

PILBARA HALF YEARLY
HOUSING & LAND
SUMMARY

December 2019

RESIDENTIAL

reiwa.com



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Please note that properties which include commercial, warehouse or industrial facilities onsite have been removed from this report. For any information on commercial properties go to the Pilbara Commercial Market Summary report on the Pilbara Development Commission website.

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Comparisons for the 6 month period ending December 2019 are made against the 6 months ending December 2018, in order to account for seasonal patterns of behaviour.



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Economic Snapshot



Western Australia's economy grew by one per cent during the 2018/19 financial year and there were signs of further economic and employment growth in the first half of 2019/20. Critically for the Pilbara, market conditions for the resources industries remained strong, with iron ore and gold prices rallying.

A number of major projects in the Pilbara progressed through FID and into construction. These included BHP's South Flank and FMG's Iron Bridge mines.

At the conclusion of 2020 there was still \$10.2 billion in committed projects and \$115.3 billion worth of new projects under consideration. These projects, should they reach successful FID, will reportedly create 30,000 construction and operational jobs across the region.

Overall, 2019 has seen an increase in property prices in both the rental and sales market across the region, with market sentiment continuing to rise as demand increases and supply tightens across a number of regional centres.



2.8

AVERAGE
HOUSEHOLD SIZE



\$2,600/M

MEDIAN MORTGAGE
REPAYMENT



\$2,547/WK

MEDIAN
HOUSEHOLD INCOME



319

DWELLINGS LISTED
FOR SALE

-16.5%

DECREASED LISTINGS
COMPARED TO H2
2018

51

AVERAGE DAYS
TO SELL



369

HOUSES SOLD

\$313,000

MEDIAN
SALE PRICE

+16.47%

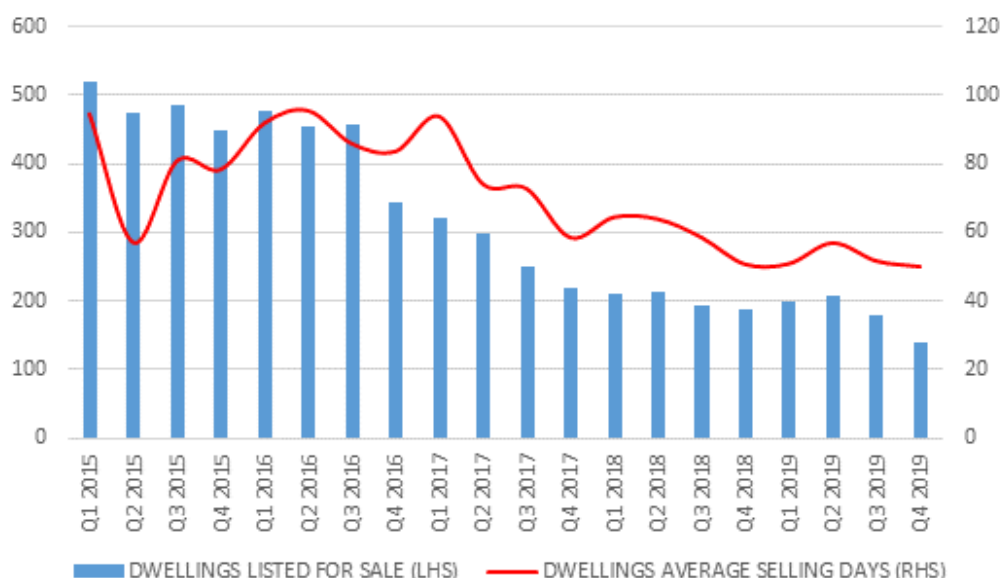
INCREASED MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for sale

(The term 'dwellings' used in this report includes houses, apartments, units, duplexes and town-houses).

At the 6 months to the end of December 2019, there were 319 houses and units listed for sale in the Pilbara region. This is a decrease on the previous 6 months, and less than the 382 listings recorded for the same period in 2018.

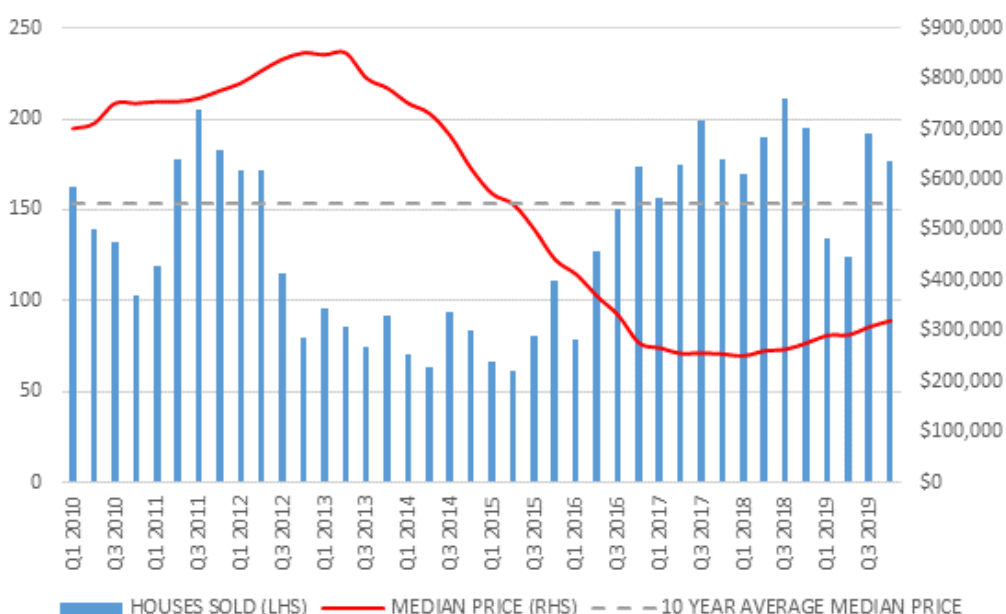
Of all dwellings listed on reiwa.com, it took an average of 51 days to sell in the 6 months to December 2019, a decrease of 4 days on the 6 months to December 2018.



Houses sold

House sales in the Pilbara region decreased by 9.11% to 369 for this reporting period compared to the 406 transactions in the 6 months to December 2018. There was however an increase of 43% from the number of houses sold in H1 2019.

The median sale price increased by 16.47% to \$313,000 when compared to the \$268,750 that was reported for H2 2018, and is the highest recorded for a 6 month period since H1 2016.





85

UNITS SOLD

\$164,750

MEDIAN
SALE PRICE

+25.5%

INCREASED MEDIAN
PRICE COMPARED TO
H2 2018



23

VACANT LAND SALES

\$95,000

MEDIAN LAND
PRICE

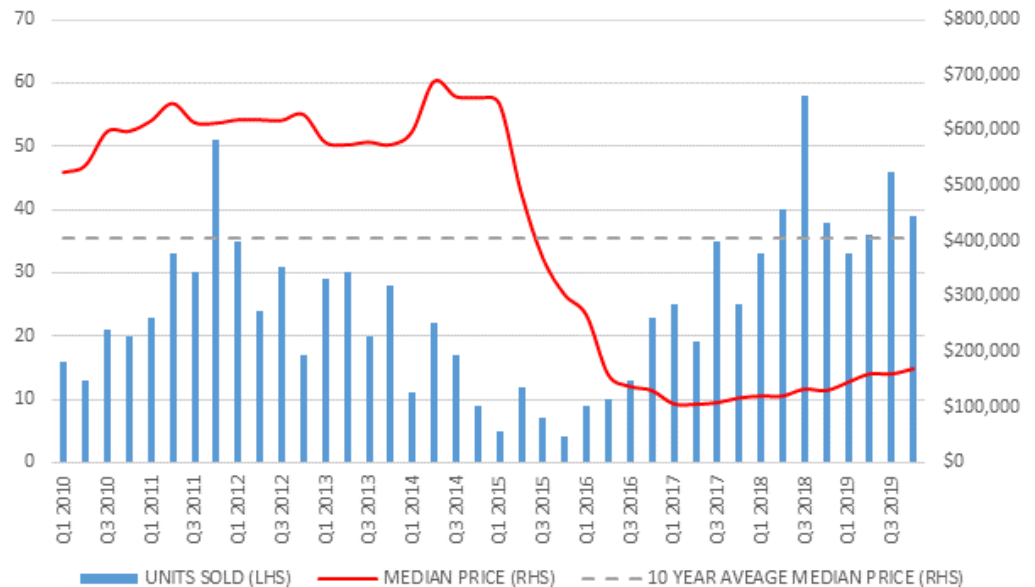
+58.3%

INCREASED MEDIAN
PRICE COMPARED TO
H2 2018

Units sold

The number of units sold in the Pilbara in the 6 months to December 2019 decreased to 85, down from 96 in the same period of 2018.

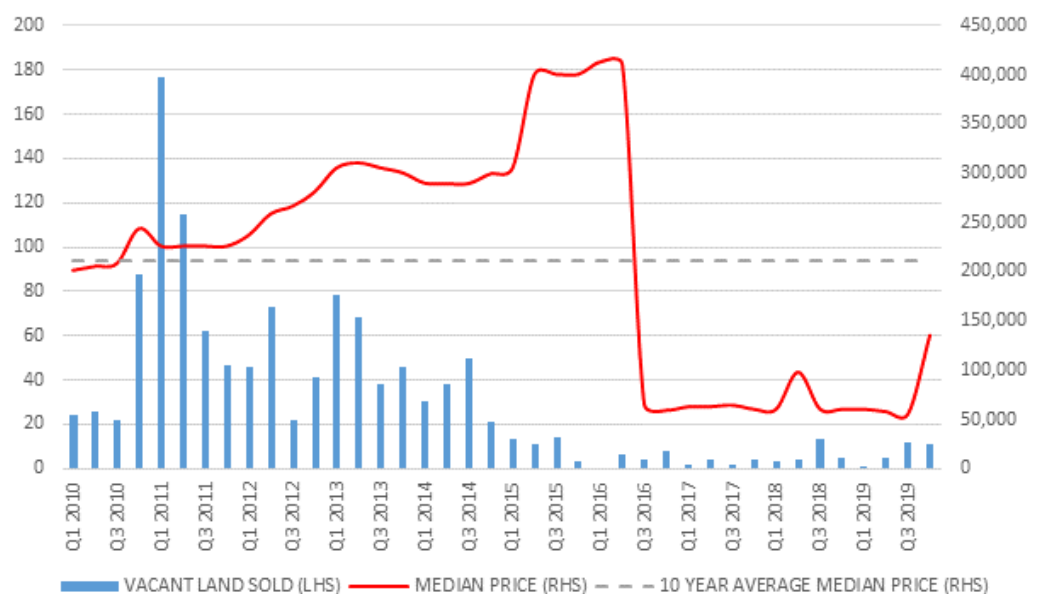
The quarter on quarter growth in the sale price continued for the reporting period with a median sale price of \$164,750 for the 6 months to the end of December 2019, representing an increase of 25.5% compared with \$131,251 recorded in the 6 months to December 2018.



Vacant land sold

Vacant land sales activity in the region saw growth of 27.8% in the number of transactions for the reporting period compared to the 6 months to December 2018. A total of 23 vacant land sales were recorded for H2 2019 compared to the 18 recorded for H2 2018.

A median sale price of \$95,000 for the 6 months to the end of December 2019 also increased by 58.3% compared with the \$60,000 recorded in the 6 months to December 2018. This period's increase is largely due to the substantial increase in the Q4.





420

DWELLINGS LISTED
FOR LEASE

-33.4%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

34

AVERAGE DAYS
TO LEASE



750

DWELLINGS LEASED

\$425

MEDIAN WEEKLY RENT

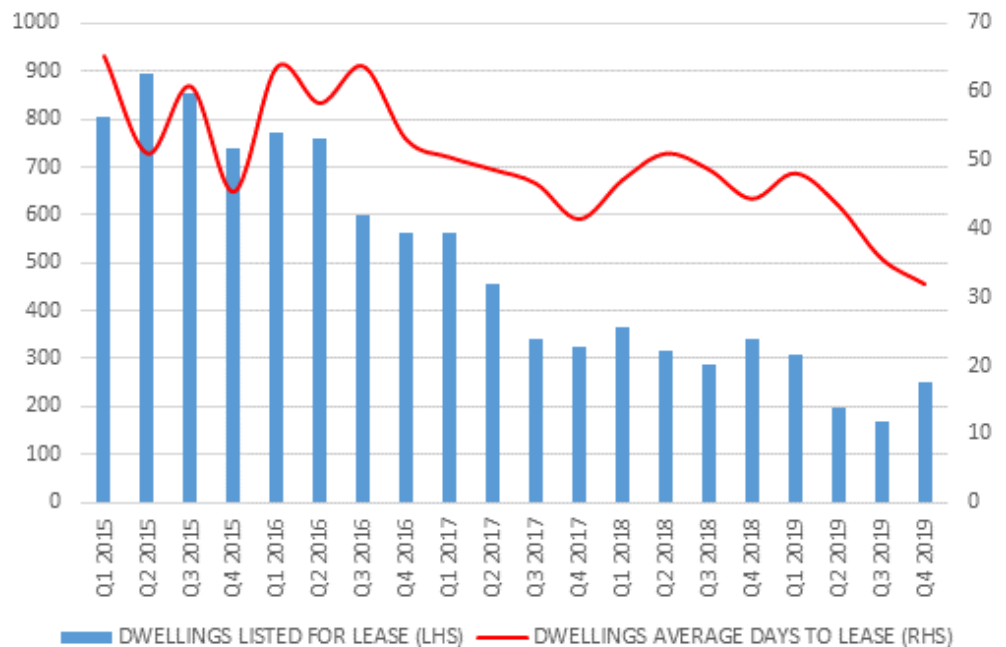
+9.68%

INCREASED MEDIAN
RENT COMPARED TO
H2 2018

Dwellings listed for lease

A total of 420 dwellings were listed for lease during the 6 months to December 2019, a decrease of 211 listings from the 631 recorded in the 6 months to December 2018, continuing the downward trend in rental listings.

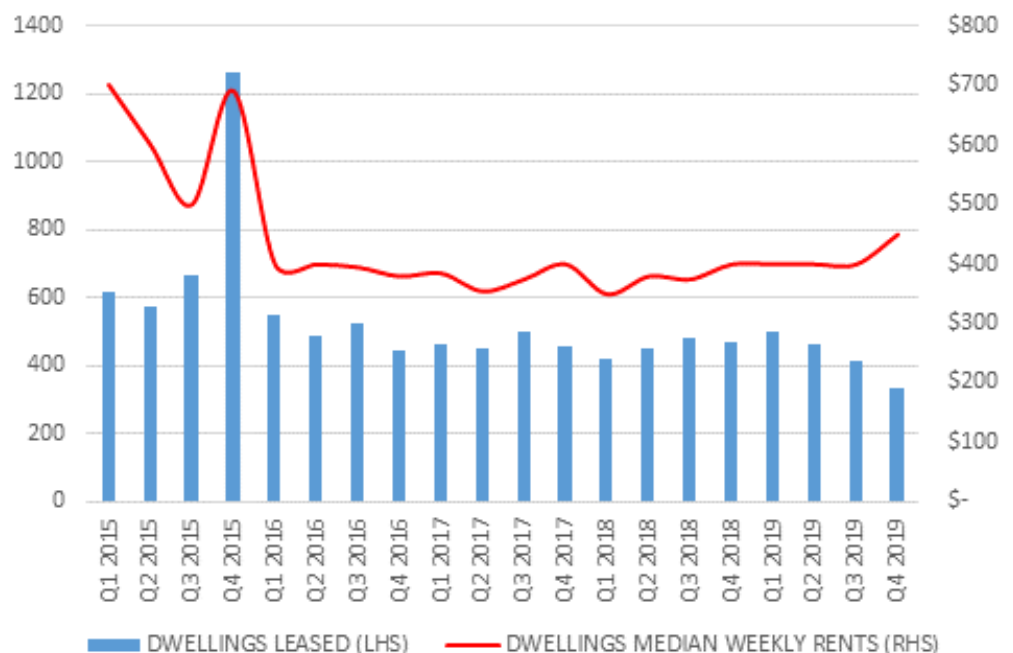
Average days to lease also decreased in this reporting period to 34 days, a 27.4% decrease from the 46 days for the 6 months to December 2018.



Dwellings leased

A total of 750 dwellings were leased during the 6 months to December 2019, resulting in 4 consecutive quarters of decline. This is a decrease of 21.55% on the 956 dwelling leased in H2 2018.

The overall median weekly rent in the region was \$425 per week, which is \$38 or 9.68% more than the \$388 recorded in the 6 months to December 2018.





-8.26%

AVERAGE DISCOUNT
ON ORIGINAL LISTING
PRICE

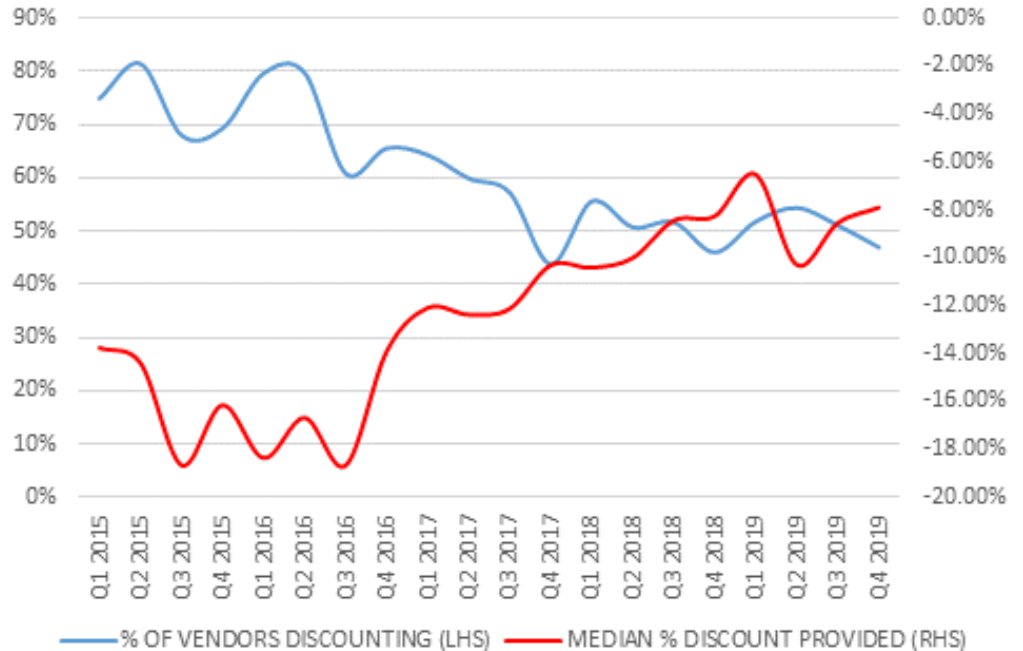
49.12%

VENDORS OFFERING
DISCOUNTS

Market sentiment

In the 6 month period to December 2019, 49.12% of vendors were offering discounts on sale prices, relatively consistent from the 58.96% for the 6 months to 2018.

There was an average discount of 8.26% original listing price for the reporting period, maintaining relative stability with H1 2019 and H2 2018 which recorded 8.44% and 8.39% respectively.



Median dwelling sale price by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$200,000	\$287,750	\$396,250	\$408,750	\$323,188
Unit	\$157,500	\$185,000	\$199,000	N/A	\$180,500

Median dwelling weekly rent by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$324	\$425	\$669	\$863	\$570
Unit	\$333	\$380	\$475	N/A	\$396

Please note: sale and rental figures by property size are filtered to capture 7 or more transactions.

Spotlight on the City of Karratha

Dampier | Karratha | Roebourne | Wickham | Point Samson

Overview

The City of Karratha sub-market continued a trend towards lower numbers of listings in both the purchase and rental markets. Prices also increased in both markets with most localities recording the highest median sale price for a house since the 15/16FY.

A total of 179 house sales have settled in the 6 months to December 2019, with a median sale price of \$382,500. This represents an increase of 16.79% per cent in median sale prices, compared to the same period in 2018. Market sentiment showed signs of strengthening for the period, with less vendors offering a smaller discount on the listed sale price of properties.

