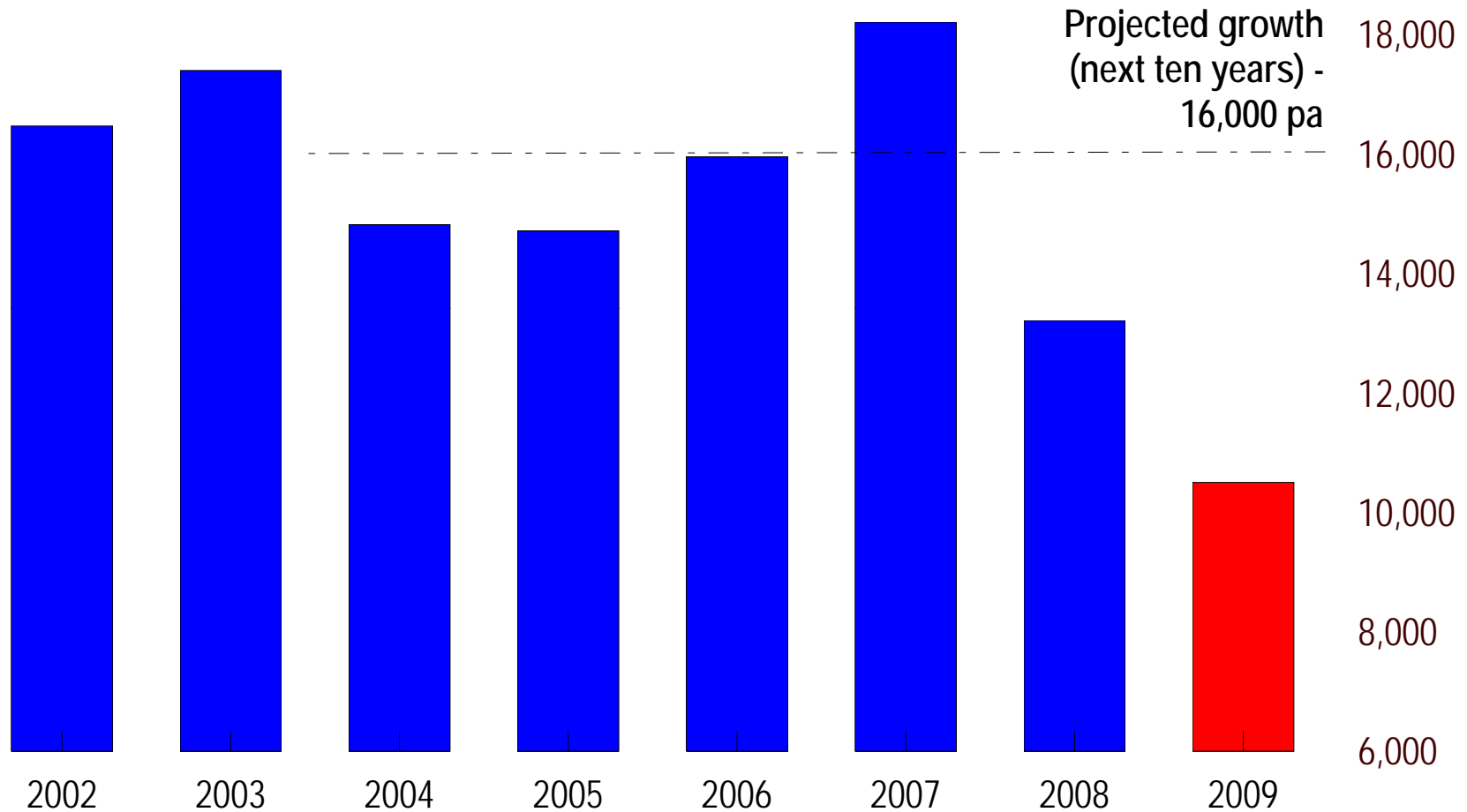
Cairns

-4%

* difference between current median established built dwelling price
& maximum affordable purchase price as at June 2009

