

ResultsMentoring.com proudly presents Australia's...

# Top Ten Suburbs Set To BOOM In 2015



*Analysis by Leading Property Market Expert*

**John Lindeman**

## FOREWORD

It is our privilege to again partner with one of Australia's leading property market researchers, **John Lindeman**, to bring you this exclusive Property Investor Report containing John's personal selections of **Australia's Top Ten Suburbs Set to BOOM in 2015**.

## ABOUT JOHN LINDEMAN



John Lindeman, director of innovative research firm Property Power Partners, is widely respected as one of Australia's leading property market analysts.

With well over a decade of experience researching the nature and dynamics of the housing market at major data analysts, John is renowned as *the* property market researcher that property experts go to for all their Australian housing market insights.

John's monthly column on housing market research has featured in *Australian Property Investor Magazine* for over three years. He is a regular contributor to property investment e-newsletters such as *Michael Yardney's Property Update* and *Alan Kohler's Eureka Report* and author of the landmark best-selling book for property investors, *Mastering the Australian Housing Market* published by Wrightbooks. John regularly provides presentations, commissioned reports and other research services on the nature and direction of the residential property market for property industry leaders. His extensive property knowledge is complemented by around 40 years' experience as a successful property investor.

### About ResultsMentoring.com

**ResultsMentoring.com** is the home of Australia's premier independent mentoring program for property investors, the *RESULTS Mentoring Program*, and of Australia's best property mentors... a select group of hand-picked, highly experienced investors with a passion for teaching strategies and techniques that can help you make large sums of money from everyday property deals in *any* market conditions.

Whether you're just getting started or are an experienced investor wanting to take your success to the next level, ResultsMentoring.com can provide you with the personal support and in-depth information you need.

**ResultsMentoring.com** and **John Lindeman** have joined forces to bring you this timely and valuable report on **Australia's Top Ten Suburbs Set to BOOM in 2015**.

We hope that you enjoy and profit from this exclusive resource!

Sincerely,

The Team at **ResultsMentoring.com**

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## Australia's Top Ten Suburbs Set to BOOM in 2015

*By John Lindeman*

Many years of personal investment experience and extensive research have taught me that buying properties in areas with the best growth potential at the right price and selling when the growth is about to cease is a far more rewarding investment strategy than holding and hoping for long term growth to occur. The reason is simple. Although the Australian residential housing market contains around 15,000 suburbs and localities, only a few hundred have short term growth potential at any time, and when growth occurs, it is usually not only sweet, but also short.

Using a short term growth strategy enables renovators and developers to achieve additional profit from passive growth by buying in the right areas and allows private investors to make the best possible gains in the shortest possible time with the least amount of risk. The purpose of this report is to provide you with information about housing markets in suburbs and towns around Australia with high growth potential over the next few years.

On the following pages you'll find my top house market predictions for areas that have excellent growth potential in 2015 and beyond. The stats explain what is about to bring change – and growth to each of these house markets.

For each suburb or town, I've included:

- Location
- Local household demographics
- Type of housing market
- Snapshot of recent performance
- Rent forecast
- Price prediction

Wishing you successful investing,

**John Lindeman**

Director  
Property Power Partners Pty Ltd  
December 2014

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## THE METHODOLOGIES USED IN THIS REPORT

Because housing prices are subject to the same laws of supply and demand as other commodities, prices change in response to rises and falls in potential buyer and seller numbers. When prices rise they often occur as dramatic growth spurts, especially when stock on the market is outnumbered by potential buyers. These are known as 'booms', and growth typically subsides as soon as prices have risen to the point where they dampen buyer demand.

Because such growth is sweet but short, only a small percentage of the 15,000 housing market suburbs are 'booming' at any one time. By buying in suburbs where prices are set to rise and selling before the growth stops, investors can make significantly higher returns than those who 'hold and hope', even with the high entry and exit costs that such short term investments tend to incur.

Our research has shown that the only accurate leading suburb level price change indicators are sales and listings as they reflect the true changing nature of supply and demand. By tracking the ratio of listings to sales in a suburb and measuring the changing trend between supply and demand it is possible not only to predict the direction of change in price, but also its likely occurrence and intensity. By analysing the relationship between rental demand and supply and measuring the trend over time, it is also possible to generate a working methodology to forecast house or unit rent changes up to a year ahead.