Activity reported in Roebourne, Wickham and Point Samson is too low to offer meaningful data and subsequently are not reported separately in this report.





89

DWELLINGS LISTED
FOR SALE

-7.29%

DECREASED LISTINGS
COMPARED TO H2
2018

38

AVERAGE DAYS
TO SELL



179

HOUSES SOLD

\$382,500

MEDIAN
SALE PRICE

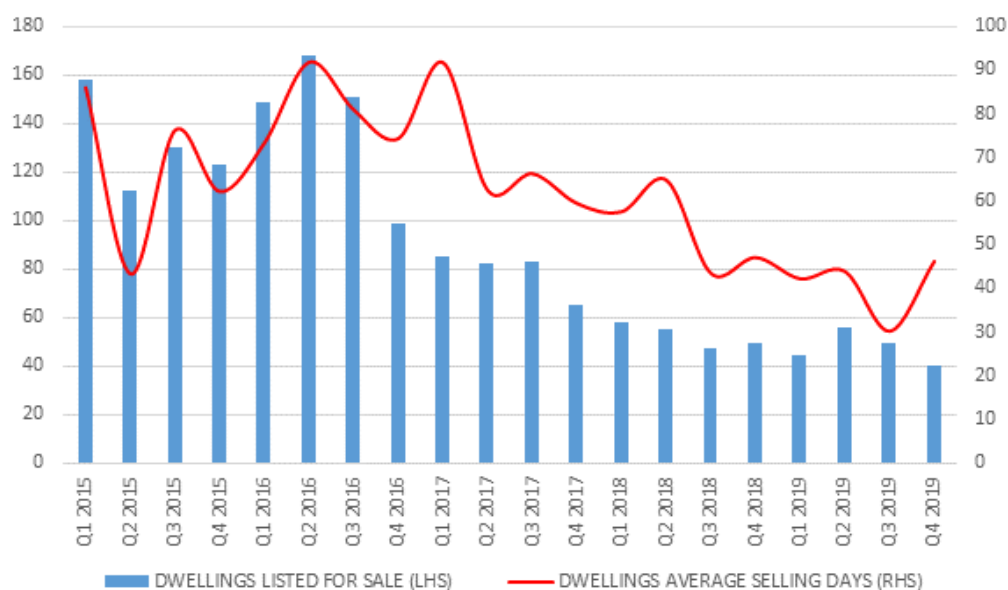
+16.8%

INCREASE IN MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for sale

The downward trend in the number dwellings listed for sale in the City of the Karratha LGA continued through this reporting period. For the 6 months to the end of December 2019, reiwa.com reported 89 dwellings listed for sale in the Karratha Local Government Area. This is a decrease of 10 dwellings recorded in the 6 months ending December 2018.

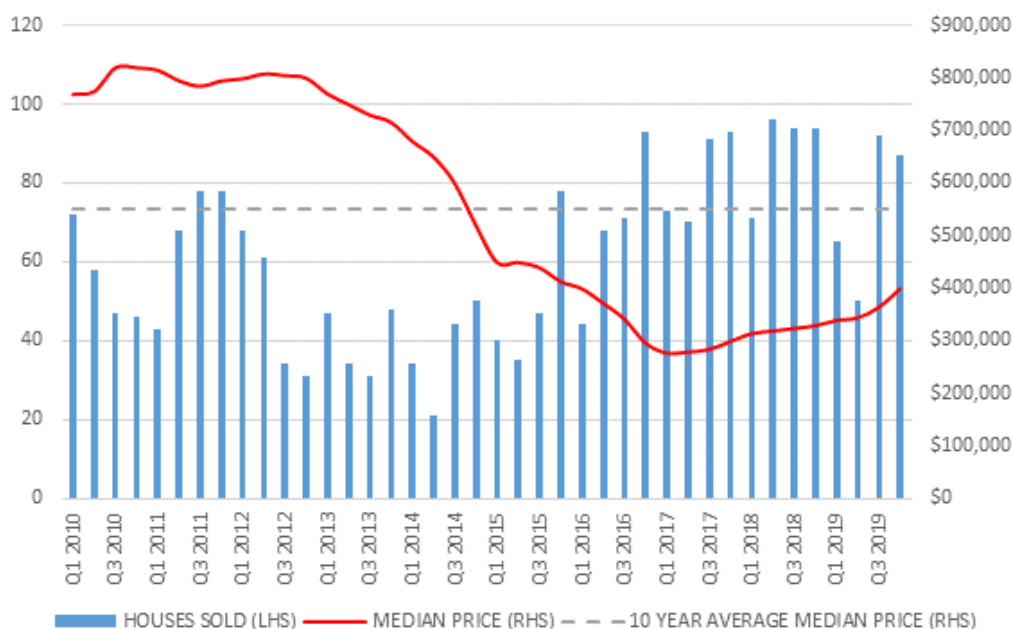
The reporting period saw Q3 continue the decline in average selling days followed by an uptick in Q4. Overall, it took an average of 38 days to sell, which is 7 days less than the 45 days it took during the 6 months to December 2018.



Houses sold

Following 2 quarters of reduced sales in H1, in the 6 months to December 2019 a total of 179 houses were sold in the City of Karratha down from the 188 in the 6 months to December 2018.

The median sale price rose to \$382,500 for the period, up from \$327,000 for the 6 months to December 2018. This represents an increase of 16.8% in median sale price against the same period last year and is the highest median house sale price since H1 2016.





35

UNITS SOLD

\$191,750

MEDIAN
SALE PRICE

+16.67%

INCREASE MEDIAN
PRICE COMPARED TO
H2 2018



17

VACANT LAND SALES

\$177,500

MEDIAN LAND
PRICE

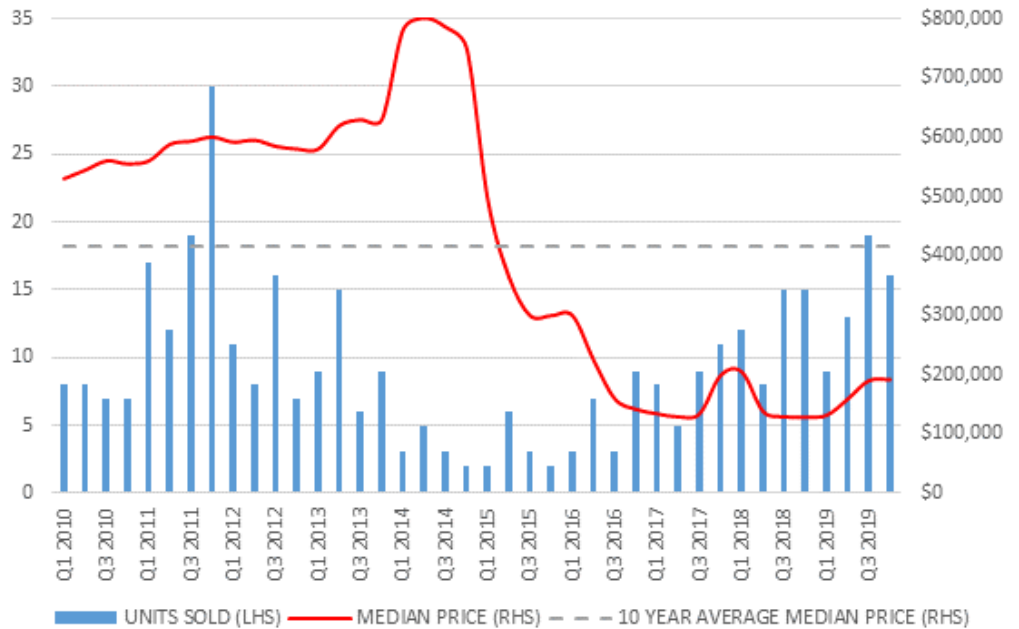
+155.86%

INCREASE IN MEDIAN
PRICE COMPARED TO
H2 2018

Units sold

Unit sales activity in the Karratha market has experienced an increase over the 6 months to December 2019 with 35 units sold, up 16.67% from the 30 transactions in the 6 months to December 2018.

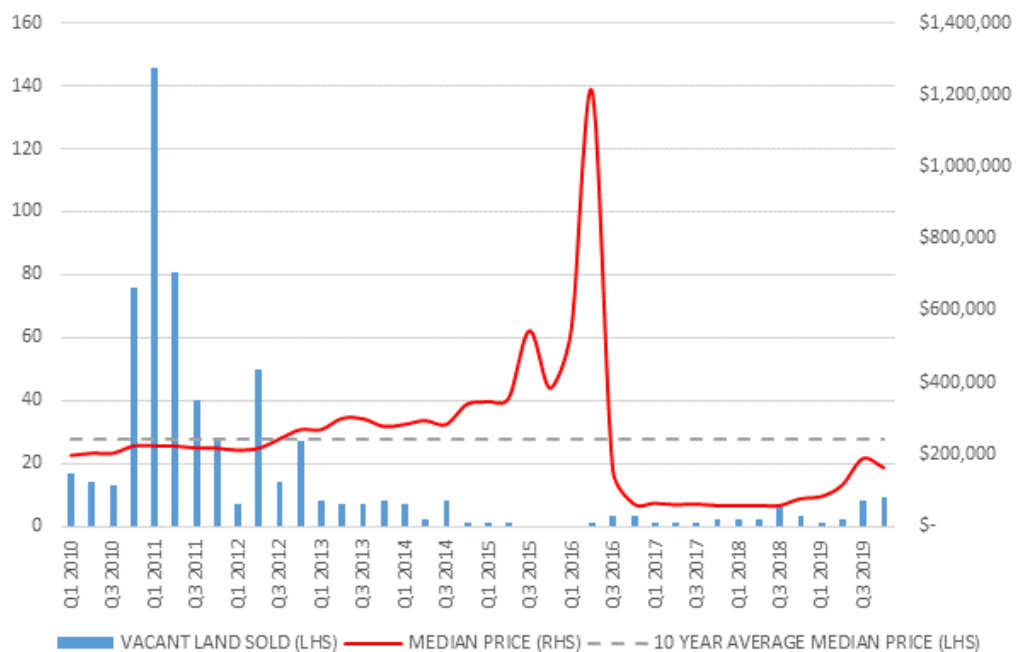
The median unit sale price also increased to \$191,750, an increase of 47.78% from the \$129,751 in the same period the previous year.



Vacant land sold

Vacant land sales activity in Karratha also grew in this reporting period with a total of 17 transactions recorded, an increase of 70% on the 10 transactions to December 2018.

The increase in median sale price also continued into Q3 followed by some easing in Q4. A median sale price of \$177,500 to the end of December 2019 represents an increase of 155.86% compared with \$69,375 median recorded in the 6 months to December 2018.





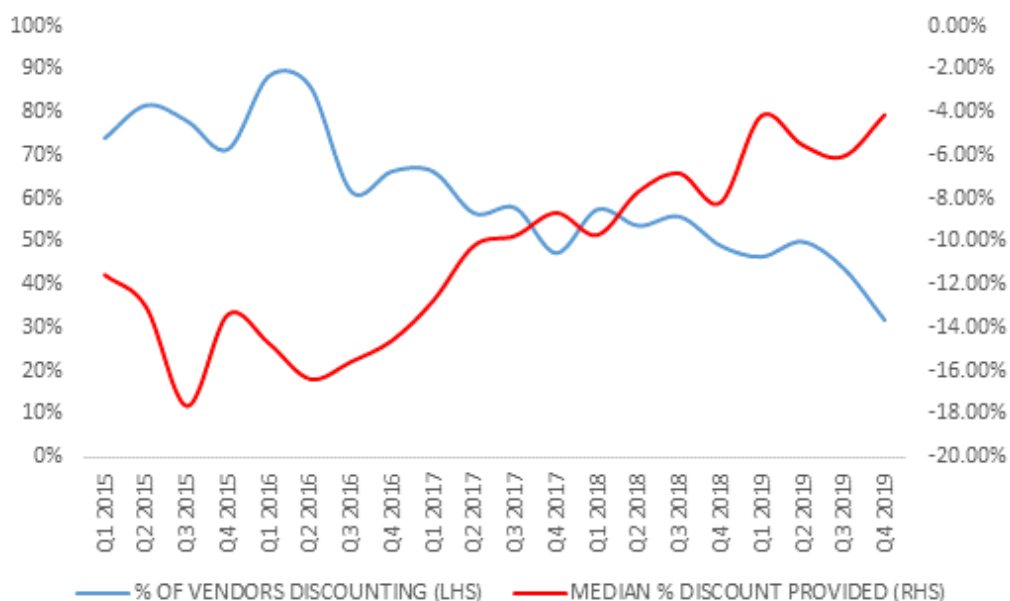
Market sentiment

A continuation in the trend of decreasing number of vendors offering discounts was on show over the 6 months to December 2019. In this reporting period, on average 38% of vendors were offering discounts on advertised prices. A decrease of 15 percentage points from the 6 months to December 2018.

The 6 months to June 2019 recorded average discounts of 5.1% against original listing price, a decrease of 2 percentage points from the 7.5% recorded in the 6 months to December 2018.

5.1%
AVERAGE DISCOUNT
ON ORIGINAL LISTING
PRICE

38%
VENDORS OFFERING
DISCOUNTS



Median dwelling sale price by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$297,500	\$337,500	\$477,500	\$570,500	\$420,750
Unit	\$192,375	\$190,000	\$445,000	N/A	\$275,792

Median house sale price by suburb

Suburb	H2 2018		H1 2019		H2 2020	
	Houses Sold	Median value	Houses Sold	Median value	Houses Sold	Median value
Baynton	39	\$437,000	34	\$456,250	41	\$486,000
Bulgarra	56	\$302,500	36	\$311,250	42	\$330,750
Dampier	7	\$547,500	5	\$548,750	16	\$605,000
Millars Well	8	\$280,375	10	\$316,250	20	\$351,500
Nickol	40	\$372,500	17	\$367,500	40	\$416,150
Pegs Creek	36	\$287,500	27	\$321,950	40	\$356,250
Roebourne	3	\$141,250	4	\$133,750	5	\$107,500
Wickham	6	\$171,000	3	\$177,250	6	\$125,000



125

DWELLINGS LISTED
FOR LEASE

-47.3%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

27

AVERAGE DAYS
TO LEASE



318

DWELLINGS LEASED

\$511

MEDIAN WEEKLY RENT

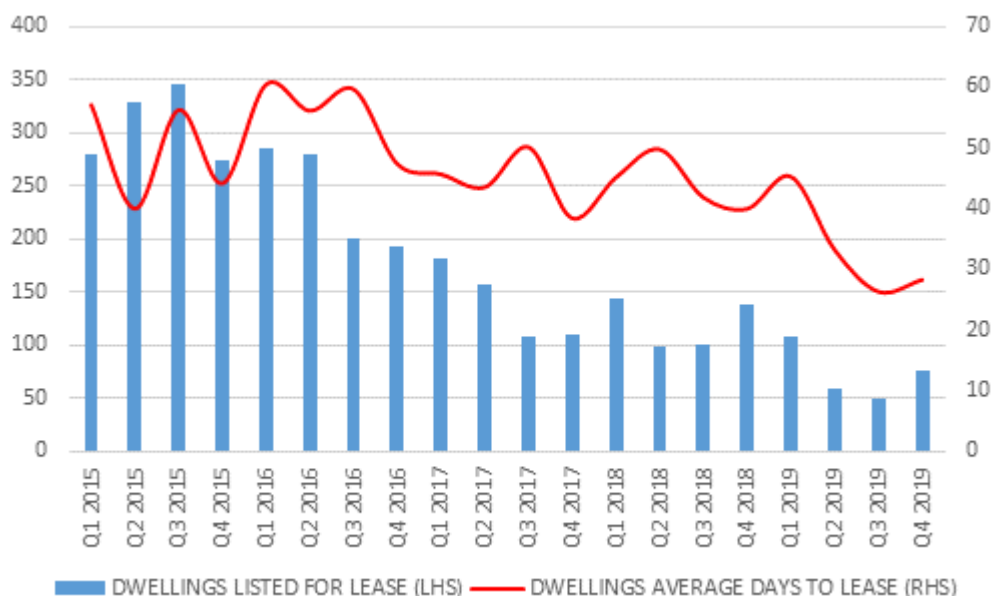
+21.7%

INCREASE IN MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for lease

In the 6 months to December 2019, a total of 125 listings for lease were reported for the Karratha LGA. This is 47.3% less than the 237 listings reported for the 6 months to December 2018.

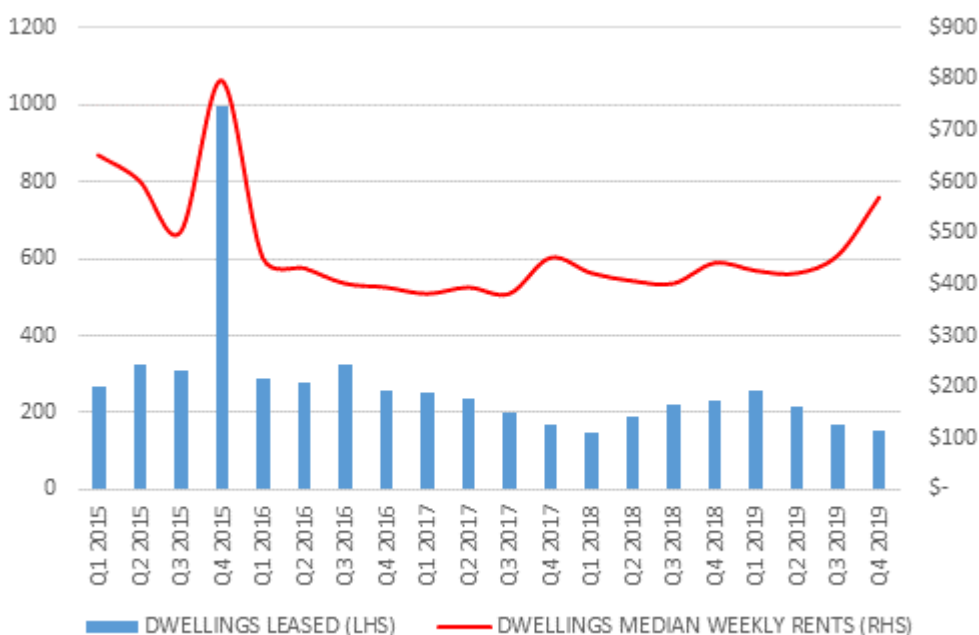
The declining trend in the number days to lease continued into the period and resulted in an average of 27 days to lease, which is 14 days less than the 41 days to lease reported for the 6 months to December 2018.



Dwellings leased

A total of 318 dwellings were leased for the 6 months to December 2019, a decrease of 135 transactions compared to the 6 months to December 2018.

The overall median weekly rent in the Karratha LGA was \$511 per week, which is \$91, or 21.7%, higher than the 6 months to December 2018. In Q4 this had reached \$568, 29% higher than Q4 2018.