Gold Coast

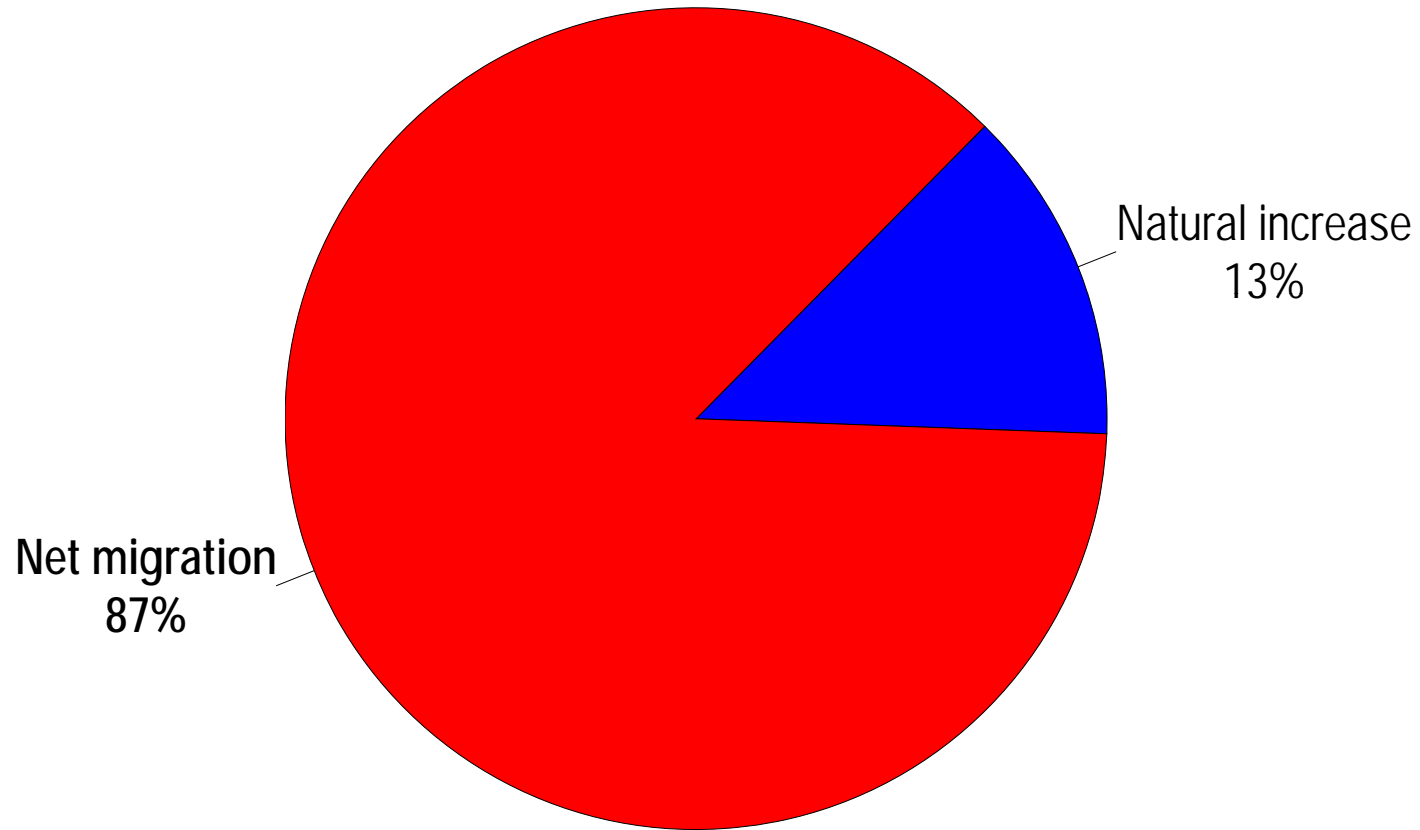
Annual population growth



*Matusik Property Insights, ABS, Matusik estimate for 2009.
Financial years. Gold Coast City Council.*

