Northern Territory Government

DEPARTMENT OF
LANDS, PLANNING AND THE ENVIRONMENT

NEW RESIDENTIAL LAND

REPORT ON SALES CONTRACTS

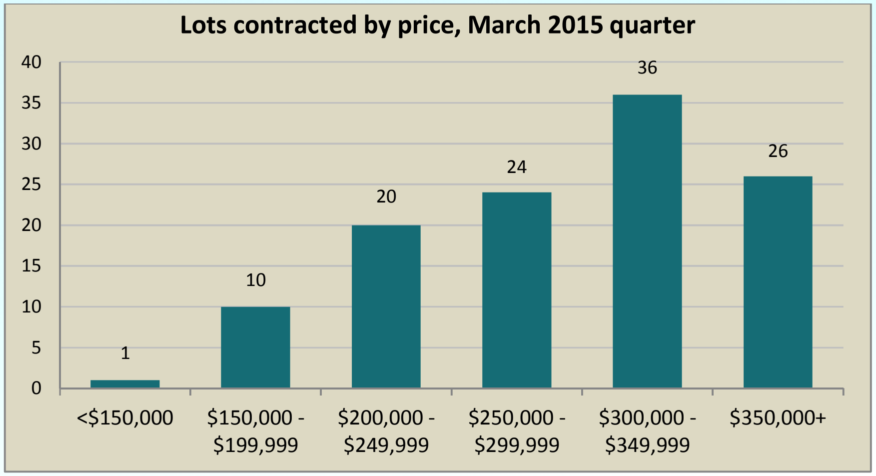
Greater Darwin Region, Northern Territory

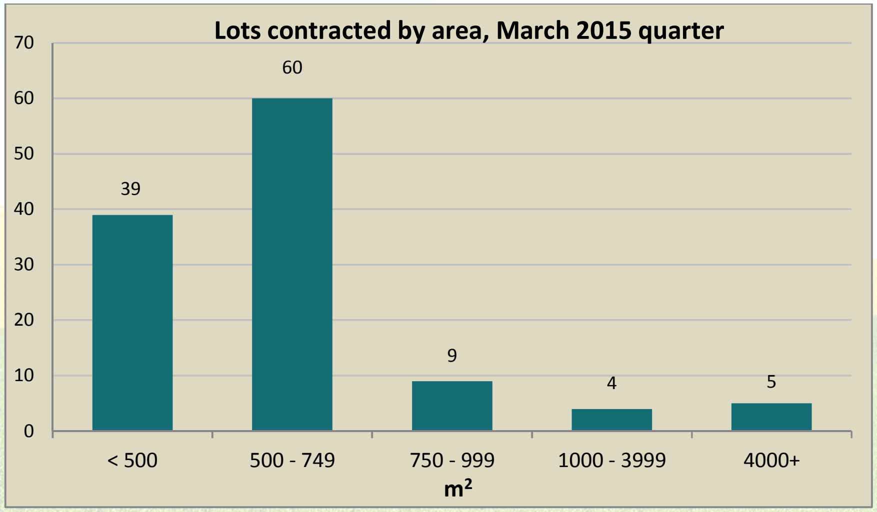
Land and Economic Development

March 2015 Qtr

www.nt.gov.au

www.nt.gov.au





General

- In the March 2015 quarter, 117 sales contracts for lots in residential land developments in the Greater Darwin Area were exchanged.
- Contracts were mostly exchanged in land developments with new releases – namely Muirhead and Mitchell Creek Green.
- All contracts were exchanged in the general market and included 105 Single Dwelling lots, 7 Multiple Dwelling lots and 5 Rural Residential lots.