RENTAL MARKET SUMMARY



MEDIAN WEEKLY HOUSE RENT

\$343

1-2 BEDROOMS

\$461

3 BEDROOMS

\$700

4 BEDROOMS

\$1,070

5+ BEDROOMS

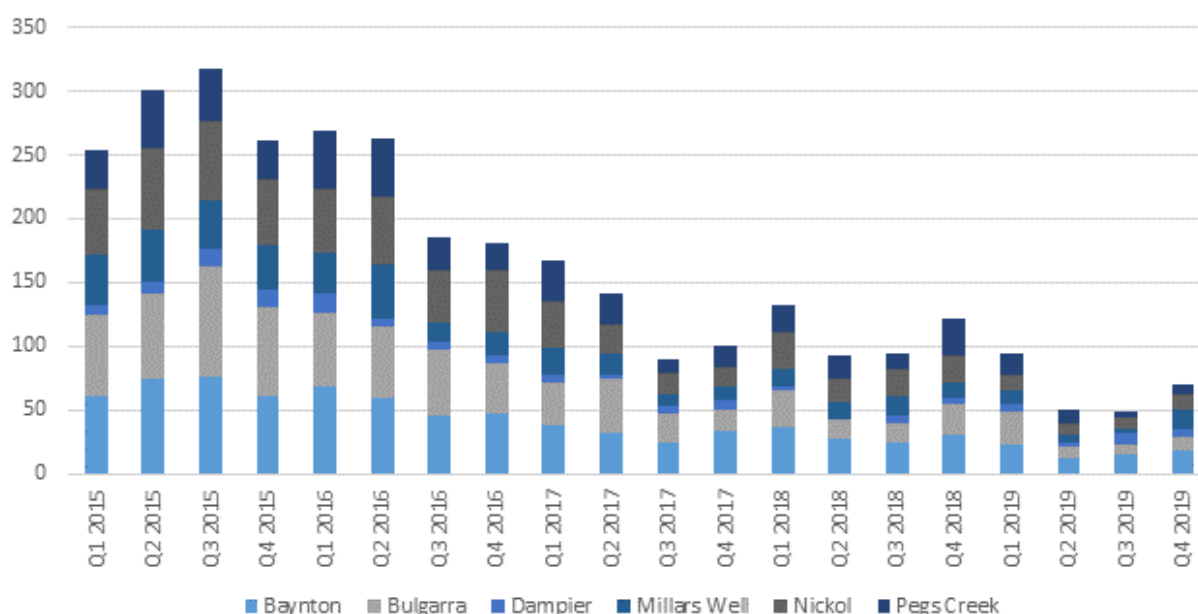
Median weekly rent by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$343	\$461	\$700	\$1,070	\$644
Unit	\$343	\$433	N/A	N/A	\$388

Median weekly rent by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Properties leased	Median rent	Properties leased	Median rent	Properties leased	Median rent
Baynton	99	\$563	93	\$613	75	\$750
Bulgarra	83	\$308	94	\$318	69	\$385
Dampier	18	\$521	19	\$421	20	\$590
Karratha CBD	14	\$355	21	\$270	6	\$390
Millars Well	65	\$390	55	\$384	23	\$531
Nickol	78	\$444	85	\$473	52	\$551
Pegs Creek	78	\$363	86	\$435	58	\$425
Roebourne	11	\$268	6	\$290	3	\$301

Karratha LGA - Rental Listing by Suburb



SUBURB PROFILE: BAYNTON



13

DWELLINGS LISTED
FOR SALE

51

AVERAGE DAYS
TO SELL

\$486,000

MEDIAN
HOUSE SALE PRICE



34

DWELLINGS LISTED
FOR LEASE

-37%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

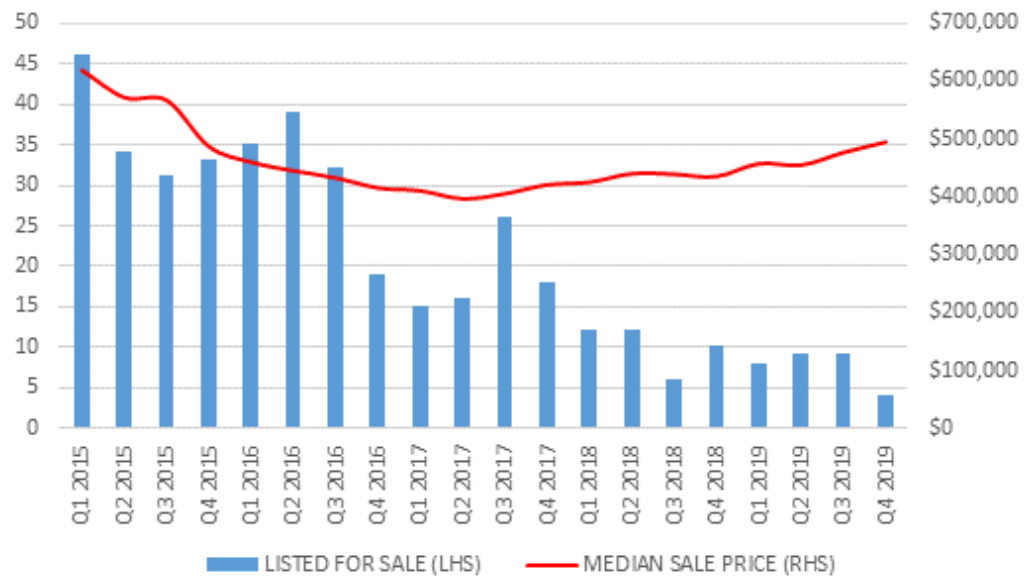
\$750

MEDIAN WEEKLY
RENT

Houses listed for sale

For the 6 months to the end of December 2019, there were 13 houses listed for sale in Baynton. This is down 24% or 5 listings from the two previous 6 month periods.

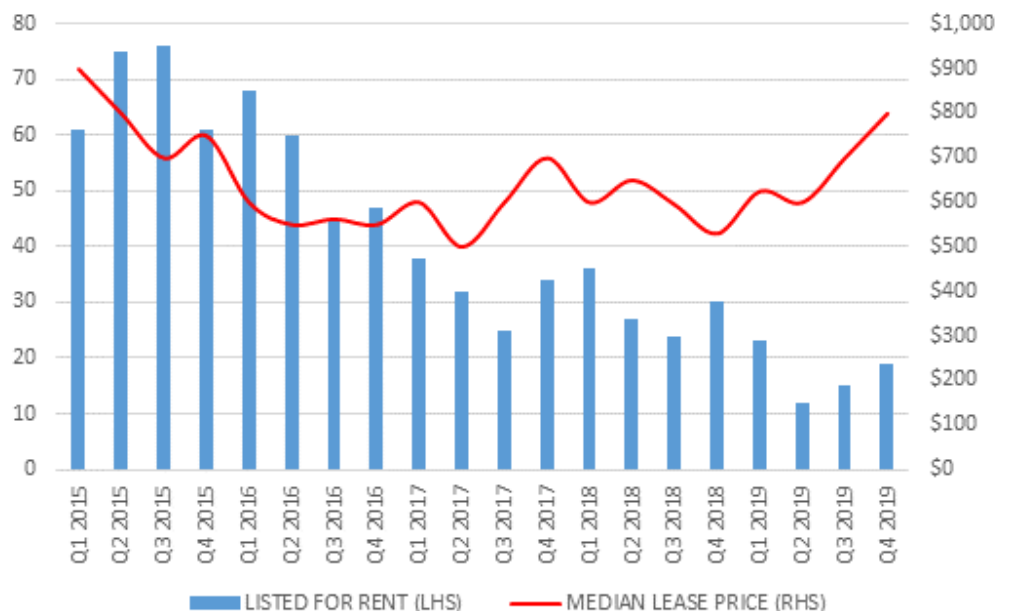
Median sale price for houses was \$486,000 for the period, up 11.2%, compared to H2 2018, and the highest average sale price since H2 2015. However, it took an average of 51 days to sell, which is 13 days longer than the 38 days it took for the 6 months to December 2018.



Dwellings listed for lease

A total of 34 dwellings were listed for lease in Baynton for the 6 months to December 2019. This was a decrease of 20 listings compared to the same period the previous year.

The overall median weekly rent in Baynton has shown substantial and consistent growth over the last 4 quarters. The median weekly rent was \$750 for the reporting period which is 33% higher than the \$563 reported for the 6 months to December 2018 and the highest recorded since H2 2015.





21

DWELLINGS LISTED
FOR SALE

28

AVERAGE DAYS
TO SELL

\$330,750

MEDIAN
HOUSE SALE PRICE



18

DWELLINGS LISTED
FOR LEASE

-55%

DECREASE IN LISTINGS
COMPARED TO
H1 2018

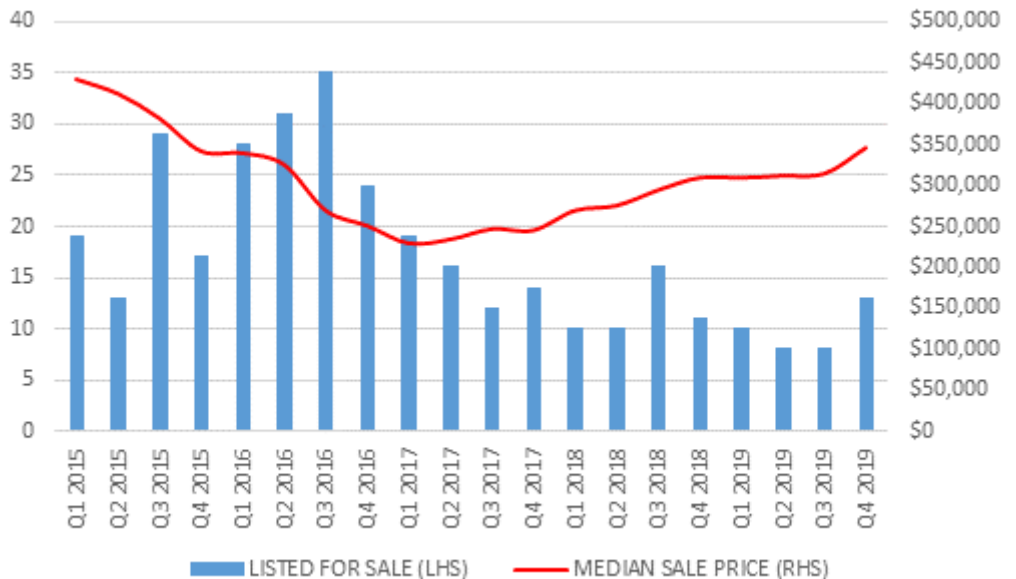
\$385

MEDIAN WEEKLY
RENT

Houses listed for sale

There were 21 dwellings listed for sale in Bulgarra in the 6 months to December 2019. This is an increase of 3 listings from H1 2019, but a decrease from 27 reported for the 6 months to December 2018.

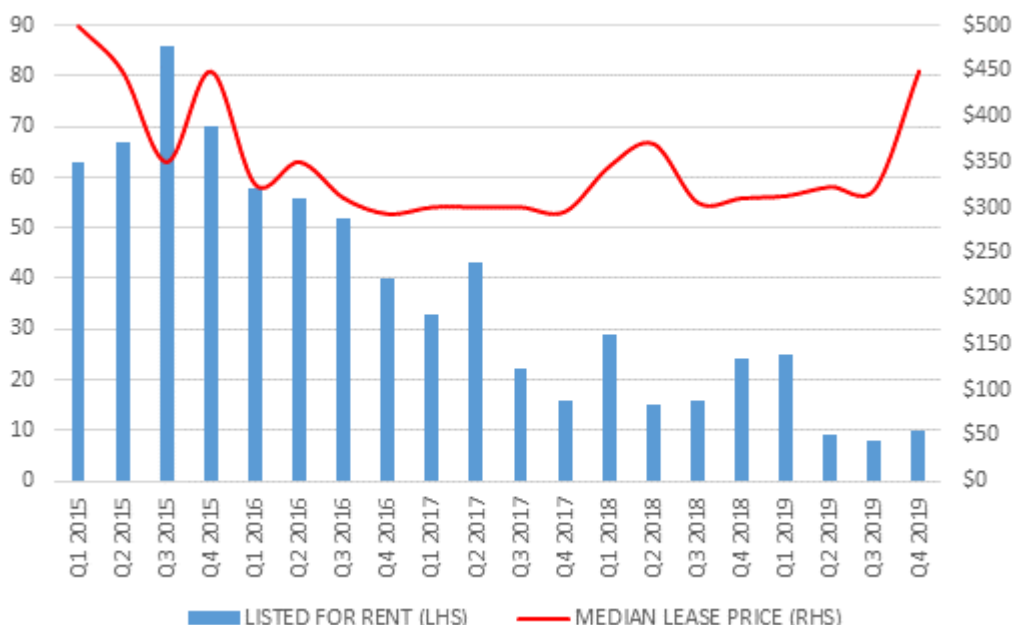
It took an average of 28 days to sell, which is 5 days less than the 33 days recorded for the 6 months to December 2018. The period saw the median house sale price rise for the 9th consecutive quarter, to \$330,750, up 9.3% from H2 2018.



Dwellings listed for lease

The decline in rental stock seen in Q2 2019 continued in to the reporting period with a total of 18 dwellings listed for lease in Bulgarra, a decrease of 55% on the 40 listings in the 6 months to December 2018.

The overall median weekly rent in Bulgarra increased to \$385 per week, which is \$78 more per week than the median price of \$308 reported for the 6 months to December 2018. Median weekly rent in Q4 reached the \$450 mark.



SUBURB PROFILE: DAMPIER



3

DWELLINGS LISTED
FOR SALE

18

AVERAGE DAYS
TO SELL

\$605,000

MEDIAN
HOUSE SALE PRICE



15

DWELLINGS LISTED
FOR LEASE

+50%

INCREASE IN LISTINGS
COMPARED TO
H2 2018

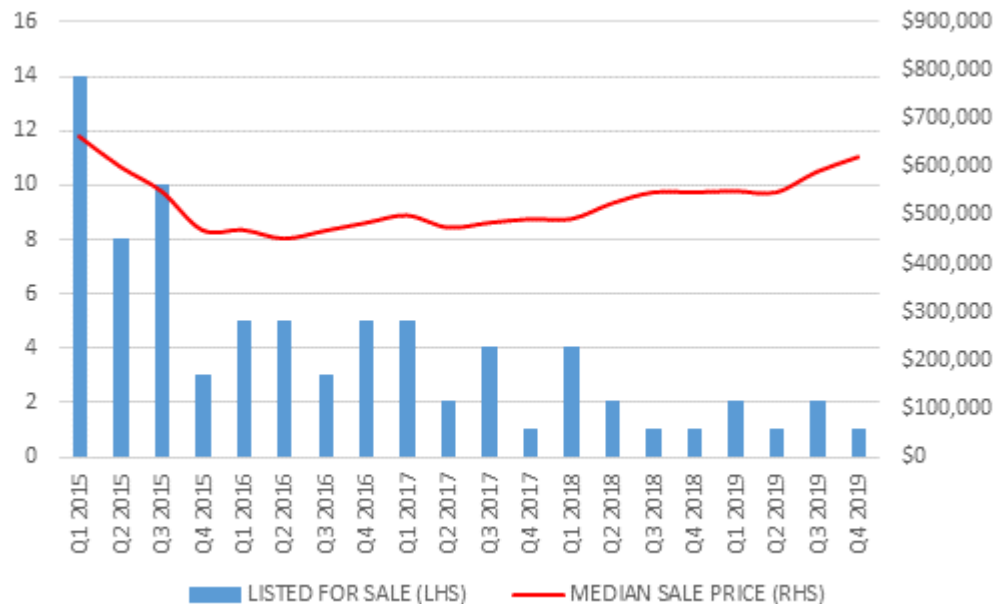
\$590

MEDIAN WEEKLY
RENT

Houses listed for sale

Listings for sale, in the 6 months to December 2019, remained constant from the previous the 6 months period with 3 dwellings listed in the 6 months to December 2019.

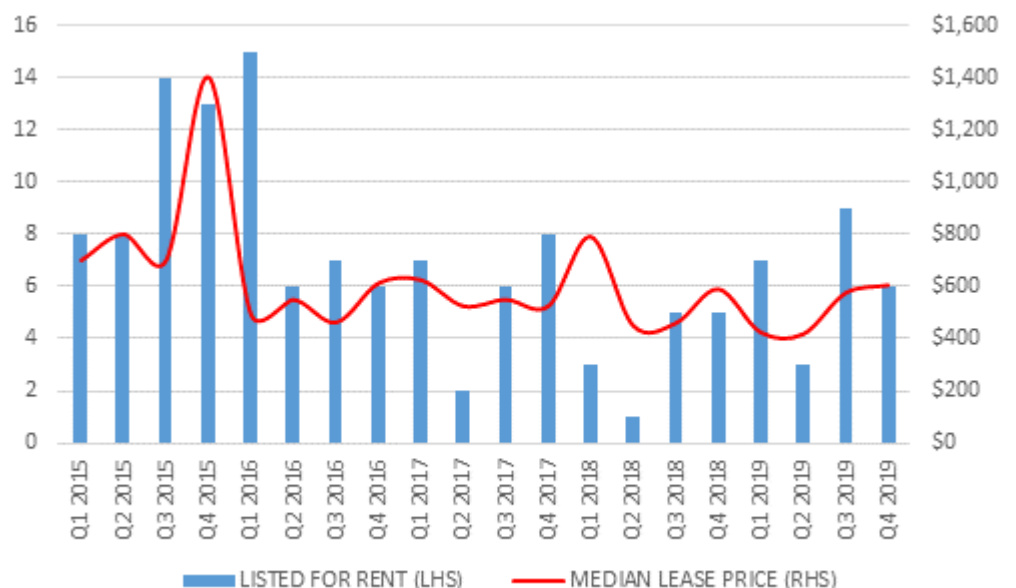
It took average of 18 days to sell, which is 66 days less than the 84 days recorded for the 6 months to December 2018. The median sale price for houses was up 10.5%, compared to the 6 months to December 2018, to \$605,000.



Dwellings listed for lease

A total of 15 dwellings were listed for lease in Dampier for the 6 months to December 2019, up 50% from the 10 transactions reported for the last two 6 month periods and the highest number of rentals on the market since H1 2016.

The overall median weekly rent in Dampier was \$590 per week, which is \$65 more per week than the \$525 median price reported in the 6 months to December 2018.



SUBURB PROFILE: MILLARS WELL



11

DWELLINGS LISTED
FOR SALE

45

AVERAGE DAYS
TO SELL

\$351,500

MEDIAN
HOUSE SALE PRICE



18

DWELLINGS LISTED
FOR LEASE

-35.7%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

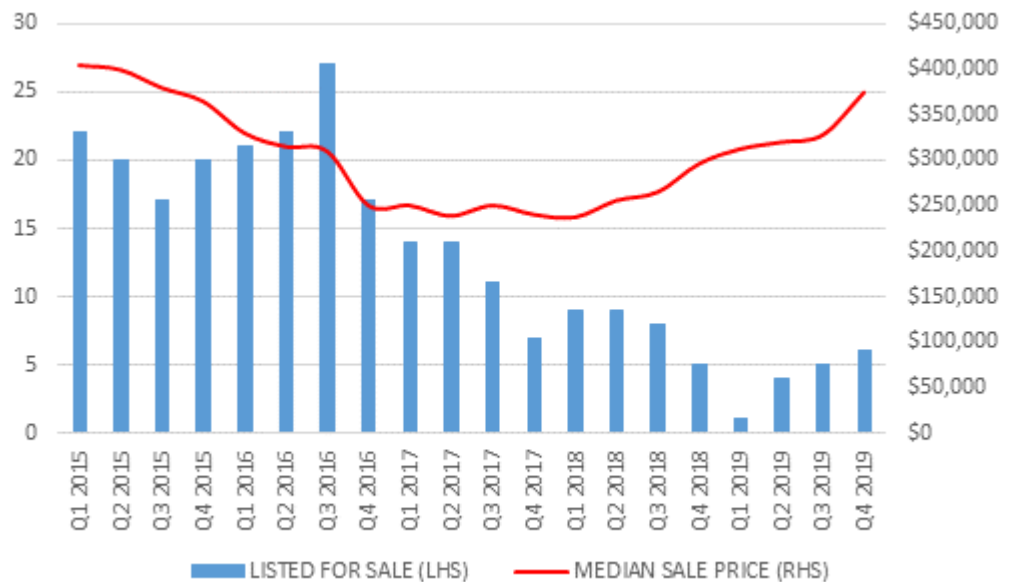
\$531

MEDIAN WEEKLY
RENT

Houses listed for sale

For the 6 months to the end of December 2019, 11 dwellings were listed for sale in Millars Well, down from 13 in H2 2018, but an increase of 6 dwellings on the previous period.

