




Australian Business Economists Keynote Luncheon

Presented by Sam White
Deputy Chairman
Ray White Real Estate

Ray WhiteTM

REAL ESTATE



- Caledonian Rd
ROSE BAY
May 2004



- 51 sales contracts out
- Vendor requested confidentiality on price



■ Victoria Rd
BELLEVUE HILL
May 2004

- Sold for \$4.4m
- \$900,000 over reserve





Conflicting Data

- Median House prices – March Quarter 2004

Australian Bureau of Statistics (ABS)	Australian Property Monitors (APM)	Commonwealth Bank (CBA)	CBA Property Value Guide
+2.5%	-8.4%	-3.2%	+7.1%

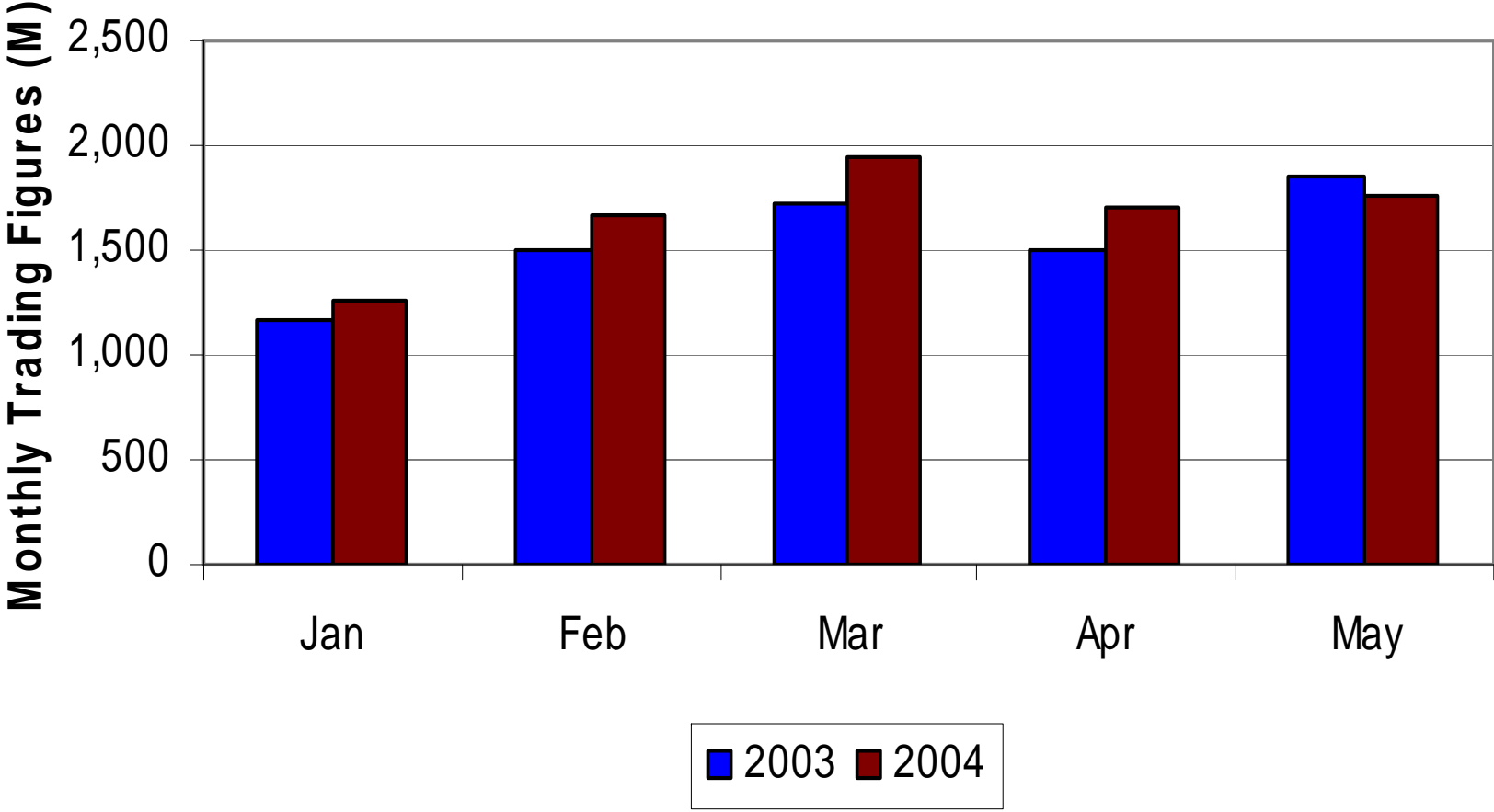


Ray White Markets in Sydney

- **BLUE:** Eastern Suburbs, North Shore, most of Northern Beaches, part of Inner West
- **METRO:** Southern suburbs, Sutherland, Northern Districts, Hills Districts, Western Sydney, most of South West Sydney, Central Coast
- **GREEN:** Some outer lying Sydney and regional