### Putting the theory into practice for investors

In order to test the practical effectiveness and accuracy of short term housing price and rent predictions produced from the above research, we developed the Property Power Database to record and track the leading price change indicators. Although there are many ways to identify geographic areas, we used suburbs as the base geographic unit. We also used houses (usually including townhouse and duplexes) and units (including flats and apartments) to cover all types of housing as this is how the major data providers, the ABS and government sales data is provided.

The Property Power Database collates and analyses the changing relationships between demand indicators such as asking prices, sales, listings, asking rents and rental vacancies in combination with demand dynamics such as population, demographic, finance, economic and climatic information in every one of 10,000 suburbs with houses and 5,000 suburbs with units to measure and interpret the intending behaviour of buyers, sellers and investors in housing markets and then predict how, when and where these are likely to affect housing prices and rents in the short term.

The database employs predictive and patented algorithms developed by John Lindeman to provide highly accurate short term rent and price change predictions for houses and units in any suburb in Australia. We tested and refined the predictive algorithms for several years and it was not until we had achieved a consistent short term accuracy rate of over 90% in the rent or price direction forecast that we released the first of our highly popular and successful best 30 and best 20 predictive reports for states, capital cities and regions around Australia.

Before we release these reports, we apply a series of filters to improve their accuracy and usefulness to investors by removing suburbs which we have identified as outliers, that is, where local housing market conditions are such that the predicted change in prices or rents is less likely to occur, or where the opportunities for investors are otherwise impeded in some way.

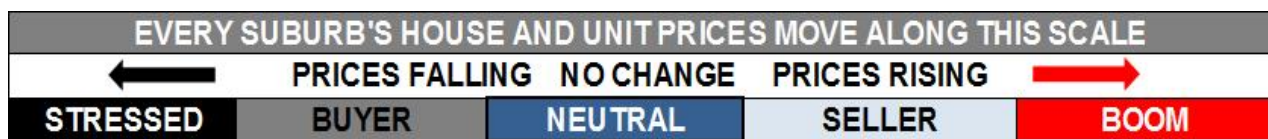
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## HOW WE DESCRIBE THE VARIOUS TYPES OF HOUSING MARKETS

The Property Power Database output tables categorise the current and predicted types of housing markets in each suburb into one of five possible types of markets called stressed, buyer, neutral, seller or boom. It is the ratio of listings to sales that determines the current 'real time' type of market and it is the way in which this ratio changes over time, or 'trend' that determines the predicted change in direction. Not only does this apply to any housing market anywhere in Australia, the database also calculates both the degree of potential price change and the period of time during which such changes are expected to occur. The Property Power Database also utilises an adaptation of this system to provide rental forecasts for houses or units in any suburb.

### The five types of buyer/seller markets

Each suburb has a current type of buyer/seller housing market and a predicted type of buyer/seller housing market which can both be placed somewhere on the following scale:



**Stressed** markets are suburbs characterised by many potential sellers and few intending buyers. Prices are likely to be falling by more than 10% per annum and changes tend to take several years to occur because of the large surplus of properties in the market waiting to be sold. If the prediction is for stressed market conditions to continue, prices will keep falling by more than 10% per annum until and if the market eventually changes to a buyer market.

**Buyer** markets are suburbs where there are more potential sellers than intending buyers and there's a tendency for prices to fall by 10% or less per annum. Due to the surplus of properties listed for sale on the market, these markets are slow moving and the change to a neutral or stressed market can take up to a year or more to occur.

**Neutral** markets are suburbs where the numbers of potential sellers and intending buyers is equally balanced, and there is little opportunity for other than small price falls or rises to occur while such conditions continue. It usually takes from six months to a year for neutral markets to change to buyer or seller markets.

**Seller** markets are suburbs characterised by fewer potential sellers than intending buyers and there is continual pressure on prices to rise, although the rise is usually 10% per annum or less. Because of the low numbers of properties listed for sale on the market, these suburbs can change to boom markets or revert to neutral markets in six months or less if conditions change.