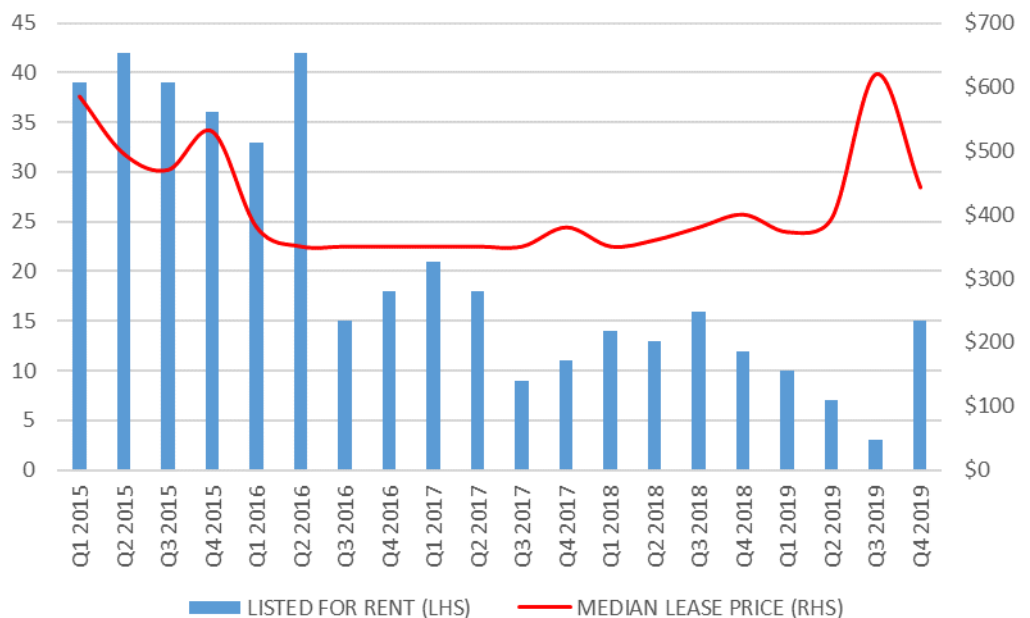
It took an average of 45 days to sell, which is 4 days more than the 41 days recorded for the 6 months to December 2018. Median sale price for houses was up 25.37%, compared to H2 2018, to \$351,500, reaching a level not seen since H2 2015.



Dwellings listed for lease

The downward trend of rental stock continued into the period, despite finishing with a steep increase in stock on Q4. A total of 18 dwellings were listed for lease in the 6 months to December 2019, a decrease of 10 listings compared to the 28 reported for the 6 months to December 2018.

The low levels of rental stock appears to have resulted in a spike in weekly rent for Q3. For the period the overall median weekly rent in Millars Well was \$531 per week, which is \$141 more per week than the median price of \$391 reported for the same period the previous year.





10

DWELLINGS LISTED
FOR SALE

48

AVERAGE DAYS
TO SELL

\$416,150

MEDIAN
HOUSE SALE PRICE



22

DWELLINGS LISTED
FOR LEASE

-48%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

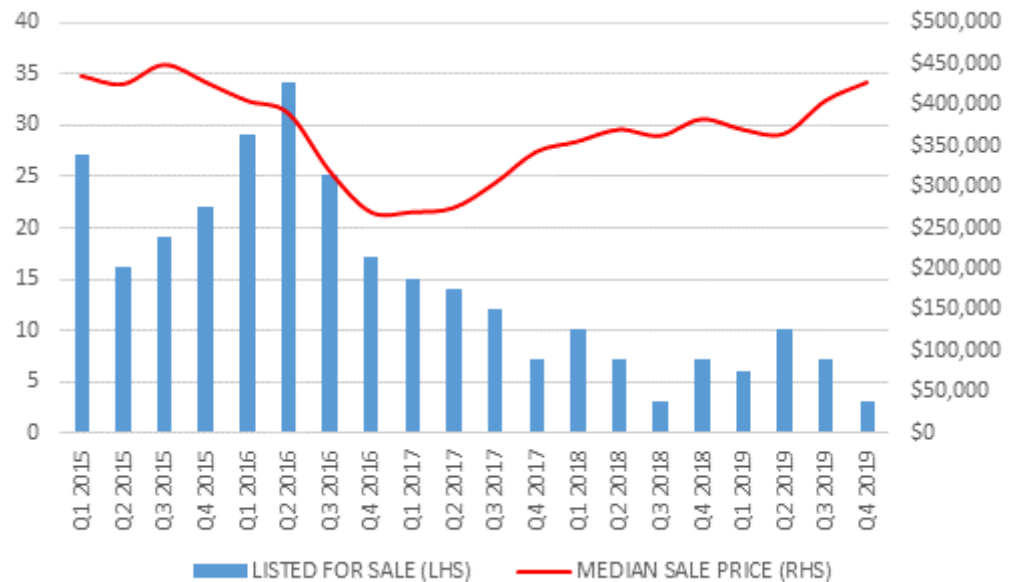
\$551

MEDIAN WEEKLY
RENT

Houses listed for sale

At the end of December 2019, 10 dwellings were listed for sale in Nickol. This was a drop of 6 listings from the H1 2019, but the same number as was listed in the 6 months to December 2018.

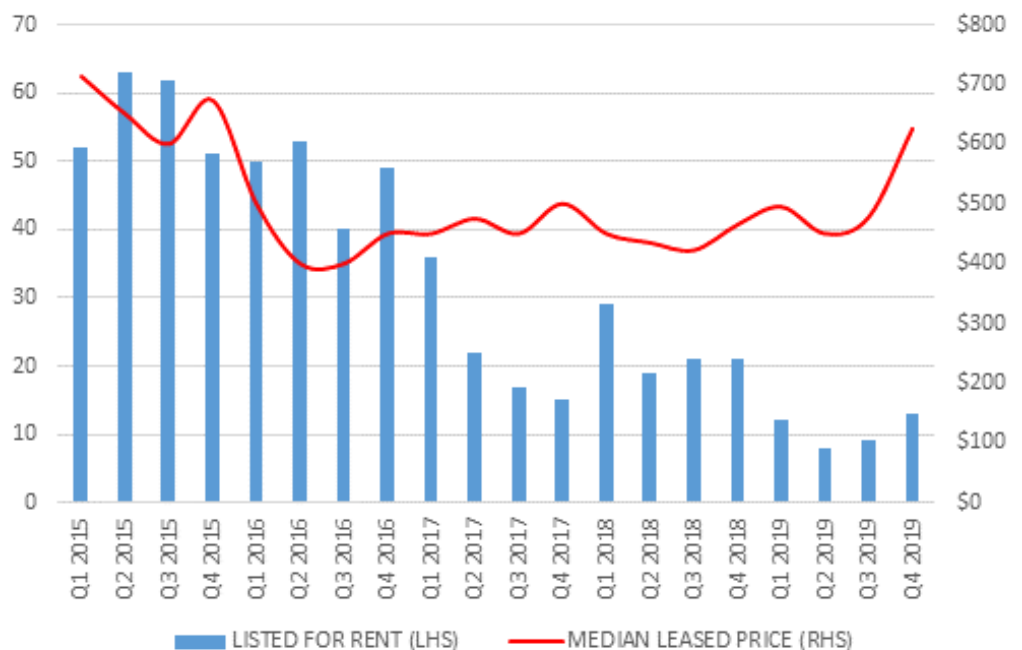
It took an average of 48 days to sell, which is 19 and 17 days more than the previous two reporting periods, respectively. Median sale price for houses was up 11.72% to \$416,150, from the \$372,500 reported in H2 2018.



Dwellings listed for lease

A total of 22 dwellings were listed for lease in Nickol for the 6 months to December 2019. This was a decrease of 20 listings, 48%, from the 42 reported for the 6 months to December the previous year.

The overall median weekly rent in Nickol was \$551, which is \$108 more per week than the median price of \$444 reported for the 6 months to December 2018.





12

DWELLINGS LISTED
FOR SALE

42

AVERAGE DAYS
TO SELL

\$356,250

MEDIAN
HOUSE SALE PRICE



12

DWELLINGS LISTED
FOR LEASE

-71.4%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

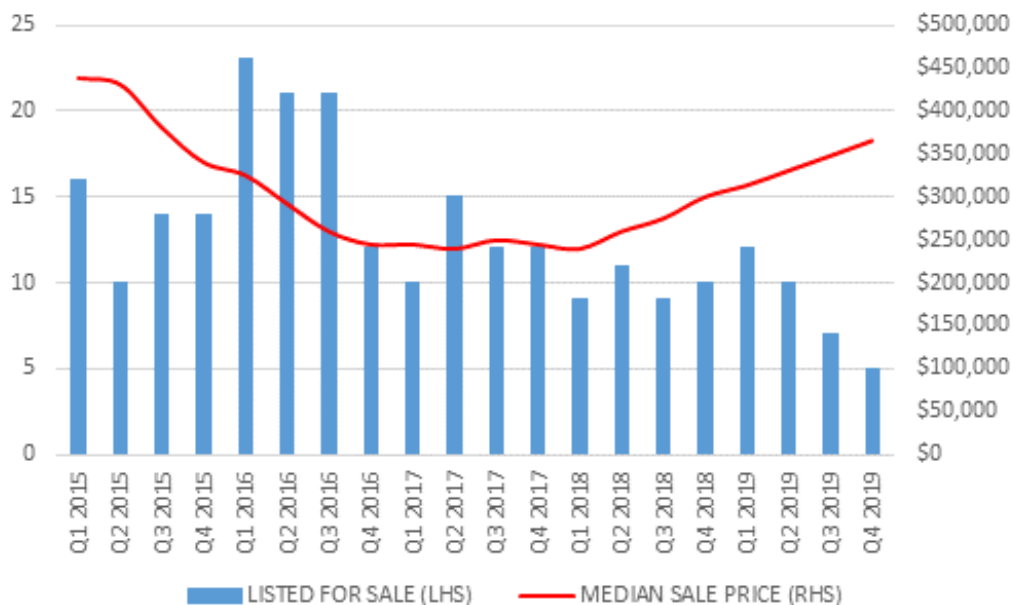
\$425

MEDIAN WEEKLY
RENT

Houses listed for sale

For the 6 months to December 2019, 12 dwellings were listed for sale in Pegs Creek. This was an decrease of 7 listings from a total of 19 recorded in the 6 months to December 2018.

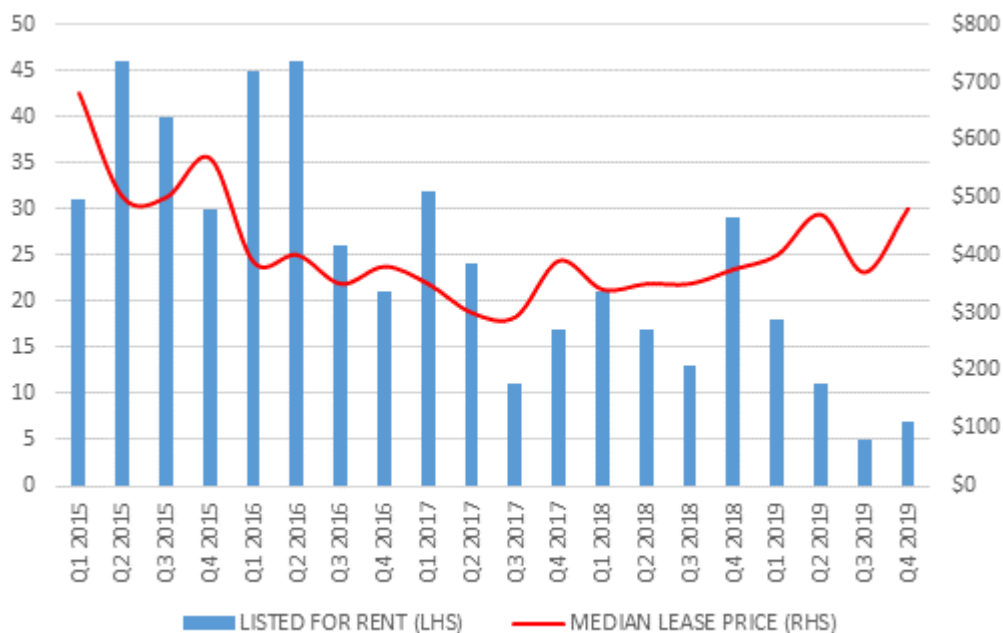
It took an average of 42 days to sell, up from the 38 days recorded for the 6 months to December 2018. The trend of increasing median house sale price continued into the period and was up 23.9%, compared to H2 2018, to \$356,250.



Dwellings listed for lease

A total of 12 dwellings were listed for lease in Pegs Creek for the 6 months to December 2019. This is a decrease from the previous 6 month period and a drop of 71.4% from the December 2018 period of 42 listings.

Although it dropped slightly from the previous period, for the 6 months to December 2019 the median weekly rent reported in Pegs Creek was \$425, which is \$63 more per week than the median price of \$363 reported for the 6 months to December 2018.



Spotlight on the Town of Port Hedland

Port Hedland | South Hedland

Overview

Stock levels of both rental and sale properties in the Town of Port Hedland Local Government Area continued to trend down in the 6 months to December 2019. This translated into decreased dwelling sales, with 142 houses settled in the 6 months to December 2019, down from 166 sales in the 6 months to December 2018.

Demand in the area appears to be higher than supply with the median sale price for houses increasing by 11.49% to \$234,125, up from the \$210,000 reported in the 6 months to December 2018, and the median weekly costs of a rental increased by 7.14% to \$375 per week.





150

DWELLINGS LISTED
FOR SALE

-17%

DECREASED LISTINGS
COMPARED TO H2
2018

66

AVERAGE DAYS
TO SELL



142

HOUSES SOLD

\$234,125

MEDIAN
SALE PRICE

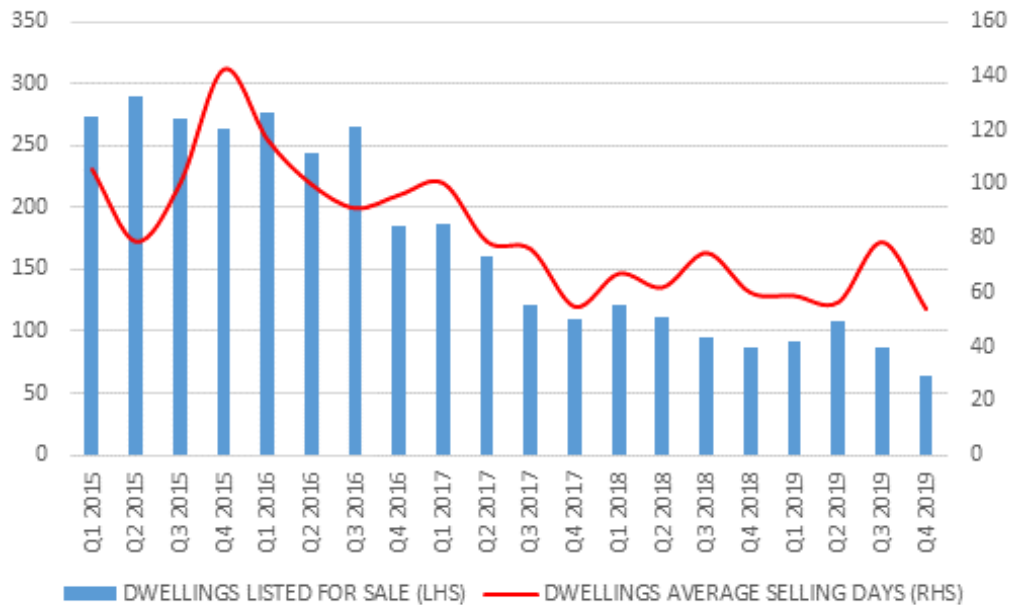
+11.49%

INCREASE MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for sale

For the 6 months to the end of December 2019, 150 listings for sale were reported by rei-wa.com for the Town of Port Hedland Local Government Area. This continues an overall trend of declining listings since 2016.

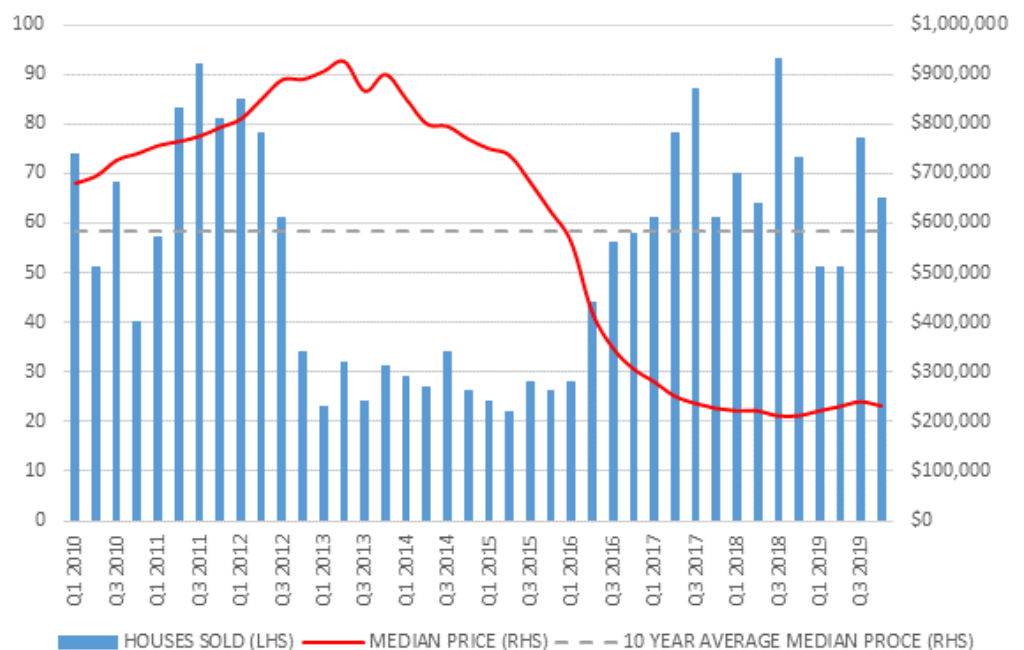
It took an average of 66 days to sell, which is 2 days less than the 68 days it took during the 6 months to December 2018.



Houses sold

A total of 142 house sales settled for this reporting period, an increase in activity from the previous 6 month period and a decrease of 24 transactions from the 166 sales for the same period in 2018.

Median sale price increased for the third consecutive reporting period up to \$234,125, an increase of 11.49% over the 12 months to December 2018 sale price of \$210,000.





47

UNITS SOLD

\$160,000

MEDIAN
SALE PRICE

+5.06%

INCREASE MEDIAN
PRICE COMPARED TO
H2 2018



1

VACANT LAND SALES

\$45,000

MEDIAN LAND
PRICE

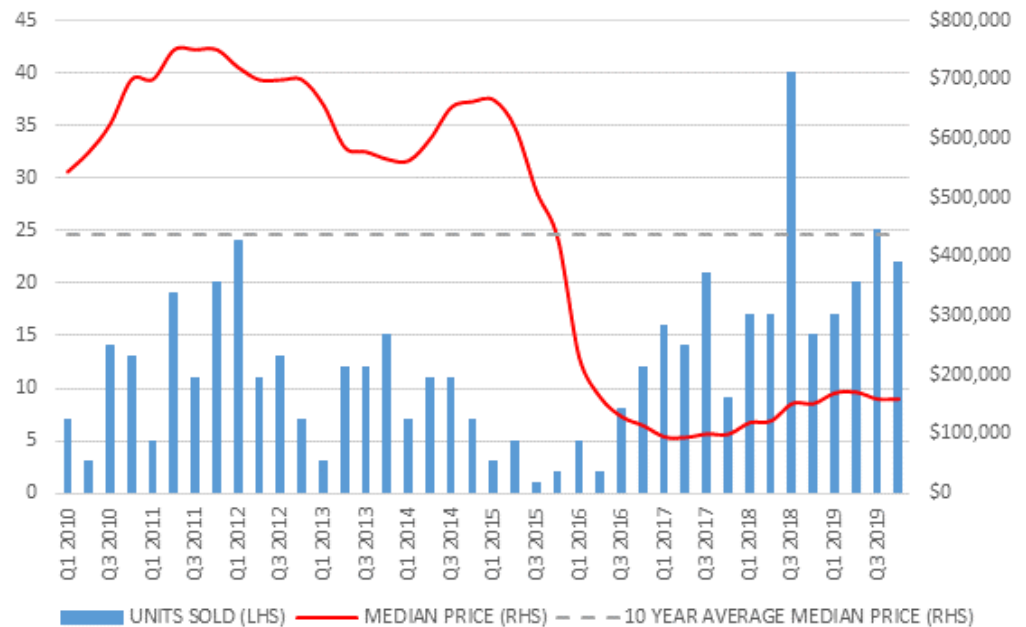
-49.3%

DECREASE MEDIAN
PRICE COMPARED TO
H2 2018

Units sold

Unit sales activity in Port Hedland LGA showed decreases for the 6 months to December 2019, with a total of 47 unit sales, down from 55 sales for the 6 months to December 2018.