Gold Coast

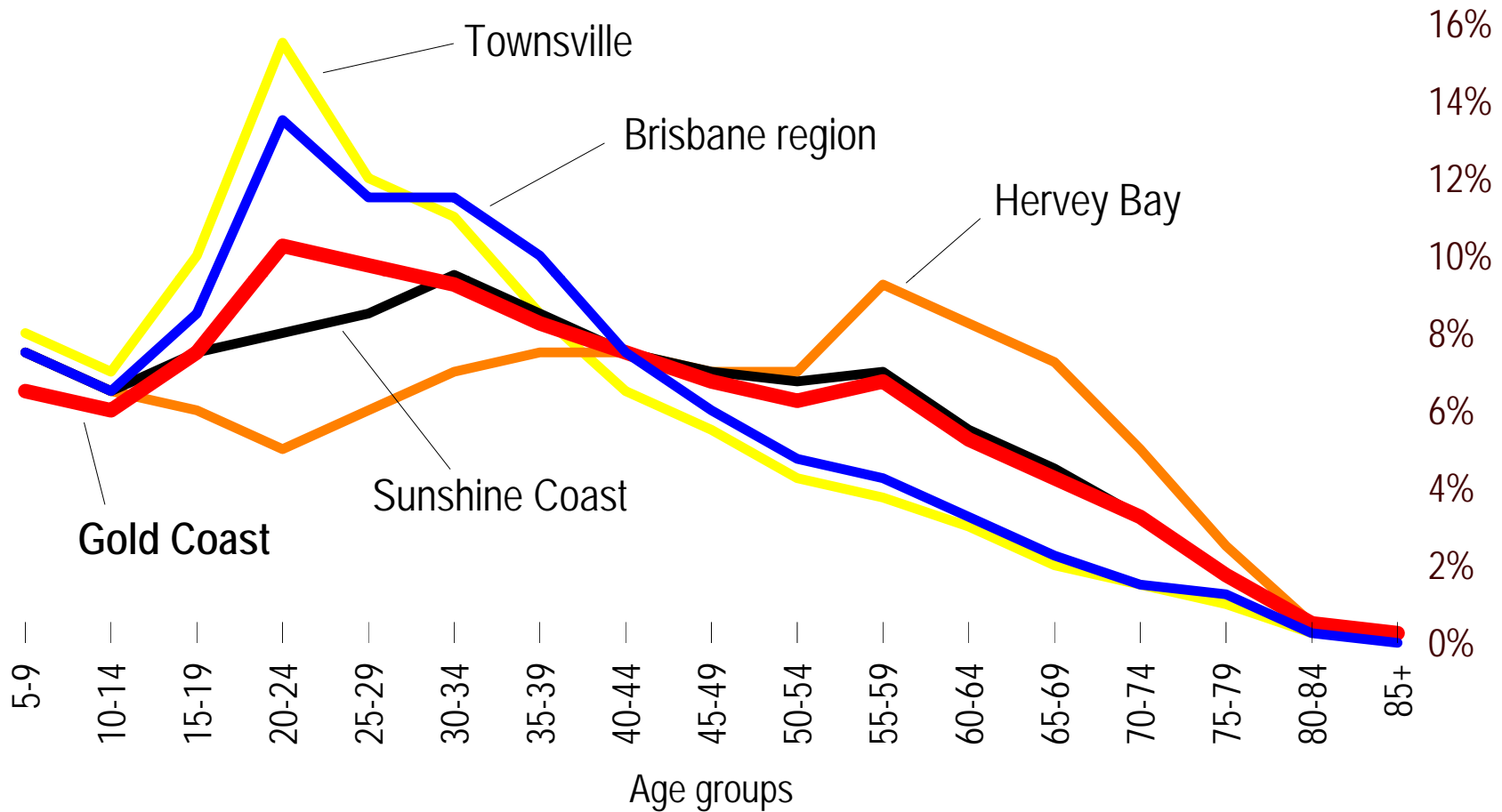
Population growth type



*Matusik Property Insights, ABS.
Annual average 2002 to 2008. Gold Coast City Council.*