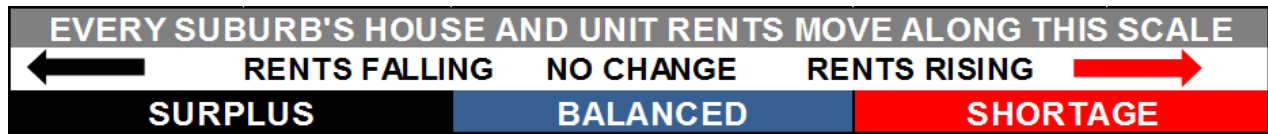
**Boom** markets are suburbs with few potential sellers and many intending buyers. Prices are likely to be rising by more than 10% per annum and will continue to rise at this rate if the prediction is for boom conditions to continue. Because there are typically few properties listed for sale in such suburbs, they have the most price volatility and can revert to seller market within three months if buyer demand decreases.

To learn more about putting this information into practice, visit:

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## The three types of rental markets

Every suburb has a current type of rental market and a predicted type of rental market which can both be placed somewhere on the following scale:



**Surplus** rental markets have a surplus of investor owned stock compared to the number of renters in the suburb. This means that there will be more private rental vacancies than the demand from renters for them, indicating that rents may fall unless there is a change in the number of renters or investors in the suburb.

**Balanced** rental markets are suburbs where there are equal numbers of investor owned stock and renters. This indicates that there is no pressure on rents to rise or fall while the equilibrium is maintained.

**Shortage** rental markets are where the demand for rental properties exceeds the supply of investor owned stock, leading to rent rises.

**Note** that the various types of housing markets can apply either to house or to unit markets which should always be considered separately. A suburb may simultaneously have a shortage of houses and a surplus of units and they could be trending in different directions.

## HOW TO USE THIS REPORT

There are three tables contained in this report for each of the ten selected suburbs. This section explains how to understand and use the information that is provided for each suburb.

### Snapshot of recent performance table

The columns in this table provide the estimated current median selling price, estimated weekly median asking rent and rental yield for houses in each suburb and their percentage changes over the last year.

### Rental market forecasts table

The columns in this table provide the current weekly median asking rent, current private rent supply, change in asking rent over the last year, current rental yield, rental stock forecast and the short term rent growth potential for houses in each suburb.

### Capital growth predictions table

The columns in this table provide the estimated current median selling price, current type of house market, number of months before this is likely to change and the predicted direction of the change.

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## HOW ACCURATE HAVE OUR PREDICTIONS BEEN?

Because our methodology measures the relationship of listings to sales and their trends, it cannot predict a certain price or rent outcome - only the potential for change based on the supply and demand trends. Not only can the indicators on which our forecasts are based unpredictably change, the accuracy of the trend forecasts is likely to progressively diminish over the forecast period. To maximise the benefits of this report ensure that your report is current and be as fully informed as possible about suburbs in which you plan to buy housing as an investment and not to rely purely on our predictions.

We regularly conduct comprehensive analyses of the rent and growth predictions made for all the suburbs contained in the Property Power Database to ensure that our predictive methodology is as accurate as it can possibly be. The latest analysis conducted (September 2014) of over 5,800 suburbs in the Property Power Database shows that an extremely high percentage have moved in the direction forecast at the time.

STATE	SUBURBS	CORRECT RENT MOVEMENT	ACCURACY	CORRECT PRICE MOVEMENT	ACCURACY
NSW	1,761	1,621	92%	1,623	92%
VIC	1,082	944	87%	945	87%
QLD	1,124	994	88%	1,022	91%
SA	651	612	94%	605	93%
WA	670	623	93%	597	89%
TAS	220	198	90%	201	91%
ACT	175	161	92%	159	91%
NT	131	125	95%	122	93%
<b>TOTAL</b>	<b>5,814</b>	<b>5,278</b>	<b>91%</b>	<b>5,274</b>	<b>91%</b>

There are many factors which can impact actual housing market growth and the performance of your property investments which you should take into account as part of your due diligence. Some of the most common traps that investors may fall into when choosing an area, narrowing down their search and then buying a property are:

- Buying with your heart instead of your head
- Assuming that houses and units will perform in the same manner
- Assuming that nearby suburbs will perform the same as the suburb in the report
- Not checking the causes of local housing demand
- Using information that is out of date
- Relying on hearsay and biased opinion
- Buying in an atypical part of the suburb
- Buying the wrong type of property for rental, renovation or resale
- Buying a property whose price is far higher or lower than the suburb median
- Paying more than fair market value for the property
- Selling at the wrong time

While many of these can be avoided with some common sense, you should always satisfy yourself that you have conducted your own 'on the ground' research as the consequences could seriously impact the success of your investment.