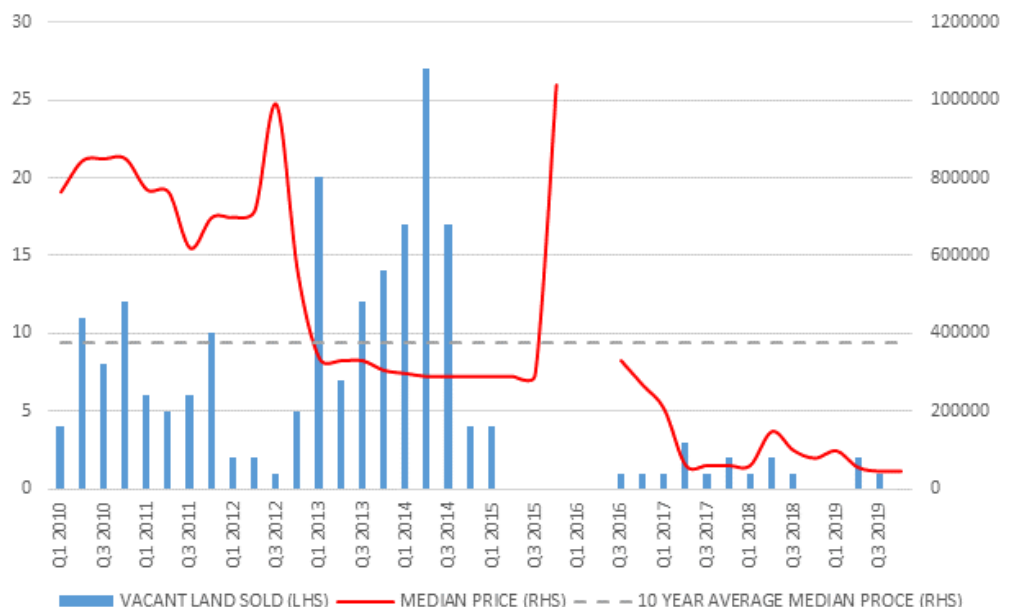
The median sale price for units in the 6 months to December 2019 was \$160,000 up by 5.06% from H2 2018, but down 6.30% from the H1 2019.



Vacant land sold

Vacant land sales in the Town of Port Hedland remained low with only 1 lot sold for the 6 months to December 2019, stable from the same period the previous year.

The median sale price for land for the period was \$45,000 a decrease of 49.3% from the 6 months to December 2018. It is not yet clear if this decrease is representative of the broader market or an outlier.





9.57%

AVERAGE DISCOUNT
ON ORIGINAL LISTING
PRICE

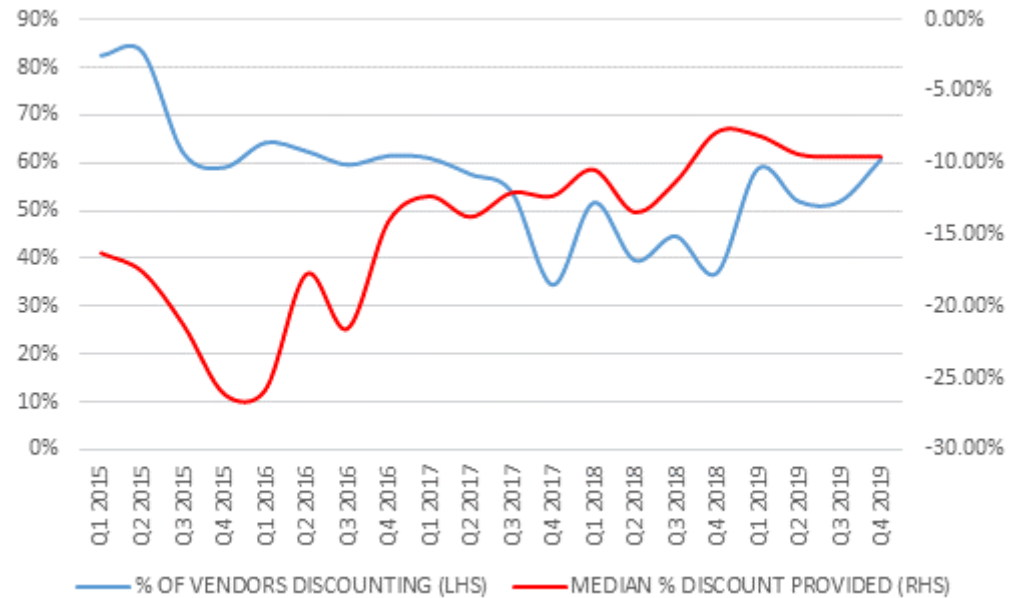
56.4%

VENDORS OFFERING
DISCOUNTS

Market sentiment

In the 6 month period to December 2019, 56.4% of vendors were offering discounts on sale prices, an increase from the 40.8% recorded for H2 2018.

For the same period average discounts of 9.57% against original listing price were recorded, which shows no change from the 6 months to December 2018.



Median dwelling sale price by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$173,500	\$209,750	\$329,750	\$523,250	\$309,063
Unit	\$160,000	\$116,250	\$174,500	N/A	\$150,250

Median house sale price by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Houses Sold	Median value	Houses Sold	Median value	Houses Sold	Median value
Port Hedland	36	\$397,250	31	\$421,750	28	\$425,875
South Hedland	129	\$194,000	71	\$195,000	114	\$210,000



214

DWELLINGS LISTED
FOR LEASE

-22.5%

DECREASE IN LISTINGS
COMPARED TO H2 2018

38

AVERAGE DAYS
TO LEASE



349

DWELLINGS LEASED

\$375

MEDIAN WEEKLY RENT

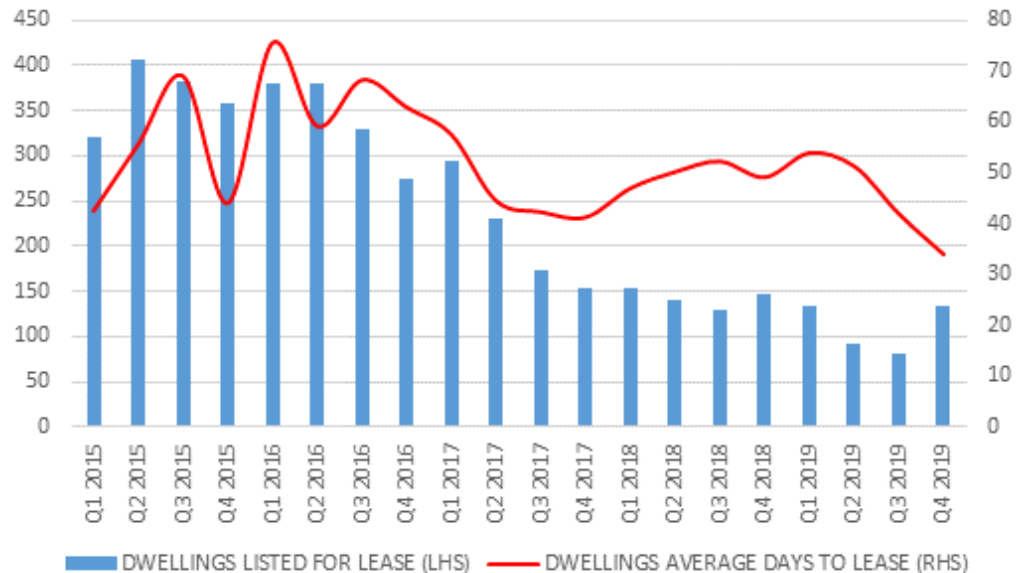
+7.14%

INCREASE MEDIAN
RENT COMPARED TO
H2 2018

Dwellings listed for lease

For the 6 months to December 2019, the number of listings for lease for the Town of Port Hedland totalled 214. This is 22.5% less than the 276 listings recorded for the 6 months to December 2018.

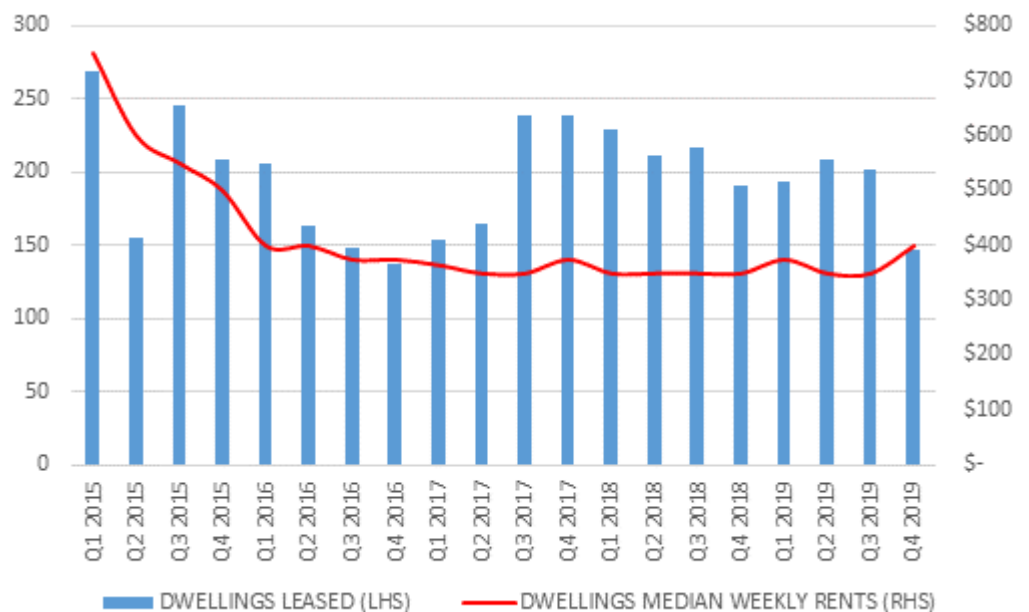
The average days to lease a dwelling fell to 38 days for the period, 13 days less than the 51 days to lease in the 6 months to December 2018.



Dwellings leased

A total of 349 dwellings were leased during the reporting period, a decrease of 58 leases from the 407 transactions for the 6 months to December 2018.

The overall median weekly rent reported in the region was \$375 per week, an increase of 7.14% from the same period the previous year.



RENTAL MARKET SUMMARY



MEDIAN WEEKLY HOUSE RENT

\$325

1-2 BEDROOMS

\$394

3 BEDROOMS

\$563

4 BEDROOMS

\$699

5+ BEDROOMS

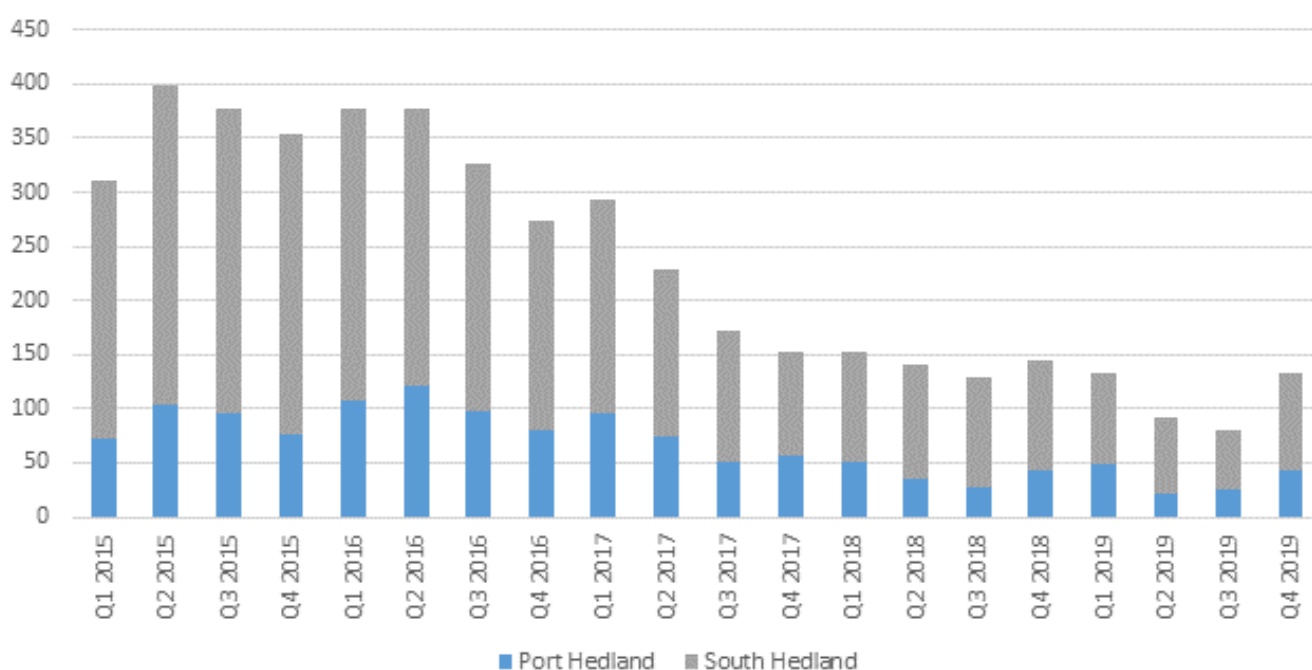
Median weekly rent by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$325	\$394	\$563	\$699	\$495
Unit	\$325	\$400	\$400	N/A	\$375

Median weekly house rent by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Properties leased	Median rent	Properties leased	Median rent	Properties leased	Median rent
Port Hedland	132	\$400	137	\$431	117	\$425
South Hedland	274	\$325	262	\$334	230	\$350

Town of Port Hedland LGA - Rental Listing by Suburb





46

DWELLINGS LISTED
FOR SALE

73

AVERAGE DAYS
TO SELL

\$425,875

MEDIAN
HOUSE SALE PRICE



70

DWELLINGS LISTED
FOR LEASE

-2.78%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

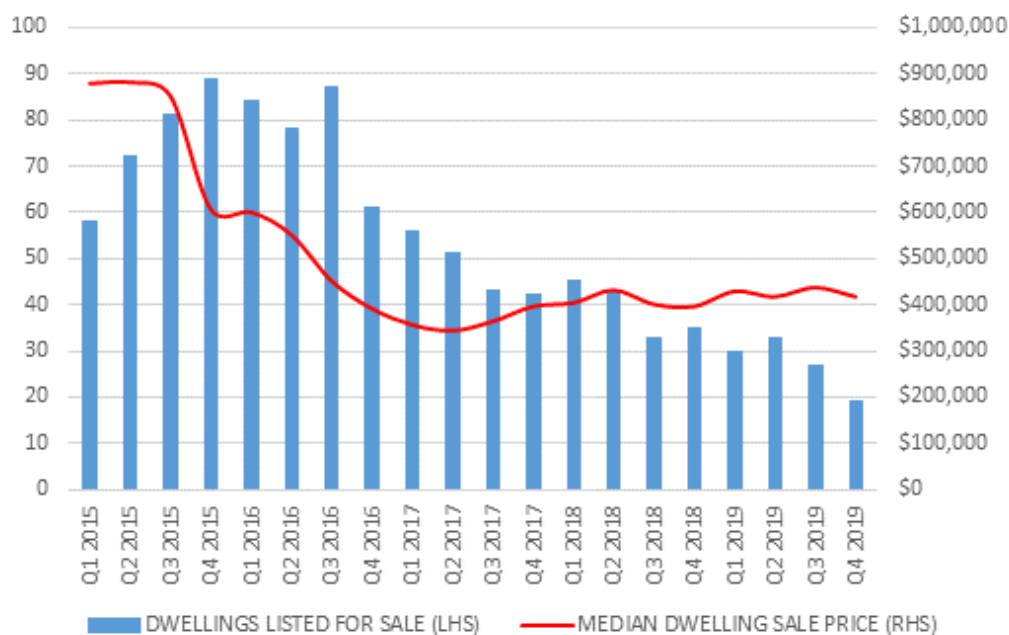
\$425

MEDIAN WEEKLY
RENT

Houses listed for sale

The recent trend of decreasing listings has continued. For the 6 months to the end of December 2019, 46 dwellings were listed for sale in Port Hedland. This is a decrease of 22 transactions, or 32.4%, from a total of 68 for the 6 months to December 2018.

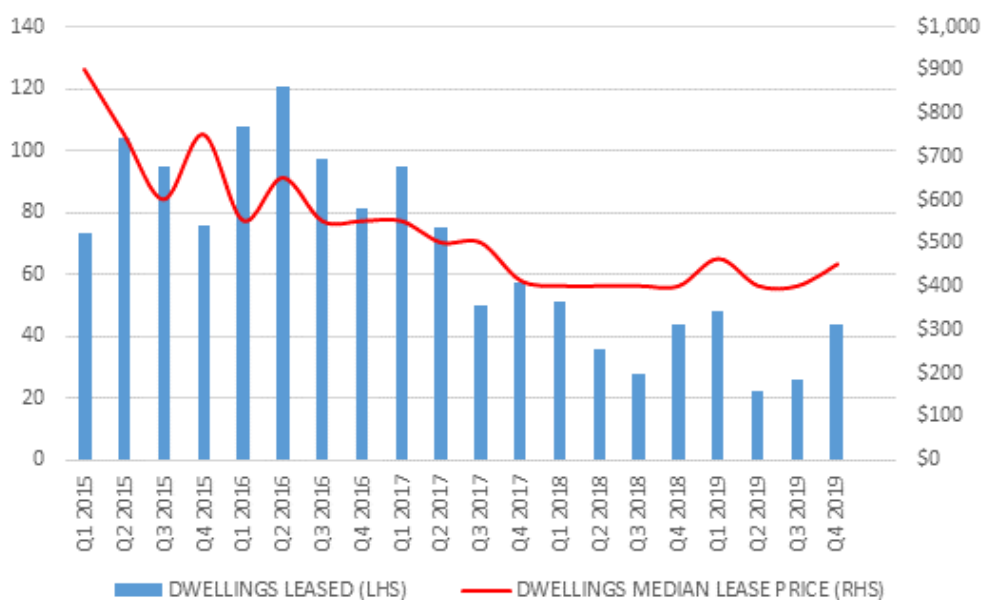
It took an average of 73 days to sell, which is 3 days less than in the 6 months to December 2018. The median house sale price for this reporting period was \$425,875 an increase of 7.21% compared to H2 2018, however it has remained relatively stable across all four quarters in 2019.



Dwellings listed for lease

A total of 70 dwellings were listed for lease in Port Hedland for the entire 6 months to December 2019. Although there is some variance quarter to quarter, the past three 3 reporting periods have remained reasonably even in terms of listed dwellings.

The overall median weekly rent in Port Hedland was \$425 per week, which is \$25 more per week than the median price of \$400 reported for the 6 months to December 2018.