Price

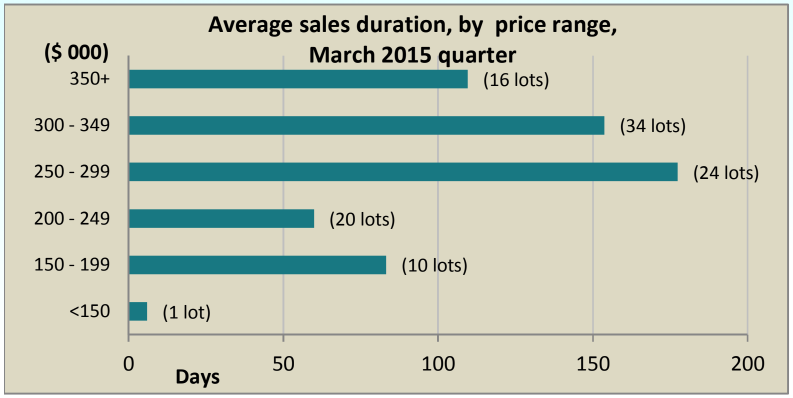
- The average price per lot contracted in the quarter was $280,000 or around $500 per square metre.
- Around 70% of total sales contracts were above $250,000 per lot, with the majority of these being over $300,000 per lot.

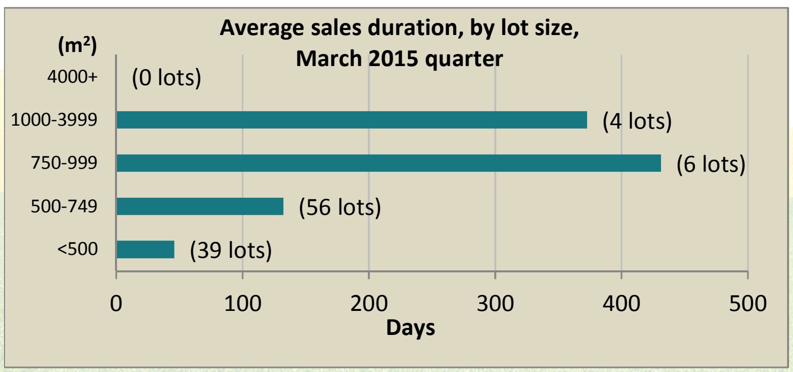
Size

- The average size per lot contracted in the quarter was 562m^2 (not including rural living lots that are 4000m^2 and over).
- Over 30% (39 lots) of lots contracted in the quarter were under 500m^2 in size. The majority of lots (50% or 60 lots) were between 500m^2 and 750m^2 in size.

Sales duration

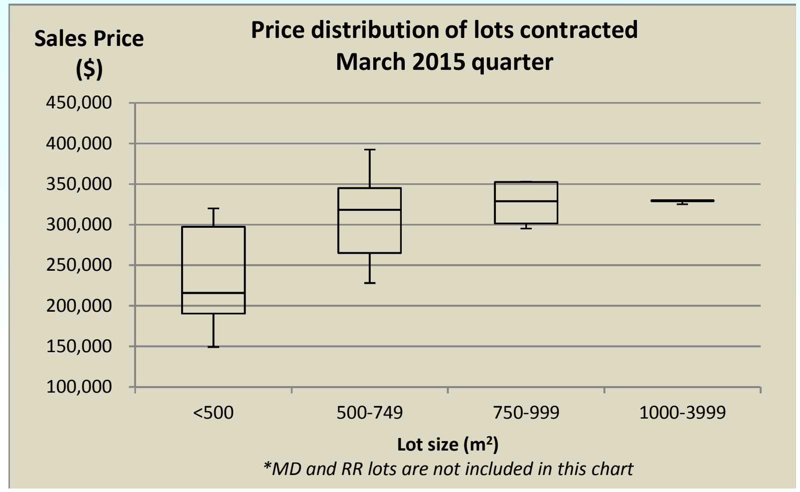
- Length of time to sell is influenced by a number of factors including lot size, lot price and the amount of product available on market.
- Average sales duration for the quarter was 129 days (compared to the medium-term average of 59 days).