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## SUBURB 1: DUNBOGAN, NEW SOUTH WALES

### Location

Dunbogan is located near Laurieton in the Camden Haven region of the New South Wales mid north coast.

### Local household demographics

Dunbogan is a popular holiday and potential retirement location with a permanent resident population of around 1,000. The village is situated at the mouth of the Camden Haven River and offers a wide range of water based activities as well as spectacular National Park scenery only a few minutes' drive away. Close by are the well-established towns of Laurieton and North Haven offering a full range of shops, entertainment, sporting and recreational clubs and restaurants.

The area is growing in popularity for retirees, with around 30% of the residents having median ages between 60 and 75. It is this change which is the key to the area's house price growth potential as the median house price is still quite affordable for retirees.

### Type of housing market

Around 90% of the dwellings are houses with around 16% being holiday homes. The percentage of rented properties is around 20% of all dwellings, which is lower than the state average.

### Snapshot of recent performance

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Percentage change in median house price over the last year	Current weekly median asking rent for houses	Percentage change in house asking rent over the last year	House rental yield one year ago	Current house rental yield
DUNBOGAN	2443	\$ 490,000	4%	\$ 410	14%	4.0%	4.4%

### Rental forecast

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Current weekly median asking rent for houses	Current private house rental supply	Percentage change in house asking rent over the last year	Current house rental yield	Rental stock forecast for houses	Short term rent growth potential
DUNBOGAN	2443	\$ 410	2	14%	4.4%	shortage	moderate

### Price prediction

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Estimated number of houses currently for sale	Current housing market for houses	Number of months before any change is likely	Housing market prediction for houses
DUNBOGAN	2443	\$ 490,000	25	neutral	6 to 12	boom

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## SUBURB 2: WERRIBEE UNITS, VICTORIA

### Location

Werribee is located around 30 km south-west of Melbourne, about halfway between the two largest Victorian cities of Melbourne and Geelong.

### Local household demographics

The population of Werribee is currently estimated to be around 38,000, with a median age of 37, close to the state median. A significant proportion of the residents commute to work in other parts of Melbourne as there are excellent train and freeway connections.

The town has experienced rapid suburban growth in recent years with the areas surrounding Werribee being developed and resulting in the creation of entire new suburbs. This has also led to the gradual transformation of the older areas in Werribee to meet the demand for lower maintenance and more affordable units close to the town centre.

### Type of housing market

Around 10% of the dwellings are units, mostly owned by investors and privately rented. In total, around 30% of all households rent their properties.

### Snapshot of recent performance

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Percentage change in median unit price over the last year	Current weekly median asking rent for units	Percentage change in unit asking rent over the last year	Unit rental yield one year ago	Current unit rental yield
WERRIBEE	3030	\$ 250,000	0%	\$ 270	8%	5.2%	5.6%

### Rental forecast

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Current weekly median asking rent for units	Current private unit rental supply	Percentage change in unit asking rent over the last year	Current unit rental yield	Rental stock forecast for units	Short term rent growth potential
WERRIBEE	3030	\$ 270	16	8%	5.6%	shortage	good

### Price prediction

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Estimated number of units currently for sale	Current housing market for units	Number of months before any change is likely	Housing market prediction for units
WERRIBEE	3030	\$ 250,000	48	seller	6 to 12	boom

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## SUBURB 3: MILDURA UNITS, VICTORIA

### Location

Mildura is located on the Murray River in northern Victoria.

### Local household demographics

The population of Mildura is over 30,000 and the city is one the most popular retirement destinations of the Murray River towns, with a wealth of riverside and boating attractions as well as substantial and well developed tourist and recreational facilities and services. Only 18% of the residents are aged between 50 and 65 years old and Mildura is yet to experience the arrival of large numbers of retirees, but is ideally placed to do so and many are likely to choose the benefits of low maintenance unit living. The dynamics show that this is one area where retirees seeking a lower priced retirement apartment or unit are poised to move to, delivering strong price growth potential in the next few years.