SUBURB PROFILE: SOUTH HEDLAND



96

DWELLINGS LISTED
FOR SALE

64

AVERAGE DAYS
TO SELL

\$210,000

MEDIAN
HOUSE SALE PRICE



143

DWELLINGS LISTED
FOR LEASE

-29.2%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

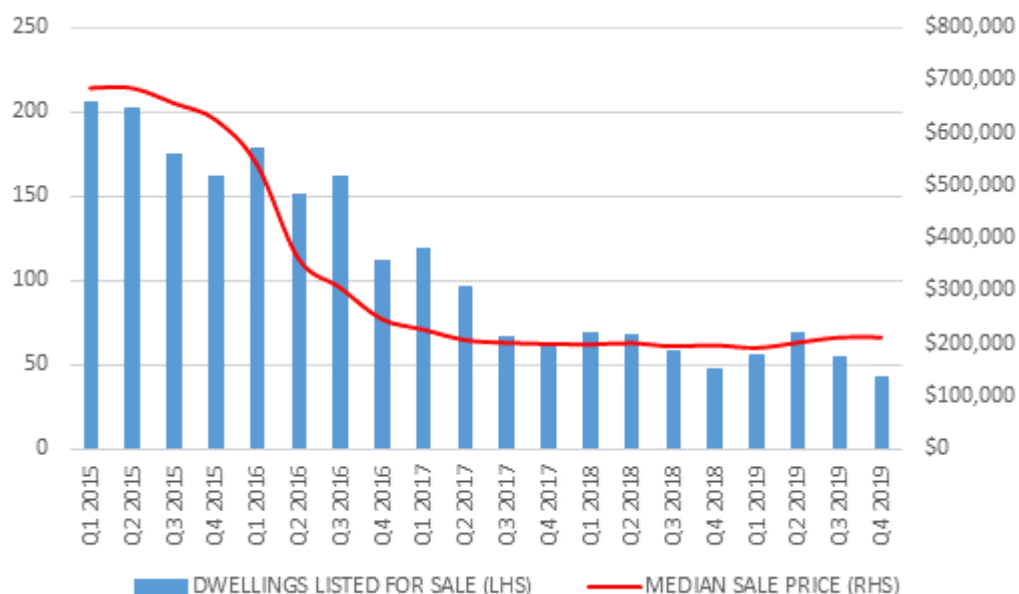
\$350

MEDIAN WEEKLY
RENT

Houses listed for sale

For the 6 months to December 2019, 96 dwellings were listed for sale in South Hedland, encompassing 2 quarters of decline. This is a decrease of listings from the 105 in the 6 months to December 2018.

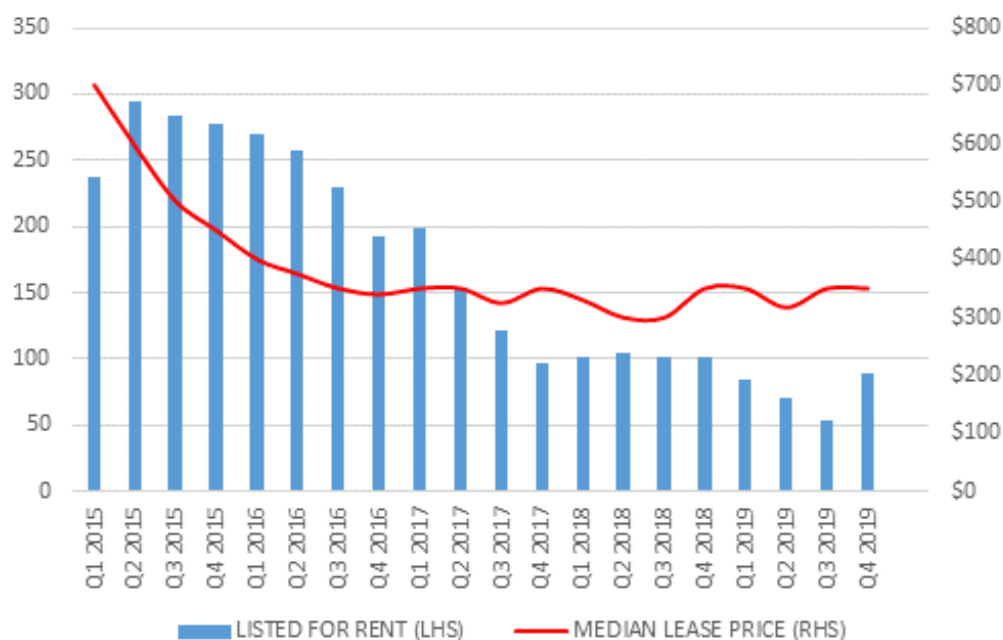
It took an average of 64 days to sell, which is on par with the 65 days recorded for the 6 months to December 2018. Following eight quarters of relative stability, median sale price for houses increased this period by 8.25% to \$210,000, the highest price recorded since H1 2017.



Dwellings listed for lease

A total of 143 dwellings were listed for lease in South Hedland for the 6 months to December 2019. This is a decrease of 59 listings, or 29.2%, from the 202 listings recorded over the 6 months to December 2018.

The overall median weekly rent in South Hedland was \$350 per week, which is \$25 more per week than the December 2018 reported median price of \$325.





Spotlight on the Shire of East Pilbara

Newman | Marble Bar | Nullagine

Overview

Consistent activity registered across both sales and leased sectors in the Shire of East Pilbara, a story of decreasing supply and increasing cost.

House sales dropped by 6 settlements to 36, whilst the median sale price rose by 37.4% to \$217,500 in the 6 months to December 2019, compared with the same period in 2018. The rental market reported increases to weekly median rent whilst the number of dwellings listed for lease dropped.

Activity reported in Marble Bar and Nullagine is too low to offer meaningful data and subsequently are not reported separately in this report.





36

DWELLINGS LISTED
FOR SALE

-10%

DECREASED LISTINGS
COMPARED TO H2
2018

44

AVERAGE DAYS
TO SELL



36

HOUSES SOLD

\$217,500

MEDIAN
SALE PRICE

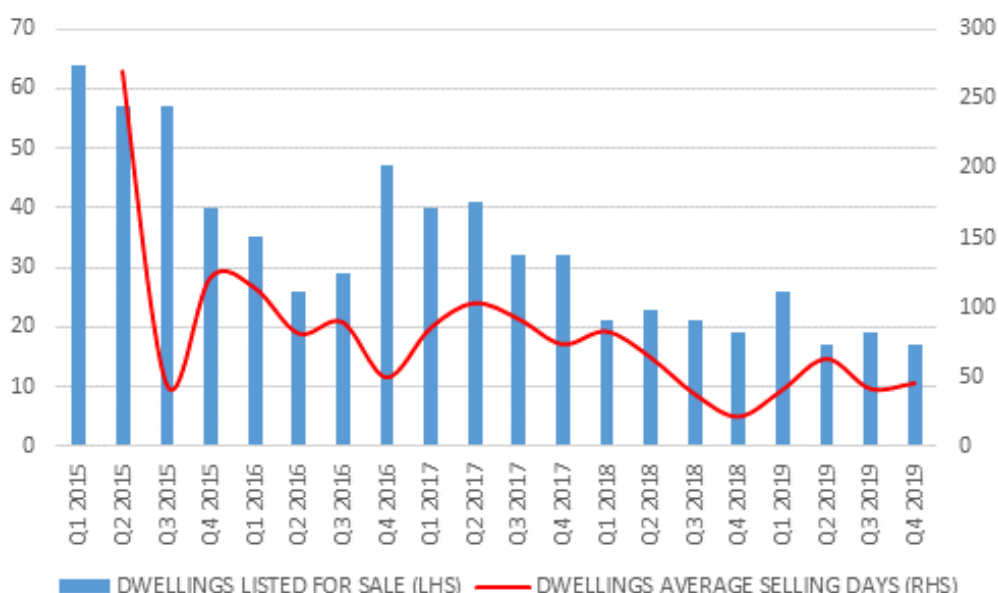
+37.4%

INCREASED MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for sale

For the 6 months to December 2019, a total of 36 dwellings were listed for sale in the Shire of East Pilbara Local Government Area, a decrease of 10% compared to the 6 months to the end of December 2018.

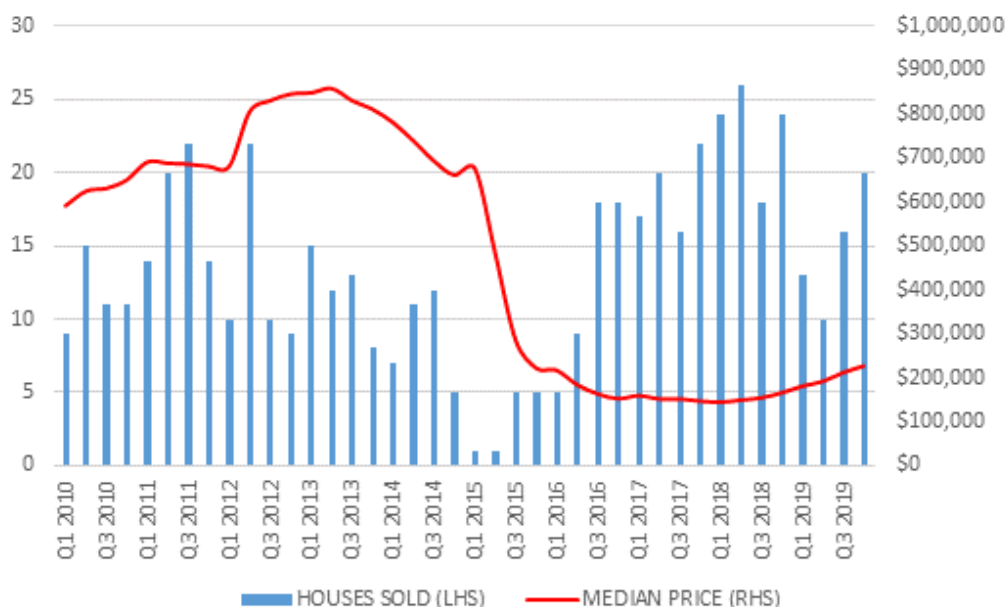
It took an average of 44 days to sell, which is 14 days more than the 30 days it took during the 6 months to December 2018.



Houses sold

A total of 36 house sales settled in the 6 months to December 2019, which is 8 transactions less than the 42 sales in the 6 months to December 2018.

A median sale price of \$217,500 was recorded, representing a 37.4% increase from the \$158,250 for the 6 months to December 2018 reporting period.





3

UNITS SOLD

\$111,500

MEDIAN
SALE PRICE

+71.5%

INCREASED MEDIAN
PRICE COMPARED TO
H2 2018



5

VACANT LAND SALES

\$18,750

MEDIAN LAND
PRICE

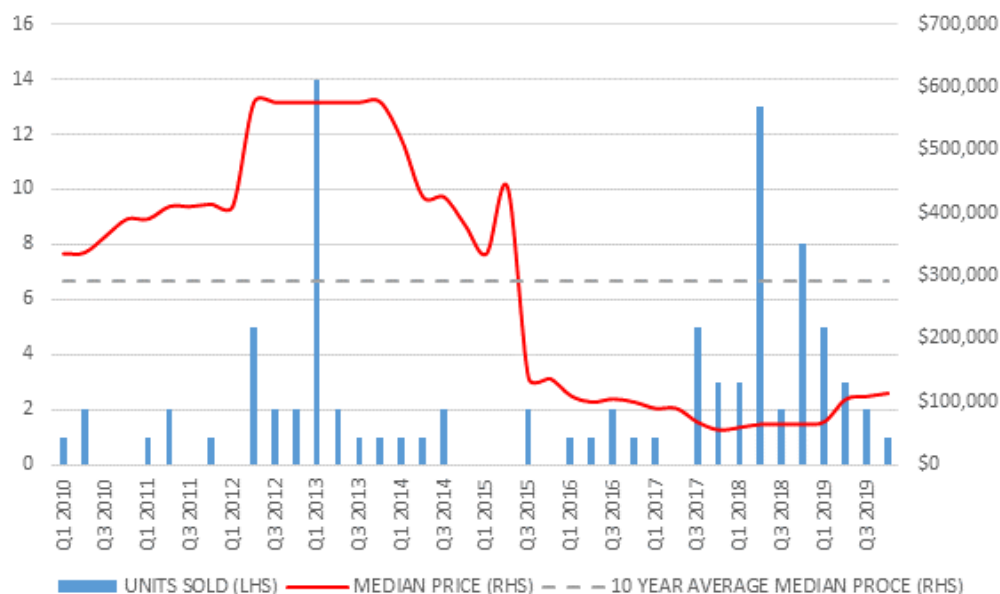
-62.5%

DECREASED MEDIAN
PRICE COMPARED TO
H2 2018

Units sold

Unit sales activity in the East Pilbara LGA recorded mixed trends over the 6 months to December 2019, with a total of 3 unit sales, down from 10 for the 6 months to December 2018.

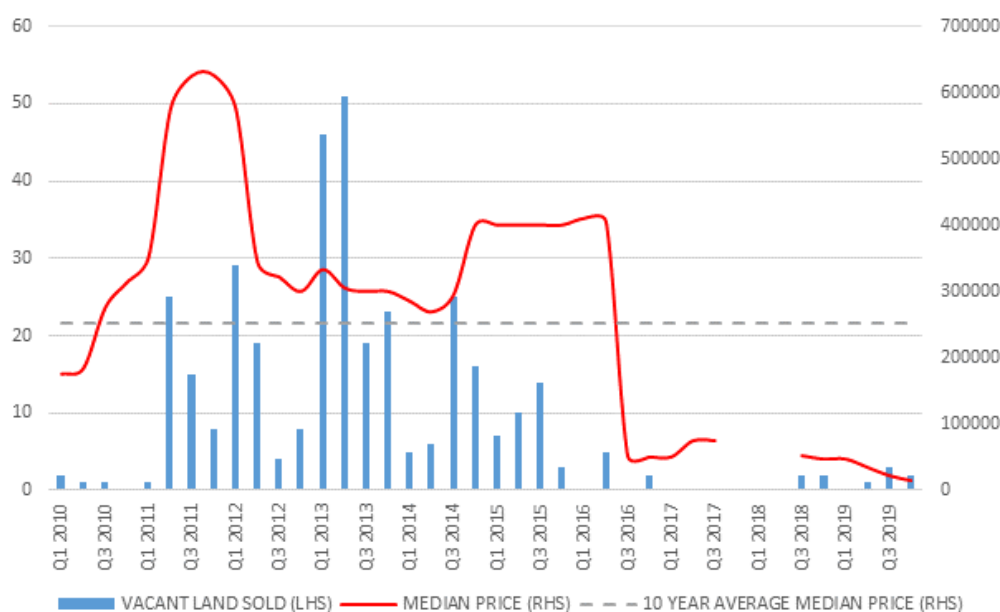
A median sale price of \$111,500 was recorded, an increase of 71.5% from \$65,000 reported for the 6 months to December 2018.



Vacant land sold

Vacant land sales in the East Pilbara saw an increase in activity with 5 sales in the 6 months to December 2019, which is an increase of 4 transactions in H1 2019 and up slightly on the 4 transactions in the 6 months to December 2018.

The median price for land decreased to \$18,750 for the reporting period, a 62.5% decline on the \$50,000 for the 6 months to December 2018. During the reporting period a \$12,500 land sale was recorded. Indications are that this transaction is an outlier and its affect on the median sale price for this period is likely not a trend.





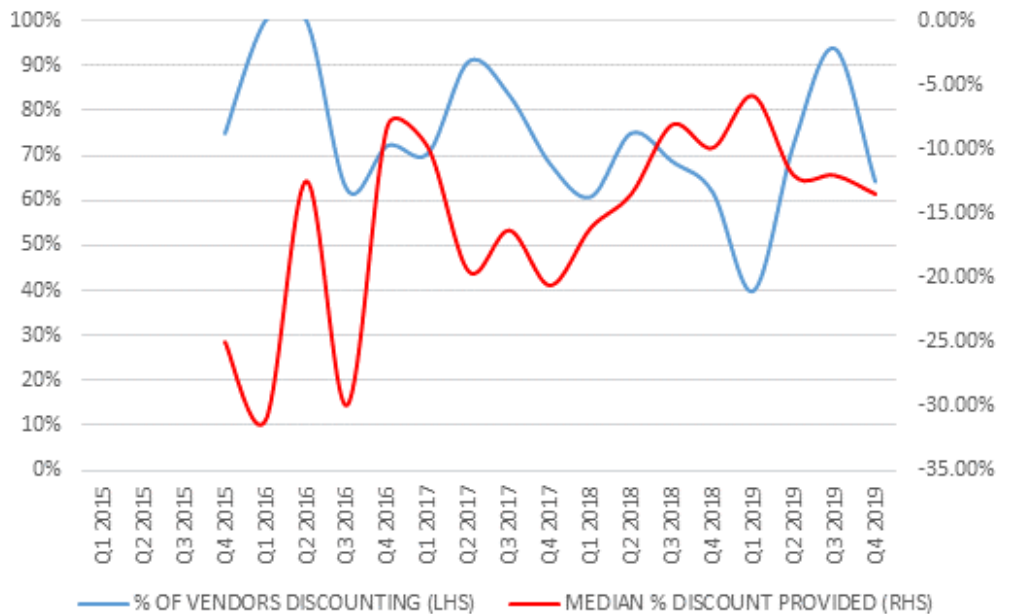
Market sentiment

In the 6 month period to December 2019, 79% of vendors were offering discounts on sale prices, 14 percentage points more than the 65% of vendors in H2 2018.

The 6 months to December 2019 recorded average discounts of 13% against original listing price, an increase of 4 percentage points from the 9% recorded in the 6 months to December 2018.

13%
AVERAGE DISCOUNT
ON ORIGINAL LISTING
PRICE

79%
VENDORS OFFERING
DISCOUNTS



Median dwelling sale price by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$175,000	\$215,000	\$246,000	\$285,000	\$230,250
Unit	\$111,500	N/A	N/A	N/A	\$111,500

Median house sale price by town

Suburb	H2 2018		H1 2019		H2 2019	
	Houses Sold	Median value	Houses Sold	Median value	Houses Sold	Median value
Newman	42	\$160,000	22	\$185,000	34	\$217,500



43

DWELLINGS LISTED
FOR LEASE

-24%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

34

AVERAGE DAYS
TO LEASE



63

DWELLINGS LEASED

\$388

MEDIAN WEEKLY RENT

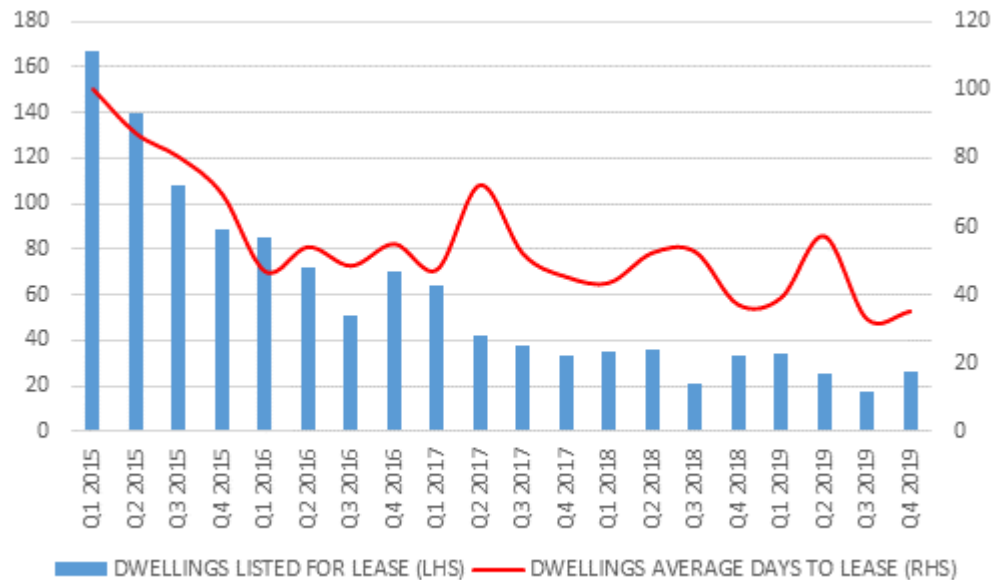
+3.46%

INCREASE RENT
COMPARED TO H2
2018

Dwellings listed for lease

The trend of declining rental stock continued in the reporting period, with 43 listings for lease for the Shire of East Pilbara LGA. This is 11 less than the 54 listings recorded for the 6 months to December 2018.