Age profile

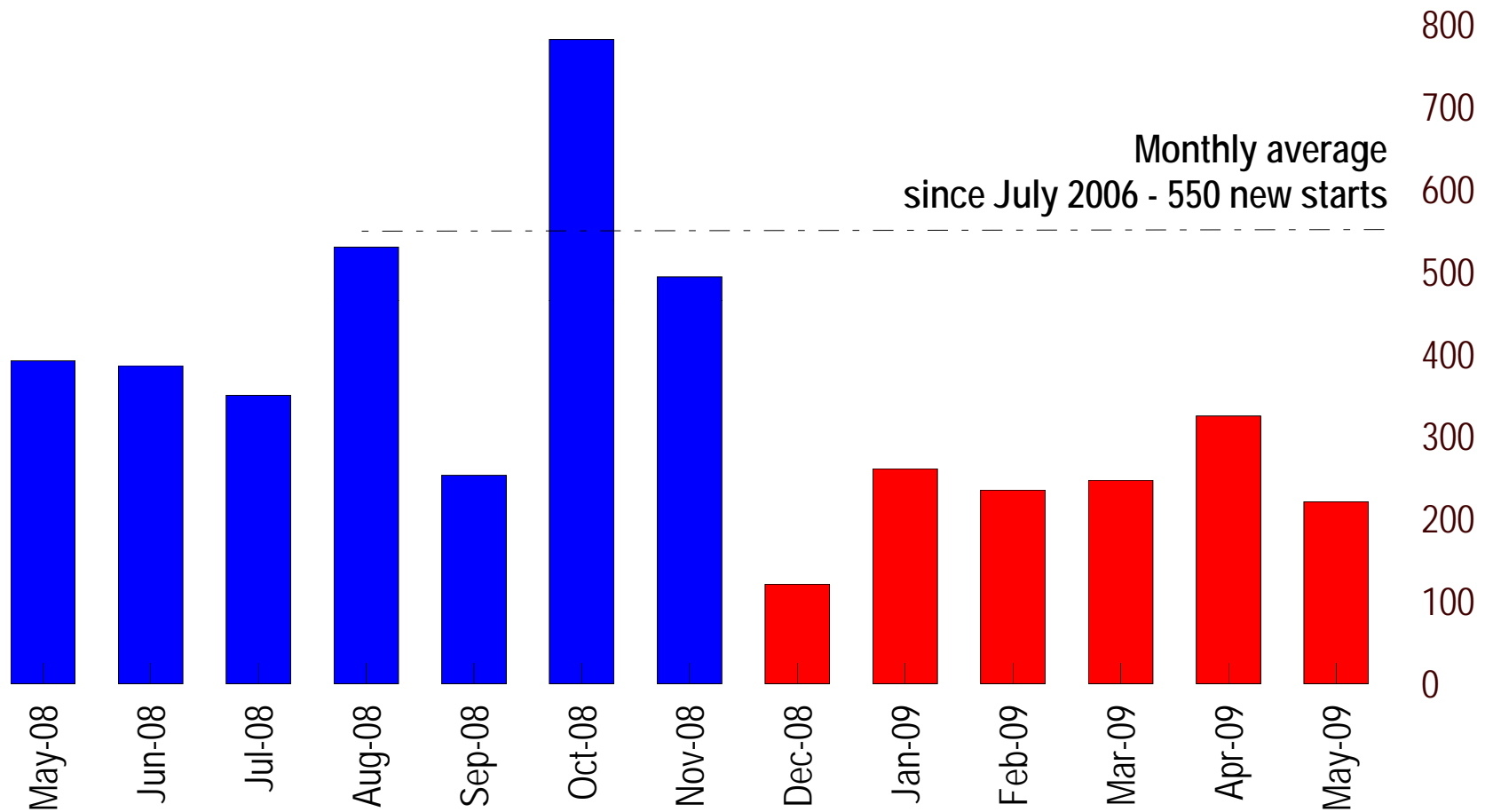
New migrants to selected Qld regions



Matusik Property Insights, ABS.
Last five years to 2006.