### Type of housing market

Around 15% of the dwellings in Mildura are units and the percentage of renting households is high at 36%. The strong rent demand makes this positive cash flow territory for investors who buy a unit while waiting for the retiree influx to eventuate over the next few years.

### Snapshot of recent performance

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Percentage change in median unit price over the last year	Current weekly median asking rent for units	Percentage change in unit asking rent over the last year	Unit rental yield one year ago	Current unit rental yield
MILDURA	3500	\$ 160,000	0%	\$ 200	5%	6.2%	6.5%

### Rental forecast

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Current weekly median asking rent for units	Current private unit rental supply	Percentage change in unit asking rent over the last year	Current unit rental yield	Rental stock forecast for units	Short term rent growth potential
MILDURA	3500	\$ 200	22	5%	6.5%	shortage	good

### Price prediction

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Estimated number of units currently for sale	Current housing market for units	Number of months before any change is likely	Housing market prediction for units
MILDURA	3500	\$ 160,000	54	seller	6 to 12	boom

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## SUBURB 4: CLYDE NORTH HOUSES, VICTORIA

### Location

Clyde North is a new suburb in the Urban Growth Corridor located in the area west of Berwick, about 45 km south-east of the Melbourne CBD.

### Local household demographics

One of the fastest growing suburban outliers in Melbourne's south-eastern growth corridor, Clyde North already has a huge range of established facilities, with a new Woolworths Shopping Centre and specialty stores, while nearby Fountain Gate shopping centre is also undergoing redevelopment. The Casey Hospital and Monash Freeway are only a short drive away and the locality has excellent schools including Clyde Primary School, Casey Grammar, Hillcrest Christian College, St. Peter's Catholic College, Chisholm Institute of TAFE and Monash University Berwick Campus.

### Type of housing market

Virtually all dwellings in Clyde North are houses with around 17% being rented. Most of the houses are new with four bedrooms, typified by developments such as the *Cascades on Clyde* housing estate.

### Snapshot of recent performance

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Percentage change in median house price over the last year	Current weekly median asking rent for houses	Percentage change in house asking rent over the last year	House rental yield one year ago	Current house rental yield
CLYDE NORTH	3978	\$ 430,000	1%	\$ 380	0%	4.7%	4.6%

### Rental forecast

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Current weekly median asking rent for houses	Current private house rental supply	Percentage change in house asking rent over the last year	Current house rental yield	Rental stock forecast for houses	Short term rent growth potential
CLYDE NORTH	3978	\$ 380	39	0%	4.6%	surplus	low

### Price prediction

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Estimated number of houses currently for sale	Current housing market for houses	Number of months before any change is likely	Housing market prediction for houses
CLYDE NORTH	3978	\$ 430,000	403	buyer	over 12	boom

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## SUBURB 5: LABRADOR UNITS, QUEENSLAND

### Location

Labrador is a suburb of the Gold Coast of Queensland, overlooking the Broadwater to the east and Southport on the south.

### Local household demographics

Labrador has a population currently estimated to be around 17,000, with most of the residents working in the hospitality, recreational and accommodation industries, reflecting the Gold Coast's continued popularity as a holiday destination, although the housing market has suffered in the years following the GFC from rampant overdevelopment of high rise apartment blocks.

After reaching its low point several years ago as a housing investment opportunity, the continued attractions of the Gold Coast to both holiday makers and retirees are obvious and Labrador's housing market is poised to make a strong recovery, even though there are still oversupplies of units in some of the overdeveloped high density precincts to the south.

### Type of housing market

Around 40% of all dwellings in Labrador are units and apartments, while another 40% are townhouses and villas and half of all dwellings are rented.

### Snapshot of recent performance

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Percentage change in median unit price over the last year	Current weekly median asking rent for units	Percentage change in unit asking rent over the last year	Unit rental yield one year ago	Current unit rental yield
LABRADOR	4215	\$ 320,000	7%	\$ 350	9%	5.5%	5.7%

### Rental forecast

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Current weekly median asking rent for units	Current private unit rental supply	Percentage change in unit asking rent over the last year	Current unit rental yield	Rental stock forecast for units	Short term rent growth potential
LABRADOR	4215	\$ 350	64	9%	5.7%	shortage	good

### Price prediction

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Estimated number of units currently for sale	Current housing market for units	Number of months before any change is likely	Housing market prediction for units
LABRADOR	4215	\$ 320,000	195	seller	6 to 12	boom

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## SUBURB 6: NOOSAVILLE UNITS, QUEENSLAND

### Location

Noosaville is located on Queensland's Sunshine Coast, about 100 km north of Brisbane's CBD.