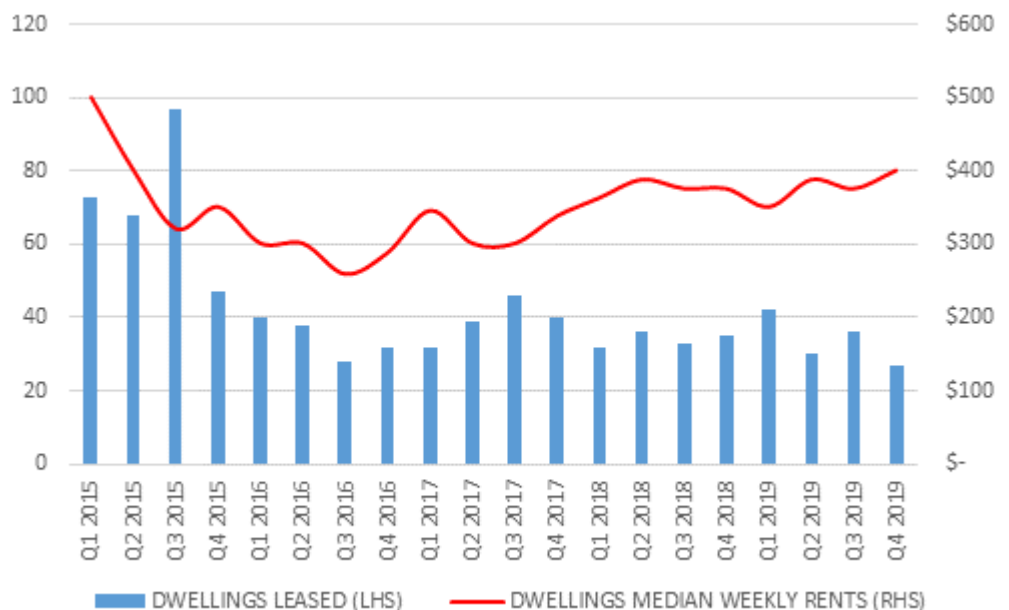
In the 6 months to December 2019 it took an average of 34 days to lease a dwelling, which is 11 days less than the 34 days to lease in the half year to December 2018.



Dwellings leased

A total of 63 dwellings were leased for the 6 months to December 2019, 5 less than the 68 transactions recorded for the 6 months to December 2018.

The overall median weekly rent in the region was \$388 per week, which is \$13 more per week than the December 2018 reported median price of \$375.



RENTAL MARKET SUMMARY



MEDIAN WEEKLY HOUSE RENT

\$270

1-2 BEDROOMS

\$415

3 BEDROOMS

\$481

4 BEDROOMS

\$700

5+ BEDROOMS

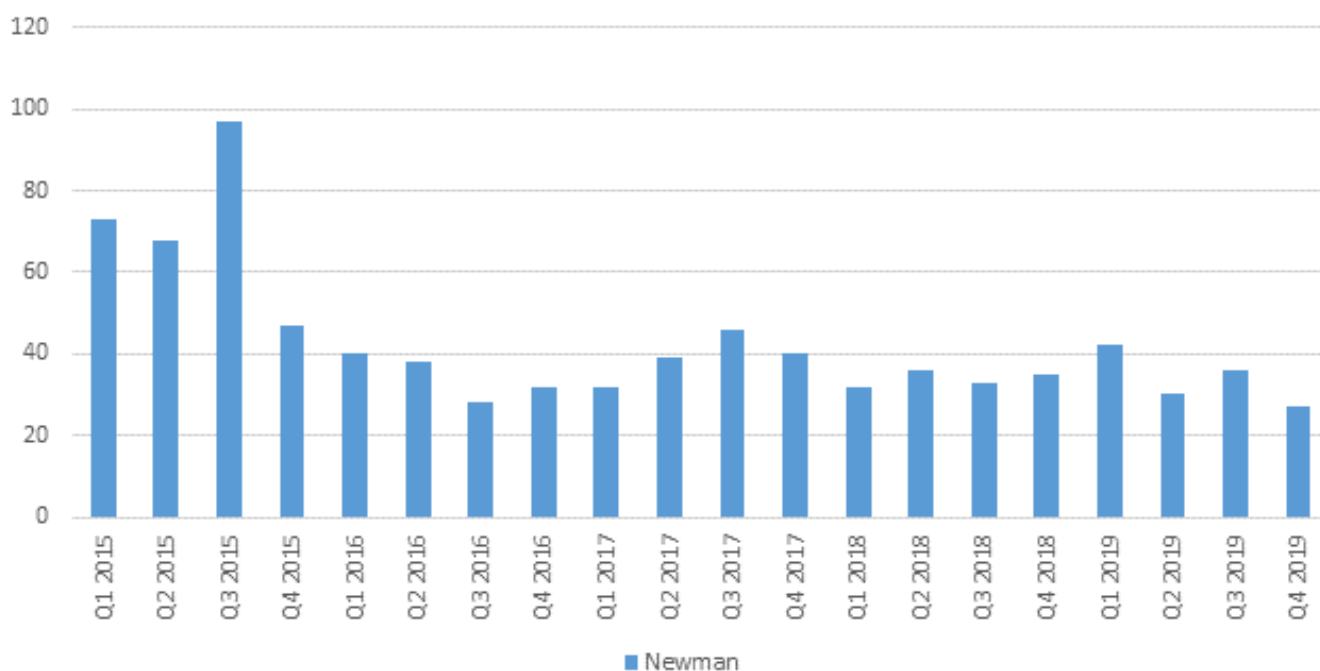
Median weekly rent by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$270	\$415	\$481	\$700	\$467
Unit	\$325	\$295	\$550	N/A	\$390

Median weekly rent by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Properties leased	Median rent	Properties leased	Median rent	Properties leased	Median rent
Newman	68	\$375	72	\$369	63	\$388

Shire of East Pilbara LGA - Rental Listing by Suburb





Spotlight on the Shire of Ashburton

Tom Price | Onslow | Paraburdoo | Pannawonica

Overview

The rental market in the Shire of Ashburton saw mixed trends across the localities. In Tom Price, rental prices increased by 53% in the reporting period with stock remaining relatively stable compared to the 6 months to December 2018. In contrast, the Onslow area, saw rental prices drop by 9% whilst stock continued to decline compared to H2 2018.

The trend in house sales was more consistent across locations. A total of 12 transactions were recorded, up slightly from the 10 transactions in the same period the previous year and the median sale price fell by 4.83% from the high of the previous period, to a median of \$261,250.

Activity reported in Paraburdoo and Pannawonica is too low to offer meaningful data and subsequently are not reported separately in this report.





44

DWELLINGS LISTED
FOR SALE

-32.3%

DECREASE IN
LISTINGS COMPARED
TO H2 2018

129

AVERAGE DAYS
TO SELL



12

HOUSES SOLD

\$261,250

MEDIAN
SALE PRICE

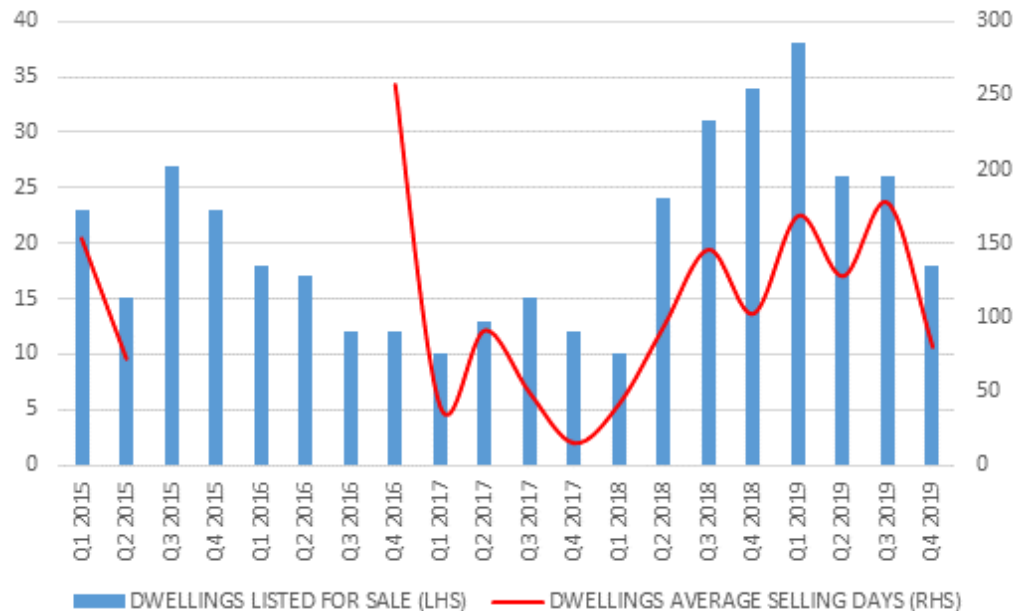
+2.45%

INCREASED MEDIAN
PRICE COMPARED TO
H2 2018

Dwellings listed for sale

There is to be a trend of declining stock on the market for the Shire of Ashburton over the last 3 quarters. For the 6 months to December 2019, 44 dwellings were listed for sale, which represents a 32.3% decline in properties listed for sale compared with H2 2018.

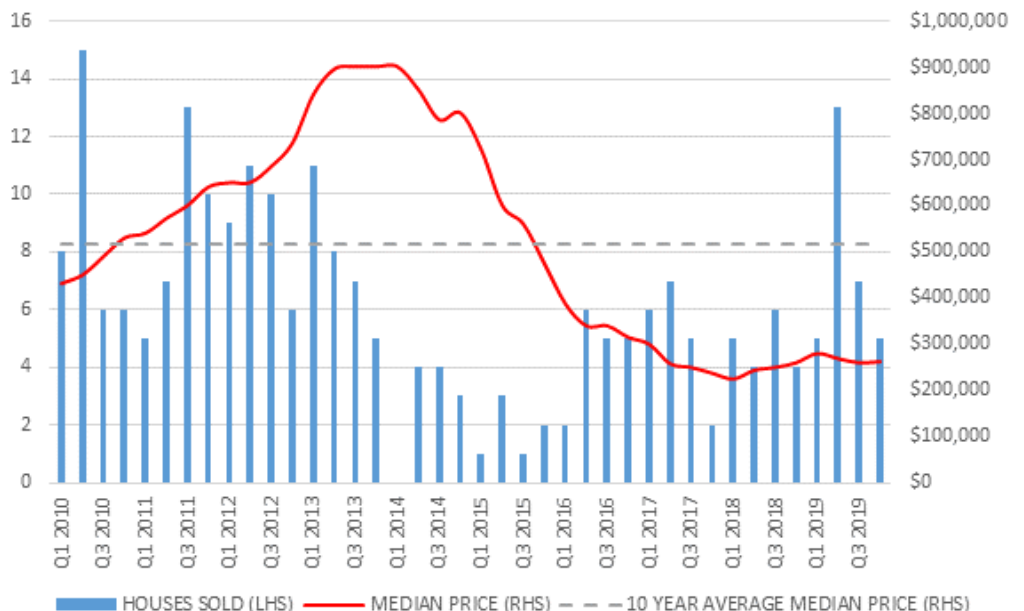
It took an average of 129 days to sell, which is 5 days more than the 124 days taken for the 6 months to December 2018.



Houses sold

Following a large increase in transactions in Q2, sales activity in the Shire of Ashburton slowed slightly with 12 properties settling over the 6 months to December 2019. This is down from the 18 transactions in the previous reporting period but up from the 10 transactions recorded in H2 2018.

The reduction in market activity in this reporting period saw the median sale price decline by 4.83% from \$274,500 in H1 2019 to \$261,250 in H2 2019. However, when compared to H2 2018 the median sale price increased by 2.45% in the 6 months to December 2019.





0

UNIT SOLD

N/A

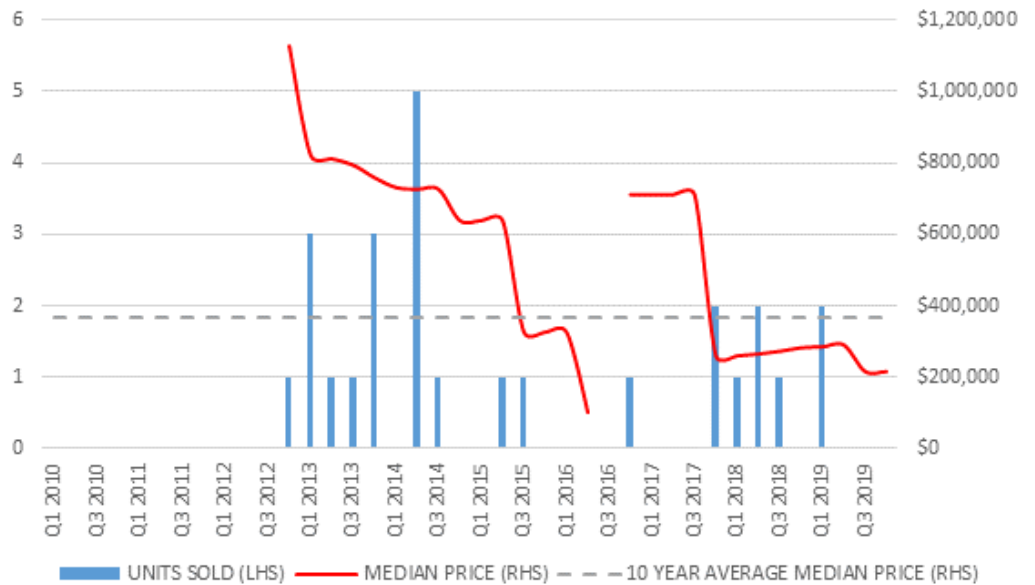
MEDIAN
SALE PRICE

N/A

DE/INCREASE MEDIAN
PRICE COMPARED TO
H2 2018

Units sold

Unit sales activity in the Shire of Ashburton LGA recorded no sales for the 6 months to December 2019 a decrease from the 1 unit sold in the Shire of Ashburton for the 6 months to December 2018.



0

VACANT LAND SALES

N/A

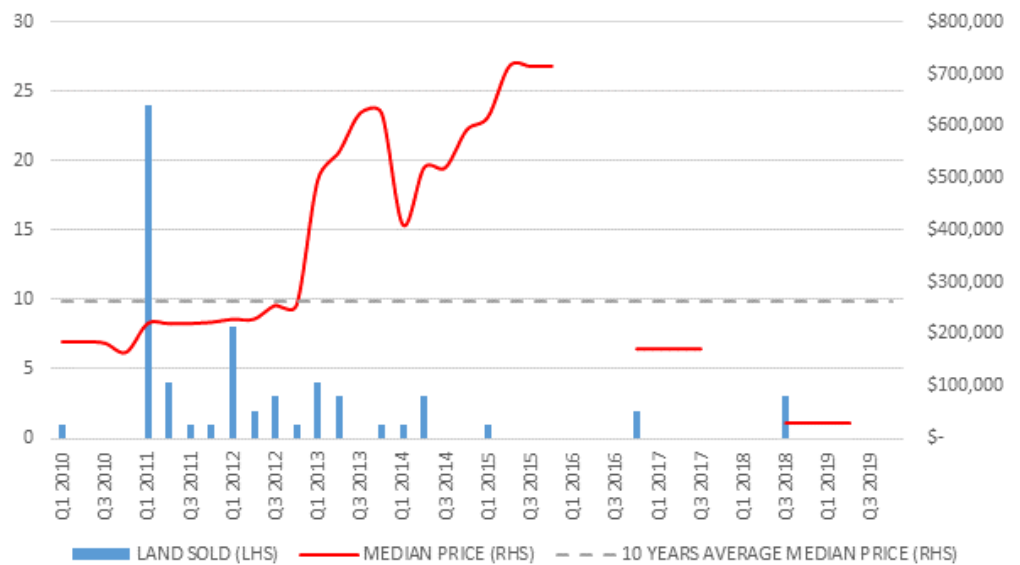
MEDIAN LAND
PRICE

N/A

DE/INCREASE MEDIAN
PRICE COMPARED TO
H2 2018

Vacant land sold

For the 6 months to December 2019 no vacant land sales were recorded in the Shire of Ashburton. This was a decrease from the 3 transactions recorded for the December 2018 reporting period.





19.6%

AVERAGE DISCOUNT
ON ORIGINAL LISTING
PRICE

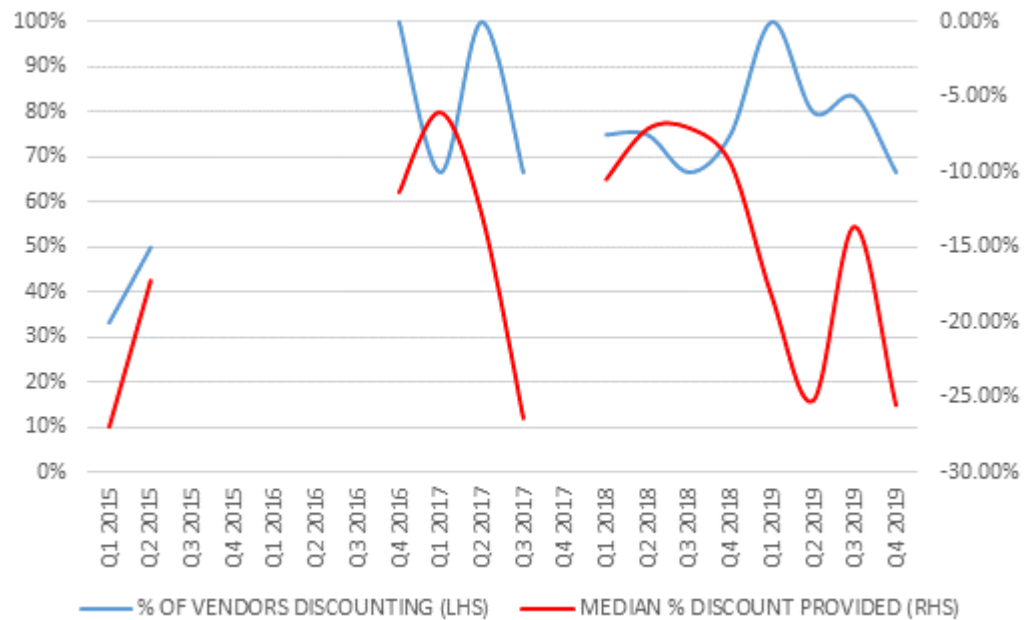
75%

VENDORS OFFERING
DISCOUNTS

Market sentiment

In the 6 month period to December 2019, 75% of vendors were offering discounts on sale prices. This is an increase from the 71% of vendors offering discounts in the 6 months to December 2018.

The 6 months to December 2019 recorded average discounts of 19.6% against original listing prices, an increase of 136.5 percent from the 8.3% recorded in the 6 months to December 2018.



Median dwelling sale price by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$250,000	\$229,000	\$305,000	\$235,000	\$272,250
Unit	\$137,000	\$292,500	N/A	N/A	\$214,750

Median dwelling sale price by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Dwellings Sold	Median value	Dwellings Sold	Median value	Dwellings Sold	Median value
Onslow	1	\$307,500	4	\$289,750	6	\$284,500
Tom Price	10	\$251,875	6	\$267,500	9	\$283,750



38

DWELLINGS LISTED
FOR LEASE

-41%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

66

AVERAGE DAYS
TO LEASE



20

DWELLINGS LEASED

\$463

MEDIAN WEEKLY RENT

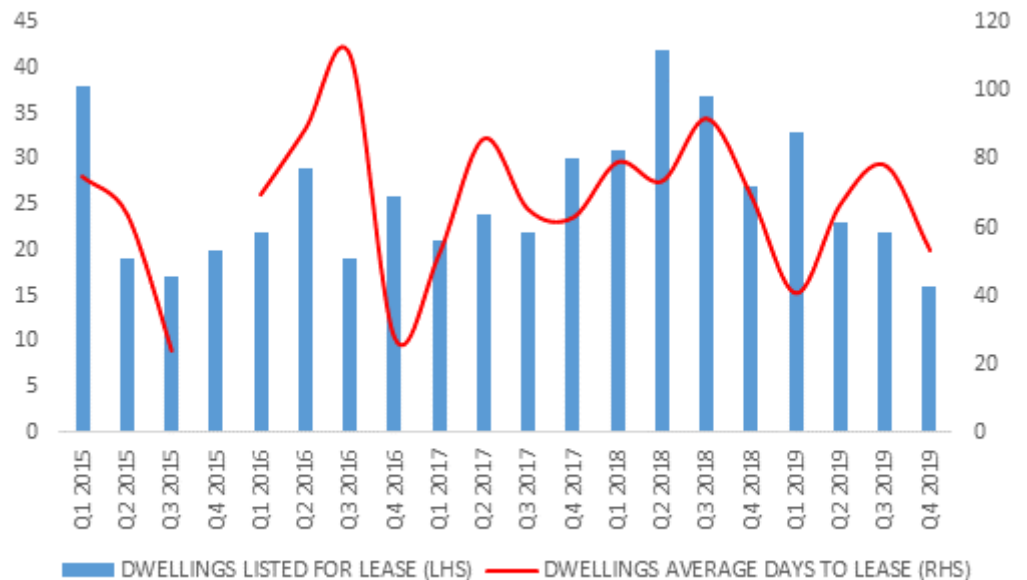
-7.5%

DECREASED RENT
COMPARED TO H2
2018

Dwellings listed for lease

A total of 38 dwellings were listed for lease in the Shire of Ashburton for the 6 months to December 2019. This is a decrease of 26 listings, or 41%, from the 64 listings recorded over the 6 months to December 2018.