Gold Coast

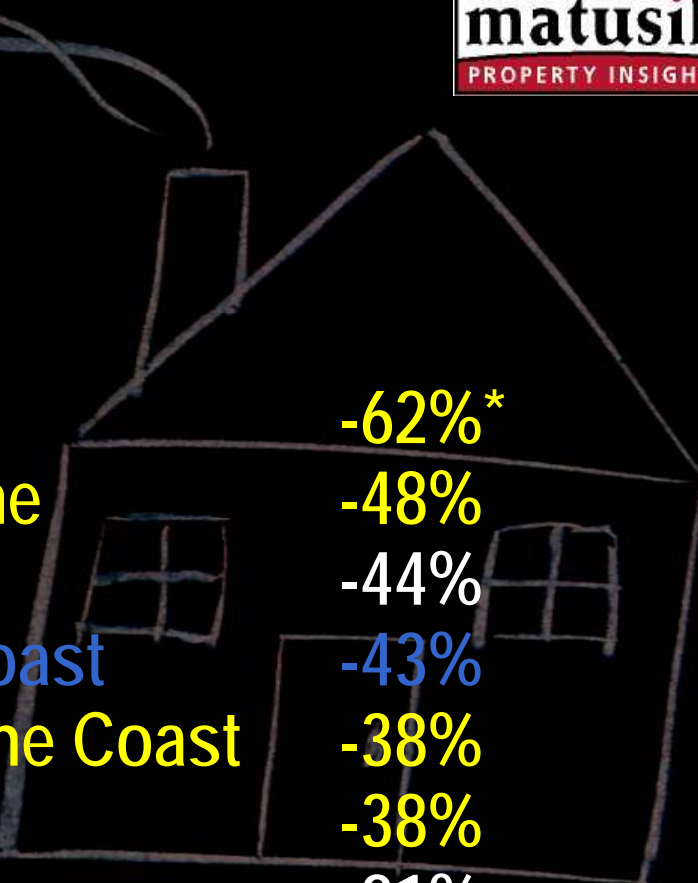
Monthly new dwelling approvals



*Matusik Property Insights, ABS, Matusik estimate for 2009.
Gold Coast City Council.*

undersupplied markets

NT	-43%*
Qld	-37%
NSW	-36%
WA	-15%
Aust.	-16%



Cairns	-62%*
Brisbane	-48%
Sydney	-44%
Gold Coast	-43%
Sunshine Coast	-38%
Mackay	-38%
Perth	-21%
Adelaide	-21%

* new dwelling starts during 08/09 v. projected underlying demand

gold coast - development employment

directly
indirectly
overall

13%
22%
35%

- ❖ direct employment (4,100 fewer jobs) has fallen 10% in last 12 months
- ❖ \$12 billion turnover pa
- ❖ **\$ 1 million = 4.1 full-time jobs**

source: ABS & UDIA.

- ▶ Home
- ▶ Snapshots
- ▶ In The Press
- ▶ matusik graph pack
- ▶ Shop
- ▶ 612 ABC
- ▶ Fan Mail
- ▶ Media
- ▶ Clients + Projects
- ▶ Contact Us
- ▶ Useful Links

1.

Matusik Property Insights

Matusik Property Insights are real estate strategists specialising in new residential development advice.

We help make new residential work. We cannot look at any project without seeing potential. We come from a market's point of view.

Our focus enables us to react quickly and proactively. We are very deadline orientated. >> [read more](#)

Matusik Comment

We are not surprised with the latest property reports. Agents are reporting personal bests, supply is getting tighter and prices, especially under \$500,000, are increasing. The strength of the first home market has moved into the middle-range properties with sales results starting to exceed reserves with increasing frequency. We have been writing and talking about such an outcome for the last six months. Demand, given the rapid decline in interest rates and the huge fiscal stimulus packages, is strong and will get stronger over the next six to 12 months. Supply is weak and is likely to get worse in the months ahead. Now is the time for some decisive government action on the supply-front. For example: Remove GST on new property during 2009/10 and extend the FHOG. But make FHOG an interest free loan rather than a handout and have it only apply to new property. Such a move will make new dwellings price competitive and lead to a lot more housing starts. One million invested in residential development equals five new jobs and the Australian residential building industry contributes around \$200 billion to our economy every year. Hopefully the May federal budget will include such measures.

IT'S NEW: the matusik graph pack - **seriously good stuff.**

Just released Snapshots 401, 402, 403.



What's new?

See the latest in residential technology trends.

© Matusik Property Insights



Recent media releases

When Matusik talks, people listen. © Matusik Property Insights



matusik graph pack

Tools for today - graphs, charts and facts you can use.

© Matusik Property Insights



Presentation feedback

If you have recently attended a Matusik presentation, we would like to hear from you.

Latest polls

What is stopping you from buying an investment property?

- Timing - 2009 is not the time; 2010 will be much better.
- Current conditions - heavy economic weather and rising unemployment
- Price - I am waiting for prices to fall
- Rent - current weekly rents are not high enough yet
- Interest rates - I am waiting for them to fall further and/or stabilise

2.

3.

4.

conclusions

- ❖ market recovery uncertain, slow at best
- ❖ **no magic market genie coming to save us**
- ❖ investors nor 3+ time upgraders to fire this cycle
- ❖ affordability still an major issue

- ❖ new development on gold coast is **overtaxed**
- ❖ **up to 35%** affected by less development
- ❖ need to build 8,500 new dwellings each year – 70 per working day or **3.5 during my short address**

conclusions #2

- ❖ re-establishing affordability is critical
- ❖ population growth is also needed – job creation, but will continue to decline unless:
- ❖ clear identification of real broadhectare & major infill land, with a 10 year stock horizon
- ❖ improved planning process delivering volume housing choice promptly
- ❖ changing user pays infrastructure strategy
- ❖ competitive incentives for new housing