### Local household demographics

Noosaville is a popular holiday resort located on the Noosa River. The main industries of employment are in entertainment, catering and accommodation. The population is around 8,000 and the number of retirees moving to Noosaville is on the rise, with one third of all residents aged between 50 and 69 and the percentage is growing. The main reasons for this are the desirability of the area for retirees and the affordability of Noosaville's units, which fell in price for several years after the GFC and are now at their lowest levels for many years.

### Type of housing market

Around 40% of all dwellings in Noosaville are apartments, units or villas, indicating the popularity of low maintenance living for retirees. One tenth of all dwellings are holiday homes, but around one third are permanently rented and the continuous demand for rental properties is maintaining rising pressure on asking rents.

### Snapshot of recent performance

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Percentage change in median unit price over the last year	Current weekly median asking rent for units	Percentage change in unit asking rent over the last year	Unit rental yield one year ago	Current unit rental yield
NOOSAVILLE	4566	\$ 350,000	6%	\$ 350	3%	5.4%	5.2%

### Rental forecast

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Current weekly median asking rent for units	Current private unit rental supply	Percentage change in unit asking rent over the last year	Current unit rental yield	Rental stock forecast for units	Short term rent growth potential
NOOSAVILLE	4566	\$ 350	18	3%	5.2%	shortage	good

### Price prediction

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Estimated number of units currently for sale	Current housing market for units	Number of months before any change is likely	Housing market prediction for units
NOOSAVILLE	4566	\$ 350,000	172	seller	6 to 12	boom

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## SUBURB 7: SEAFORD HOUSES, SOUTH AUSTRALIA

### Location

Seaford is a coastal suburb of Adelaide located about 30 km south of the CBD in the City of Onkaparinga.

### Local household demographics

Seaford was established as a southern suburb of Adelaide during the fifties and also became (and remains) a popular tourist and recreational getaway. The current population is estimated to be around 5,000 and the household composition is very similar to that of Adelaide as a whole.

What makes this suburb of interest to investors is not just the extreme affordability of its house prices but the opening of the Seaford rail extension in 2014, which brings Seaford residents within the Adelaide electrified commuter railway network.

### Type of housing market

Virtually all the dwellings in Seaford are houses and around 26% are rented. The extreme affordability of house prices is the main reason that rises are predicted as shortages develop due to rising interest in the area.

### Snapshot of recent performance

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Percentage change in median house price over the last year	Current weekly median asking rent for houses	Percentage change in house asking rent over the last year	House rental yield one year ago	Current house rental yield
SEAFORD	5169	\$ 330,000	-3%	\$ 330	6%	4.7%	5.2%

### Rental forecast

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Current weekly median asking rent for houses	Current private house rental supply	Percentage change in house asking rent over the last year	Current house rental yield	Rental stock forecast for houses	Short term rent growth potential
SEAFORD	5169	\$ 330	11	6%	5.2%	balanced	moderate

### Price prediction

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Estimated number of houses currently for sale	Current housing market for houses	Number of months before any change is likely	Housing market prediction for houses
SEAFORD	5169	\$ 330,000	34	seller	6 to 12	boom

To learn more about putting this information into practice, visit:

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## SUBURB 8: HEWETT HOUSES, SOUTH AUSTRALIA

### Location

Hewett is situated about 40 km north of the Adelaide CBD, in the City of Gawler.

### Local household demographics

The population of Hewett is around 3,000 and it is a rapidly expanding outlying suburb of Adelaide. The majority of households comprise families with children and the median age is lower than that of Adelaide as a whole. This suburb is highly sought after by professionals as it offers a prestigious semi-rural living environment adjacent to the Barossa Valley, yet is easily commutable to the Adelaide CBD via the Gawler Railway Line and the Sturt Highway.