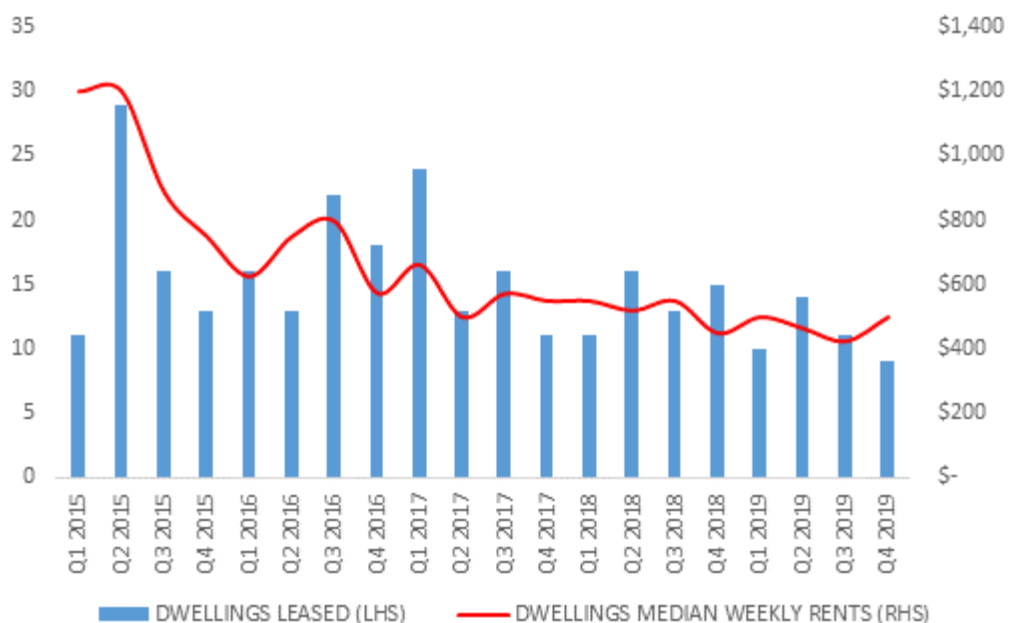
It took an average of 66 days to lease for the period. Despite an increase in Q3, this is still 15 days less than the 81 days recorded for the 6 months to December 2018.



Dwellings leased

For the 6 months to December 2018 a total of 20 dwellings were leased, 8 transactions less than the 28 leases recorded in the 6 months to December 2018.

The overall median weekly rent in the region was \$463 per week. This was a 7.5% decrease from \$500 reported for the 6 months to December 2018.



RENTAL MARKET SUMMARY



MEDIAN WEEKLY HOUSE RENT

\$373

1-2 BEDROOMS

\$475

3 BEDROOMS

\$675

4 BEDROOMS

\$700

5+ BEDROOMS

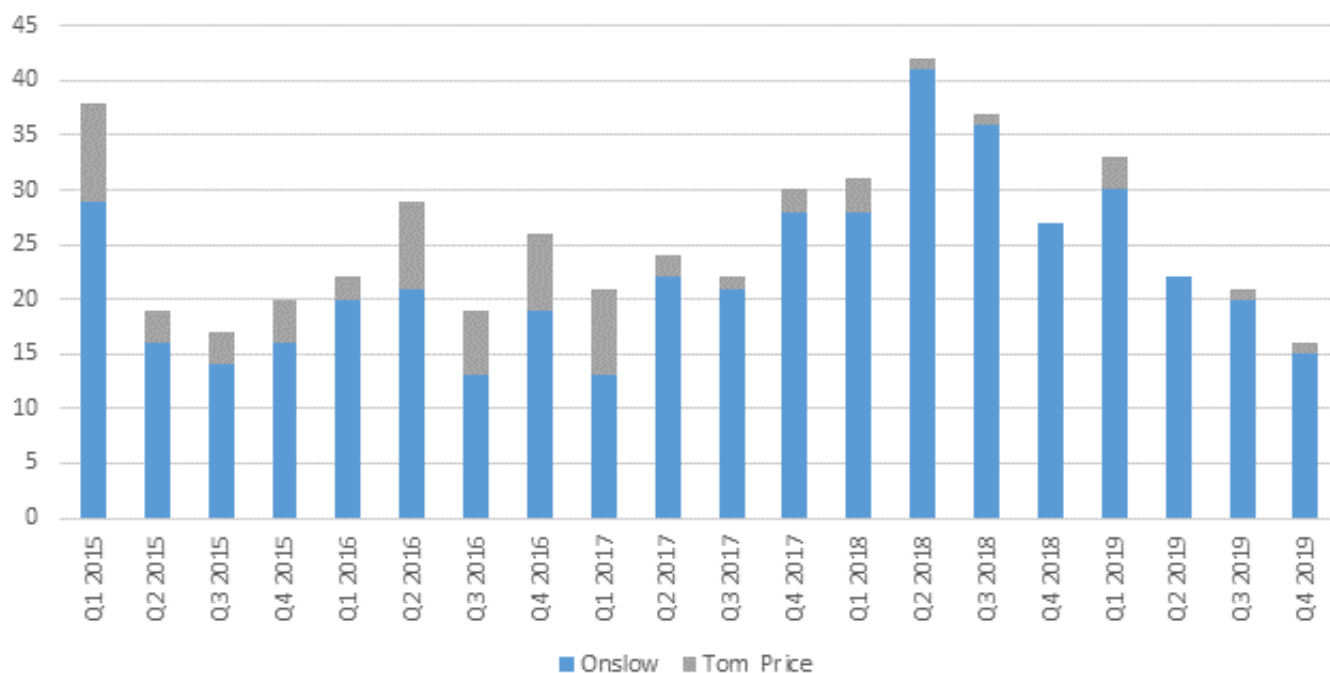
Median weekly rent by number of bedrooms

	1-2 Bedroom	3 Bedroom	4 Bedroom	5 Bedroom	Overall
House	\$373	\$475	\$675	\$700	\$467
Unit	\$306	N/A	N/A	N/A	\$306

Median weekly rent by suburb

Suburb	H2 2018		H1 2019		H2 2019	
	Properties leased	Median rent	Properties leased	Median rent	Properties leased	Median rent
Onslow	20	\$475	18	\$475	15	\$433
Tom Price	8	\$538	6	\$638	3	\$823

Shire of Ashburton LGA - Rental Listing by Suburb



SUBURB PROFILE: TOM PRICE



4

DWELLINGS LISTED
FOR SALE

104

AVERAGE DAYS
TO SELL

\$266,625

MEDIAN
HOUSE SALE PRICE



2

DWELLINGS LISTED
FOR LEASE

+100%

INCREASE IN LISTINGS
COMPARED TO
H2 2018

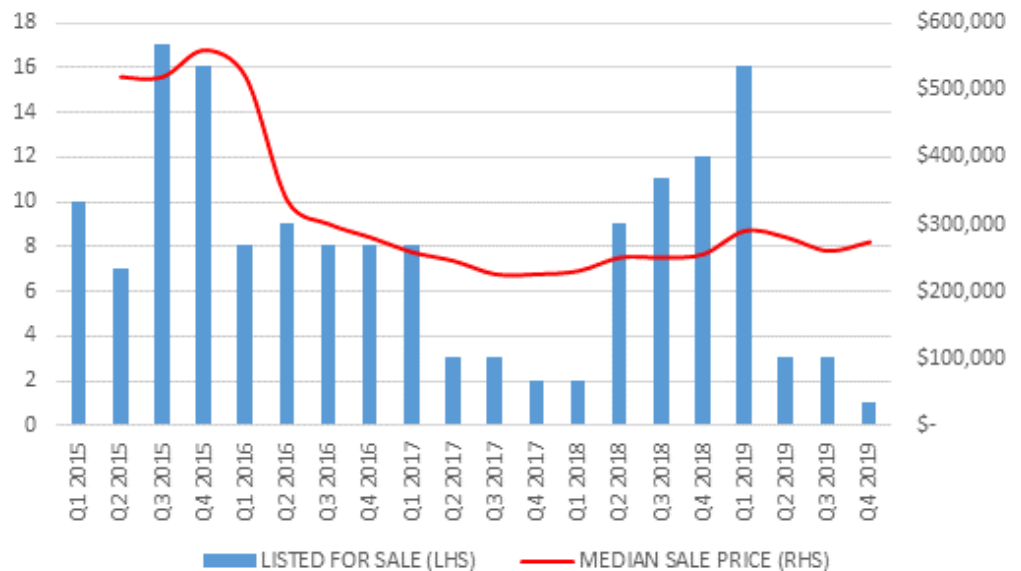
\$832

MEDIAN WEEKLY
RENT

Houses listed for sale

This reporting period saw the declining trend in properties listed continue, with a total of 4 dwellings listed for sale in Tom Price, a decrease of 19 listings from the 23 for the 6 months to December 2018.

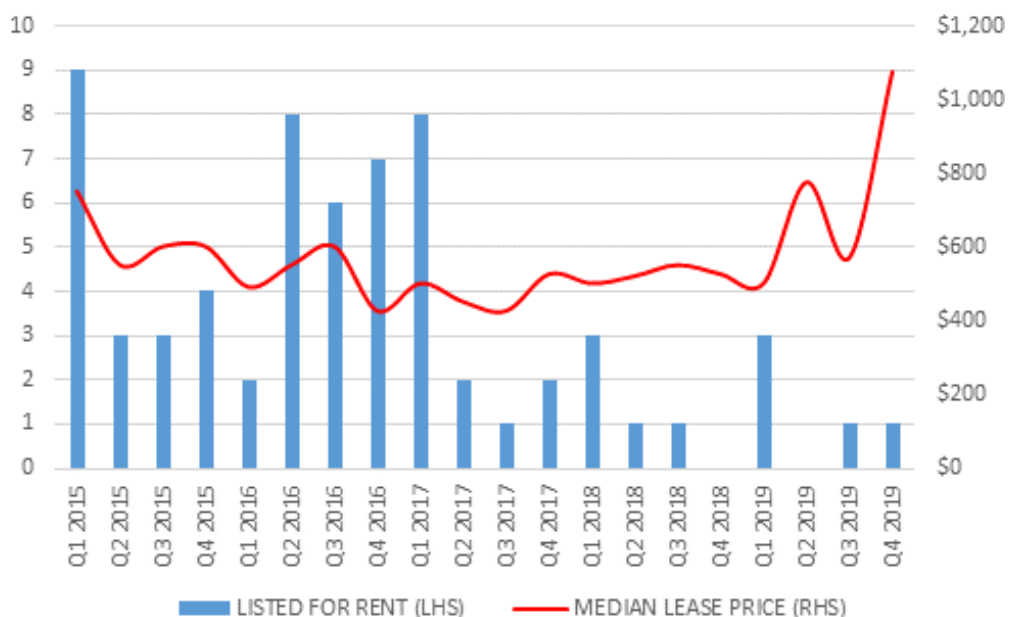
It took an average of 104 days to sell, which is 29 days more than the 75 days it took for the 6 months to December 2018. Median sale price for houses was up 5.59%, compared to H2 2018, to \$266,625.



Dwellings listed for lease

For the 6 months to December 2019, 2 dwellings were listed for lease in Tom Price. This is an increase from the 1 listing recorded in the 6 months to December 2018.

The overall median weekly rent in Tom Price was \$832 per week, which is \$285 more per week than the December 2018 reported median price of \$538.



SUBURB PROFILE: ONSLOW



39

DWELLINGS LISTED
FOR SALE

210

AVERAGE DAYS
TO SELL

\$257,813

MEDIAN
HOUSE SALE PRICE



35

DWELLINGS LISTED
FOR LEASE

-44%

DECREASE IN LISTINGS
COMPARED TO
H2 2018

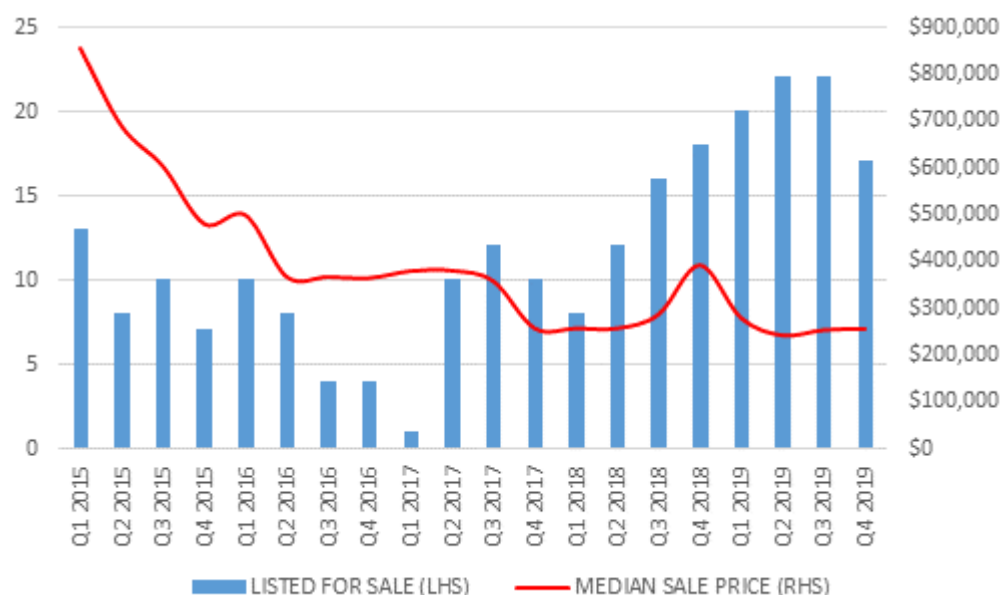
\$433

MEDIAN WEEKLY
RENT

Houses listed for sale

For the 6 month period a total of 39 dwellings were listed for sale in Onslow, 5 more than the 34 listings for the 6 months to December 2018.

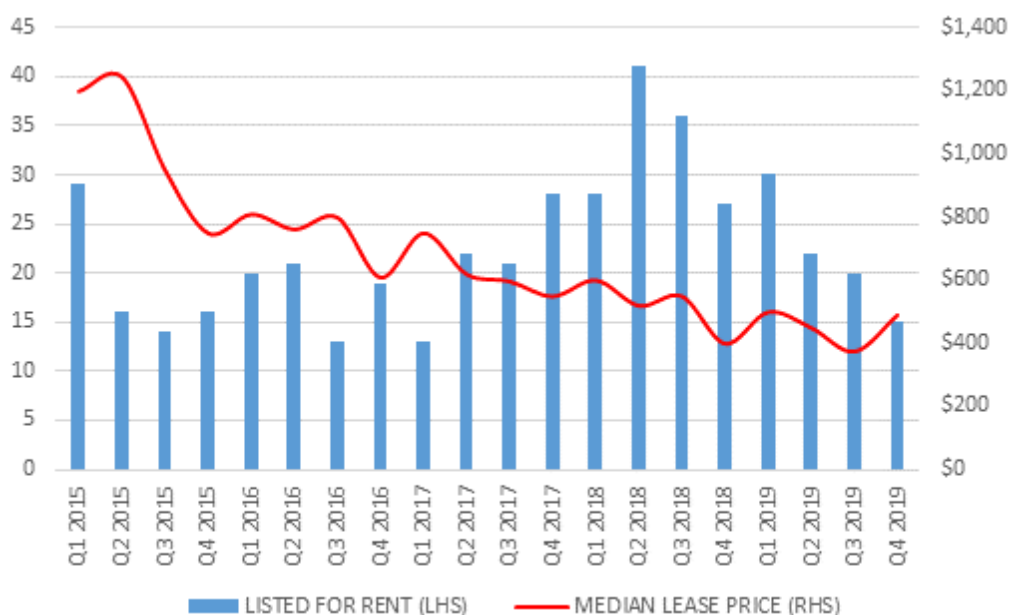
It took an average of 210 days to sell, which is 36 days more than the 174 days it took during the 6 months to December 2018. Median sale price for houses was down 24.53%, compared to H2 2018, to \$257,813.



Dwellings listed for lease

A total of 35 dwellings were listed for lease in Onslow for the 6 months to December 2019. This is a decrease of 28 listings from the 63 recorded in the 6 months to December 2018.

The overall median weekly rent in Onslow was \$433, \$43 less per week than the median price of \$475 reported for the 6 months to December 2018.



DEVELOPMENT PROPOSALS

For up to date information on development proposals, including temporary and permanent accommodation, visit the corresponding local government website.

City of Karratha	Ph: (08) 9186 8555	www.karratha.wa.gov.au
Town of Port Hedland	Ph: (08) 9158 9300	www.porthedland.wa.gov.au
Shire of Ashburton	Ph: (08) 9188 4444	www.ashburton.wa.gov.au
Shire of East Pilbara	Ph: (08) 9175 8000	www.eastpilbara.wa.gov.au

PILBARA REAL ESTATE AGENTS

Caine Otley Real Estate	Ph: 0400 565 425	www.caineotley.com
Crawford Realty South Hedland	Ph: (08) 9117 2100	www.crawfordrealty.com.au
Crawford Realty Newman	Ph: (08) 9116 8000	www.crawfordrealty.com.au
First National Real Estate Karratha	Ph: (08) 9144 2200	www.karratharealestate.com.au
First National Real Estate Hedland	Ph: (08) 9173 9200	www.hfn.com.au
Hedland Property Shop	Ph: (08) 9173 5555	www.propshop.com.au
Karratha Property Sales & Rentals	Ph: (08) 9144 1244	www.karrathapropertysalesandrentals.com.au
L.J. Hooker Pilbara	Ph: (08) 9144 2499	www.ljhooker.com.au
North West Realty	Ph: (08) 9144 4800	www.northwestrealty.com.au
Peard Real Estate Karratha City	Ph: (08) 9183 8300	www.peard.com.au
Pilbara Real Estate	Ph: (08) 9159 7777	www.pre.com.au
Ray White Karratha	Ph: (08) 9185 2444	www.raywhitekarratha.com.au
Ray White Port Hedland	Ph: (08) 9140 2311	www.raywhiteporthedland.com.au
Realmark Karratha	Ph: (08) 9197 2600	www.karratha.realmark.com.au

LAND INFORMATION & SALES

REALESTATE LISTINGS

REIWA	www.reiwa.com.au
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LAND INFORMATION & SALES

Development WA Regional Manager	Ph: (08) 9482 7529	www.developmentwa.com.au/contact
Landgate	Ph: (08) 9429 8400	www.landgate.wa.gov.au

DISCLOSURE

Please note that properties which include commercial, warehouse or industrial facilities onsite have been removed from this report. For any information on commercial properties go to the Pilbara Commercial Market Summary report on the Pilbara Development Commission website.



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