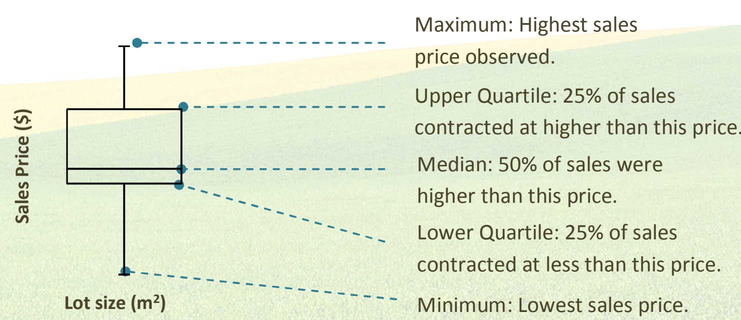


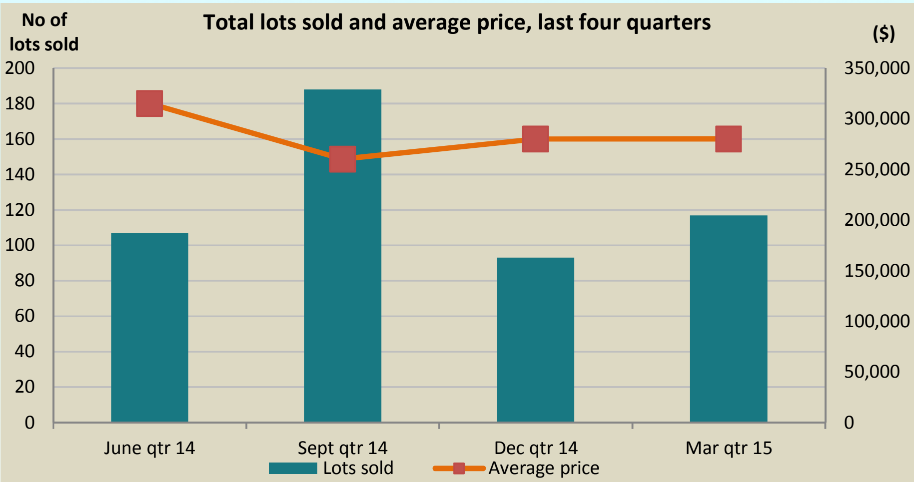
Price distribution

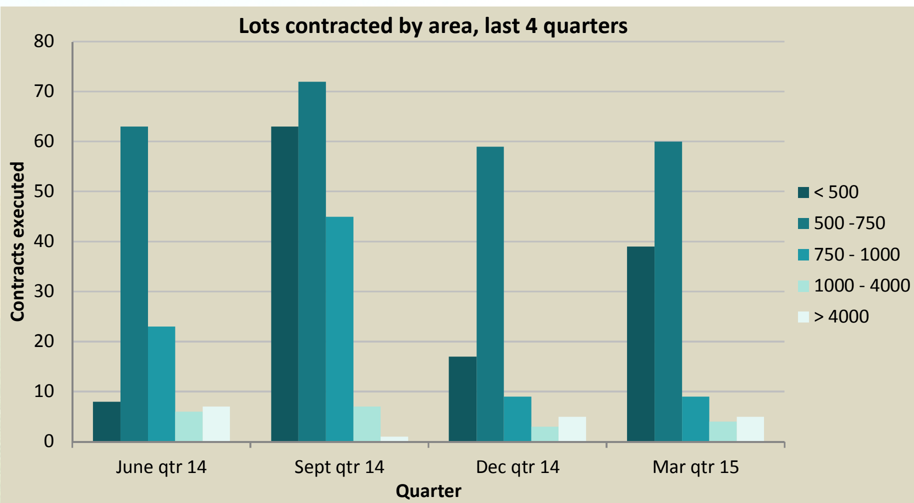
- The price distribution chart provides an indication of the price variance across the Darwin and Palmerston area.



Key to Price distribution chart







Quarter against trend

- The number of sales contracts in the quarter (117 contracts) was 25 per cent more than the previous quarter but below the long term average (134 per quarter). Both supply and demand factors contributed to the decline, with less lots released to market in the quarter reducing supply, and a higher average lot prices reducing demand.
- The average price per lot ($280,000) was consistent with both the previous quarter and the medium-term average.
- The average size per lot (563m^2) was lower than previous quarter (600m^2) and the medium-term average (630m^2). Over the last few quarters the proportion of sales contracts for lots greater than 750m^2 has declined.
- The average sales duration for the March quarter was 129 days. While this was more than double the average sales duration over the previous 12 months (59 days), the median sales duration was consistent with previous quarters.
- The significant increase in the average sales duration was mostly due to the sale of a small number of lots that had been on the market for longer than a year, rather than a lengthening of the sales duration for most lots.

Acknowledgements

This report is compiled based on sales contract data provided to DLPE by residential land developers.
Multi-dwelling zoned lots less than 600m^2 and rural residential zoned lots have been classified separate dwelling for the purposes of this report.