### Type of housing market

All the dwellings in Hewett are houses, and 14% are rented. The standout features of Hewett are the high standard of its dwellings, with over three quarters having four or more bedrooms. Despite Hewett's elite status, the median house price is still much lower than similar suburbs in the eastern capital cities and although house prices have not moved significantly upwards in recent years, the demand dynamics indicate that this is unlikely to continue much longer.

### Snapshot of recent performance

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Percentage change in median house price over the last year	Current weekly median asking rent for houses	Percentage change in house asking rent over the last year	House rental yield one year ago	Current house rental yield
HEWETT	5118	\$ 430,000	2%	\$ 390	0%	4.8%	4.7%

### Rental forecast

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Current weekly median asking rent for houses	Current private house rental supply	Percentage change in house asking rent over the last year	Current house rental yield	Rental stock forecast for houses	Short term rent growth potential
HEWETT	5118	\$ 390	2	0%	4.7%	shortage	excellent

### Price prediction

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Estimated number of houses currently for sale	Current housing market for houses	Number of months before any change is likely	Housing market prediction for houses
HEWETT	5118	\$ 430,000	43	seller	6 to 12	boom

To learn more about putting this information into practice, visit:

[www.resultsmentoring.com/more](http://www.resultsmentoring.com/more)

## SUBURB 9: COMO UNITS, WESTERN AUSTRALIA

### Location

The suburb of Como is located about 5km south of Perth on the opposite side of the Swan River to the CBD.

### Local household demographics

Como's population is around 14,000 and represents a wide spread of household types, although most of Como's workers are engaged in professional and managerial positions and commute to the Perth CBD by bus, train, or private car. Como's waterside location and ease of access to the city contribute to its attraction for unit dwellers.

### Type of housing market

65% of the dwellings in Como are units, apartments, terraces or villas. Nearly half of Como's households are renters, mostly occupying medium to high rise units and apartments which now comprise nearly one fifth of all the dwellings in Como. Perth has the highest rate of population growth of all our capital cities, and most of the increase is caused by overseas arrivals, virtually all of whom rent for some years before they can buy a property. This growing demand for low maintenance, well-appointed rentals is likely to result in rises to Como's unit rents and prices.

### Snapshot of recent performance

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Percentage change in median unit price over the last year	Current weekly median asking rent for units	Percentage change in unit asking rent over the last year	Unit rental yield one year ago	Current unit rental yield
COMO	6152	\$ 490,000	3%	\$ 440	2%	4.7%	4.6%

### Rental forecast

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Current weekly median asking rent for units	Current private unit rental supply	Percentage change in unit asking rent over the last year	Current unit rental yield	Rental stock forecast for units	Short term rent growth potential
COMO	6152	\$ 440	50	2%	4.6%	shortage	good

### Price prediction

Suburb or town units (includes flats, villas, apartments etc on Strata Title)	Post Code	Estimated current median selling price for units	Estimated number of units currently for sale	Current housing market for units	Number of months before any change is likely	Housing market prediction for units
COMO	6152	\$ 490,000	66	seller	6 to 12	boom

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## SUBURB 10: BROOME HOUSES, WESTERN AUSTRALIA

### Location

Broome is located on the Kimberley region of Western Australia, about 2,200 km north of Perth.

### Local household demographics

Broome's population is around 15,000 with a median age of only 33, several years lower than the rest of the state. Although overseas tourism to Western Australia has been thriving, the numbers of tourists to Broome have declined in recent years. The proposed answer is a Tourism WA marketing campaign targeting Chinese tourism to Broome due to its unique Chinese heritage, its proximity to major Chinese cities and the lower Aussie dollar.

### Type of housing market

Over half the dwellings in Broome are houses and 60% are rented. This high proportion of renters comes from young people attracted to the area to work in the tourist industry. If Chinese tourist numbers grow, the demand for local workers providing accommodation, catering, food services, recreational and other tourist related services will need to rise. This in turn will lead to a shortage of rental stock and drive up rents, making the housing market attractive to investors as rental yields rise. Competition between investors buying properties will lead to price growth. The first sign to watch for that this may take place will be a reduction in rental vacancies.