Ray White Sales Volume





Auction Clearance Rates 2003

Ray White data:

Sold Prior	30%
Sold at Auction	60%
Sold After Auction	5%
TOTAL	95%



Auction Clearance Rates 2004

Ray White experience:

	BLUE	METRO	GREEN
Sold Prior	20%	20%	25%
Sold at Auction	40%	30%	30%
Sold After Auction	25%	30%	30%
TOTAL	85%	80%	85%



Days on Market

	April 2003	April 2004
Sydney	41	69
Melbourne	33	64
Brisbane	33	65
Adelaide	48	83
Perth	80	47

Figures from Australian Property Monitors



Days on Market

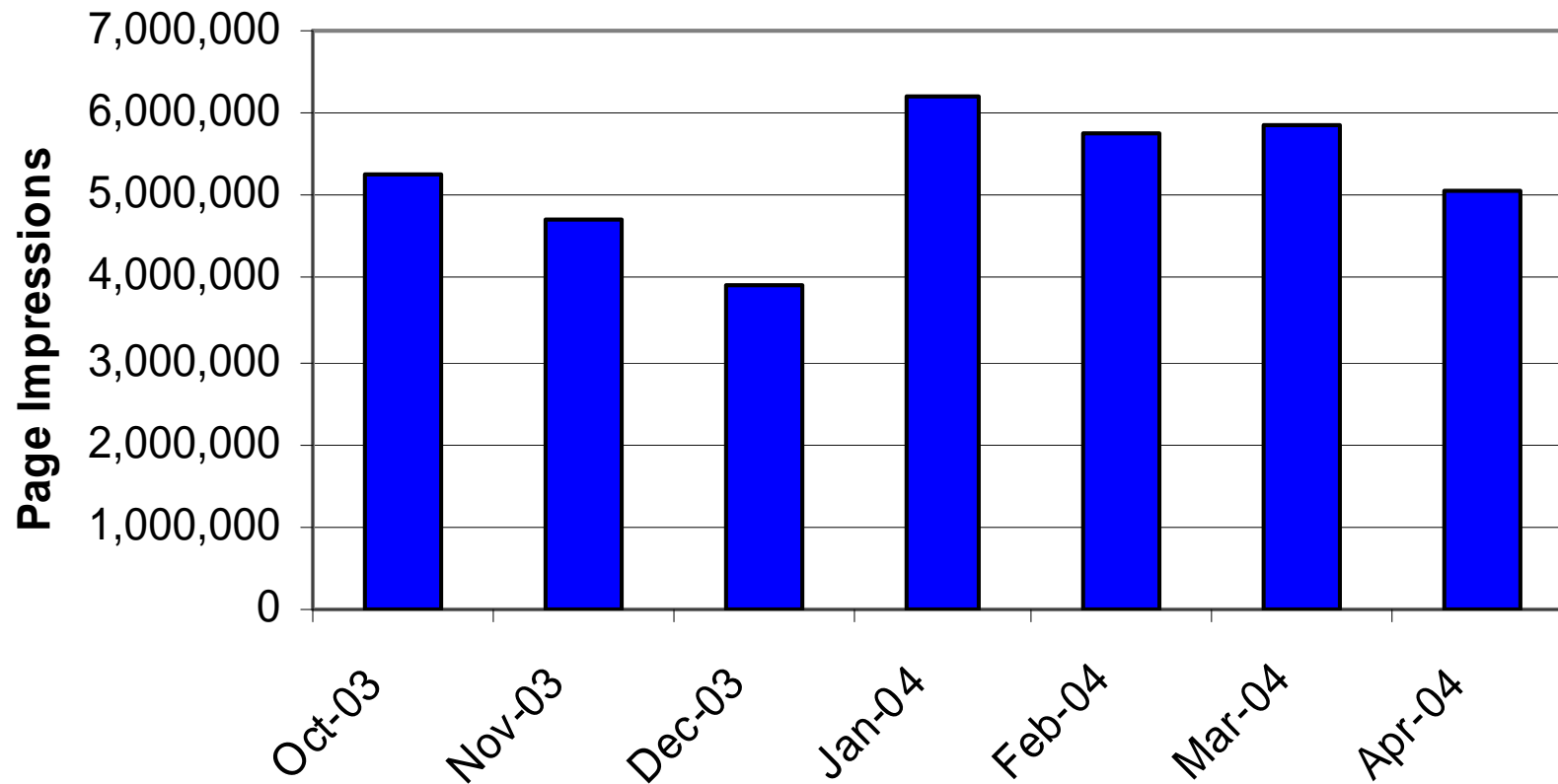
Ray White data:

	May 2003	May 2004
Blue	25	55
Metro	35	70
Green	35	90



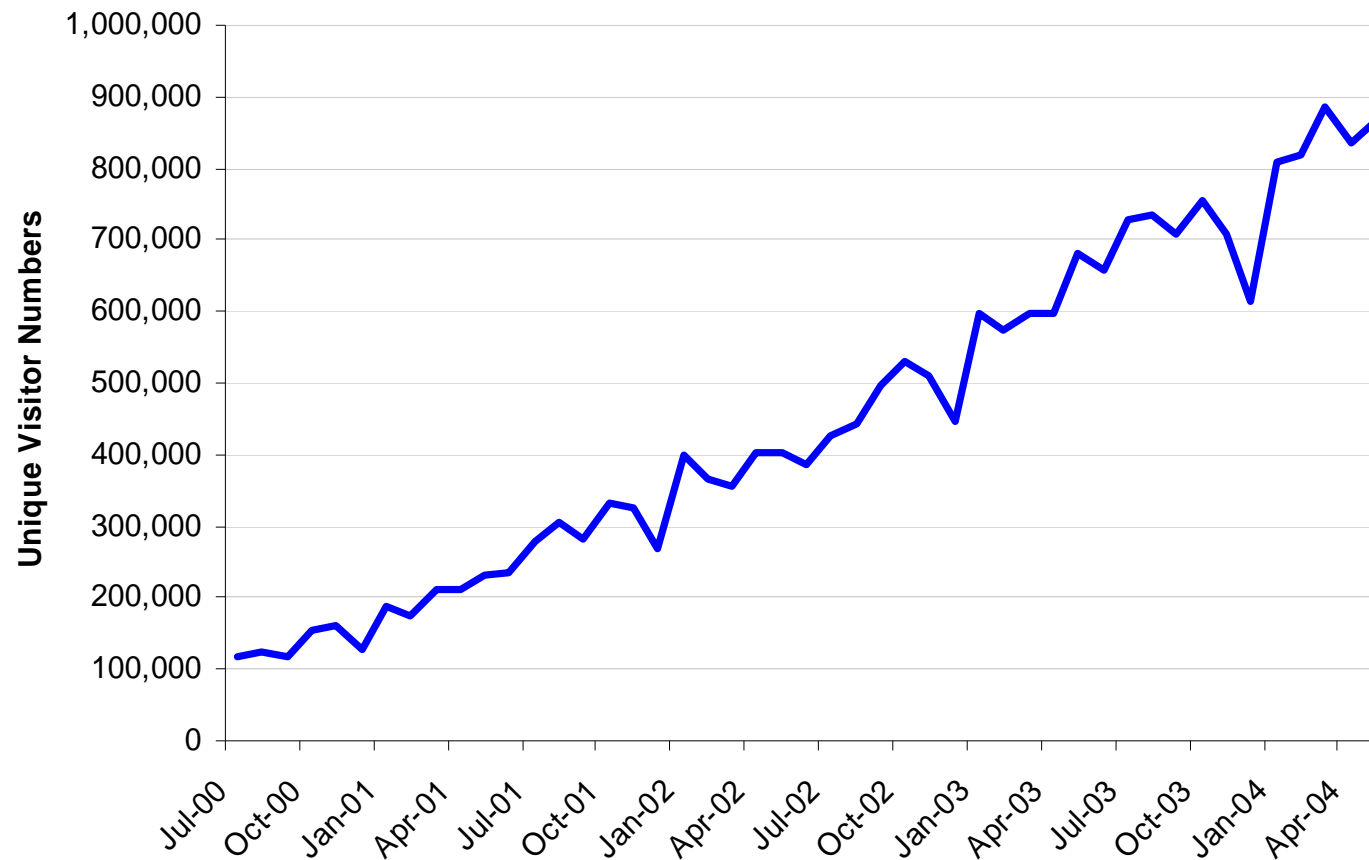
Traffic Statistics

www.raywhite.com



Traffic Statistics

www.realestate.com.au



Source: realestate.com.au