### Snapshot of recent performance

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Percentage change in median house price over the last year	Current weekly median asking rent for houses	Percentage change in house asking rent over the last year	House rental yield one year ago	Current house rental yield
BROOME	6725	\$ 610,000	5%	\$ 550	-2%	5.0%	4.7%

### Rental forecast

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Current weekly median asking rent for houses	Current private house rental supply	Percentage change in house asking rent over the last year	Current house rental yield	Rental stock forecast for houses	Short term rent growth potential
BROOME	6725	\$ 550	23	-2%	4.7%	surplus	low

### Price prediction

Suburb or town houses (includes duplexes, townhouses etc on Torrens Title)	Post Code	Estimated current median selling price for houses	Estimated number of houses currently for sale	Current housing market for houses	Number of months before any change is likely	Housing market prediction for houses
BROOME	6725	\$ 610,000	45	neutral	over 12	boom

To learn more about putting this information into practice, visit:

[www.resultsmentoring.com/more](http://www.resultsmentoring.com/more)

## DATA SOURCES USED IN THIS REPORT

### Researching the housing market

We continuously analyse potential changes in the nature and dynamics of the housing market which may be caused or influenced by both government and private sector policies, strategies, plans and initiatives and gratefully acknowledge the following sources:

Urban Development Institute of Australia  
State of the Land Report, Urban Development Institute of Australia  
Housing Industry Association of Australia  
Housing Forecasts, HIA Economics Group  
Sustainable Australia, Sustainable Communities, Department of SEWP&C  
Our Cities our Future, Department of Infrastructure and Transport  
State of Supply Report, National Housing Supply Council  
Rainfall and Temperature Deficiencies and Anomalies, Bureau of Meteorology

### Measuring housing market dynamics

We analyse population, demographic, household, housing, finance, economic and resource related data from information provided to the general public by the Housing Industry Association, Australian Bureau of Statistics, Bureau of Meteorology, Australian Bureau of Agricultural and Resource Economics. This data is then adapted and aggregated at suburb level to determine how changes in demand and supply are trending for both rentals and owner occupied housing. In particular, we acknowledge the following source:

#### Australian Bureau of Statistics

House Price Index – Eight Capital Cities 6416.0 Released quarterly  
Housing Finance Australia 5609.0 Released monthly  
Australian Demographic Statistics 3101.0 Released quarterly  
Dwelling Unit Commencements Australia 8750.0 Released monthly  
ABS QuickStats – 2011 Census data

### Analysing housing market indicators

Many housing market indicators such as sale prices, weekly rents, price and rent movements are lagging indicators. That is, they provide information about past buyer, seller and renter activities and while there may be useful lessons or patterns in such behaviour that we can learn from, they do not point the way to the future because they represent the results of purchases and rentals, not the causes which brought about those results.

Even if this data were predictively useful, these results are published months after the events have occurred due to the time it takes to settle contracts and the need for the data to be collected and collated before it is published. Although this data can be used for private purposes, there is also the matter of copyright, which further restricts the manner in which such data can be used by third parties.

Our resolution to these issues is to use only leading indicators to forecast renter and buyer demand trends such as current median asking rents, current rental vacancies, current median asking prices, plus current sales and listings aggregated to suburb level.

To learn more about putting this information into practice, visit:

[www.resultsmentoring.com/more](http://www.resultsmentoring.com/more)

We source this information from printed and on-line property listing, property marketing and rental vacancy advertisements, taking into consideration the fact that:

1. Each advertiser can only promote those listings and vacancies provided to them by real estate agents and property managers and this will vary across localities within States and across States.
2. Not all residential properties for sale or rent are publically listed or promoted.

To resolve these issues, we have conducted extensive analyses to estimate the total listings, rental vacancies and sales that occur at any time in any suburb based on the advertised numbers of each advertiser.

In similar fashion, we independently calculate current estimated median selling prices and median asking rents for any suburb by deriving and then aggregating median asking prices and asking rents from currently advertised property listings and rental vacancies and applying adjustments to reflect current market conditions

This system of analysis and adaptation enables us to utilise real time leading indicator data rather than lagging indicator data which is already many months old by the time it is published.

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## FINAL WORDS...

We trust you have enjoyed reviewing **Australia's Top Ten Suburbs Set to BOOM in 2015** by John Lindeman!

If you're ready to take your property investing to the next level, and want to capitalise on the significant opportunities in today's market, then visit:

**[www.ResultsMentoring.com](http://www.ResultsMentoring.com)**

We wish you a successful and prosperous year!

- End of Report -

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