

## The best compliment you can give us is to refer a friend



Janet Jenner



Kahlee Strudwick

Do you know someone who's thinking about getting a new home, car or personal loan? If you've been happy with our service, **please pass on our contact details.** We'd love to help!

### Why choose Mortgage Choice?

We care about helping Australians afford to live the life they want to live. Did you know Mortgage Choice can help you with more than your home, car and personal loan needs?

If you're after insurance or want some direction with financial planning, our experts are here to help. We can even help you with the financial needs of your business.

At Mortgage Choice, we believe better choices lead to a better life.

Contact us today to find out more.



### TALK TO US TODAY

☎ 02 6687 5333

✉ [janet.jenner@mortgagechoice.com.au](mailto:janet.jenner@mortgagechoice.com.au)

🌐 [MortgageChoice.com.au/janet.jenner](http://MortgageChoice.com.au/janet.jenner)

Suite 6, Park Lane Suites, 62 Ballina Street  
Lennox Head, NSW 2478

Mortgage Choice Limited ACN 009 161 979. Australian Credit Licence 382869.  
Mortgage Choice Financial Planning Pty Limited ACN 158 645 624, AFSL 422854.

# CHOICES

ISSUE 1, 2019



### IN THIS ISSUE

- Australia housing downturn
- Should investors wait for the right time to buy?
- Australians worried about the rising cost of living
- Ways you can save this end of financial year
- Mental hacks to lower stress
- Lots to love about personal loans



Better choices  
for a better life

# News from...

## THE ALSTONVILLE TEAM



Lexi Flipo, Kahlee Strudwick, Janet Jenner and Linda Howland

### Welcome to your winter edition of Choices!

The winds of change were in motion this Autumn, amidst the Banking Royal Commission, tighter lending guidelines and a federal election. In the spirit of change, we are excited to introduce our newest member Dr. Linda Howland. Linda grew up in Lismore and has recently returned to the local area to raise her family. Here's a quick recap of the property market.

According to property research group CoreLogic, the downturn that we've seen in some property markets - notably Sydney and Melbourne, is starting to lose steam<sup>1</sup>. The strength of the former boom means long term home owners are still in a strong equity position. The real silver lining of cooler markets is more affordable housing welcoming first home buyers into the market.

Earlier in 2019, the Banking Royal Commission wound up, recommending (among other things) that consumers, rather than lenders, should pay for the services of mortgage brokers. We'd like to thank all our customers who made their voices heard in defence of the current system of lender-paid commissions, with their tremendous rallying of support for the broking industry.

Mortgage Choice brokers have always been paid the same rate of commission regardless of which home loan you choose from our wide choice of lenders, and our customers consistently tell us this is a key advantage of partnering with us.

<sup>1</sup> <https://www.corelogic.com.au/news/housing-downturn-loses-some-steam-corelogic-national-home-value-index-down-06-march>

The information provided in Choices is for general education purposes only and does not constitute specialist advice.

📞 02 6628 6130

✉ [k.strudwick@mortgagechoice.com.au](mailto:k.strudwick@mortgagechoice.com.au),

💻 [MortgageChoice.com.au/janet.jenner](http://MortgageChoice.com.au/janet.jenner)

Shop 6, Alstonville Plaza, Alstonville, NSW 2477

Mortgage Choice Limited ACN 009 161 979. Australian Credit Licence 382869.  
Mortgage Choice Financial Planning Pty Limited ACN 158 645 624, AFSL 422854.

# Mortgage Choice Calculators

Use our suite of popular mortgage & home loan calculators to work out your borrowing capacity, home loan repayments, stamp duty, savings targets and more.



### Borrowing power

Calculate your borrowing power based on your salary and financial commitments.

[mortgagechoice.com.au/how-much-can-i-borrow](http://mortgagechoice.com.au/how-much-can-i-borrow)



### Home loan repayments

Work out your minimum monthly home loan repayments.

[mortgagechoice.com.au/repayments-calculator](http://mortgagechoice.com.au/repayments-calculator)



### Achieve savings target

Find out how much you need to save weekly, fortnightly or monthly to achieve your savings target.

[mortgagechoice.com.au/achieve-savings-target-calculator](http://mortgagechoice.com.au/achieve-savings-target-calculator)



### How long to repay?

Work out how long it'll take to repay your home loan.

[mortgagechoice.com.au/how-long-to-repay](http://mortgagechoice.com.au/how-long-to-repay)



### Compare loans

Compare home loans from different lenders based on interest rates, loan terms, fees and more.

[mortgagechoice.com.au/compare-loans](http://mortgagechoice.com.au/compare-loans)



### How much do you need to retire?

Calculate how much money you'll have to spend in retirement.

[mortgagechoice.com.au/retirement-income-calculator](http://mortgagechoice.com.au/retirement-income-calculator)

# Australia housing downturn – how bad can it get?



**Headlines of falling home values can be unsettling, which is why we lift the lid to see what's really happening in the property market.**

As a home owner, news of a property market downturn is never welcome. But it pays to understand what's really going on because right now, the market is awash with buying opportunities.

## The property market is mixed right now

First up, let's address the main issue – the extent to which home values have fallen.

The latest figures from CoreLogic show that over the past year to 30 April 2019, home values nationally have dropped 7.2%<sup>2</sup>. However, like all averages, this doesn't paint the full picture.

Sydney and Melbourne have seen values drop 10.9% and 10.0% respectively in the last 12 months<sup>3</sup>. But these figures need to be put into perspective.

Philip Lowe, Governor of the Reserve Bank of Australia (RBA), recently noted that even after allowing for the declines in value, Sydney prices are still 75% higher over the decade, and 70% higher in Melbourne<sup>4</sup>.

AS LOWE OBSERVED, "MOST HOME OWNERS REMAIN IN A STRONG EQUITY POSITION."

Importantly, home values are not falling right across Australia.

According to CoreLogic, values have risen in Adelaide (up 0.3%), Hobart (3.8%) and Canberra (2.5%) over the past 12 months<sup>5</sup>. Plenty of regional areas are also experiencing rising prices including the Riverina (up 6.4%), Ballarat (up 5.9%), and the Coffs Harbour region of New South Wales (up 2.6%)<sup>6</sup>.

## Why have home values dropped?

Previous home price corrections have typically been the result of rising interest rates or higher unemployment. But that's not the case at present. The RBA<sup>7</sup> has acknowledged that right now, we're seeing key supply and demand forces at work.

On one hand, the building boom of recent years resulted in a significant increase in the supply of new homes. The Housing Industry Association (HIA) says approvals for new units averaged almost 30,000 per quarter for the three years of 2015-17<sup>8</sup>.

On the demand side, fewer overseas investors are active in the market, partly in response to authorities in China making it harder to move money offshore. In addition, several lenders including AMP, the Commonwealth Bank and Westpac no longer provide property finance to self-managed super funds (SMSFs), which has cooled demand from SMSFs planning to borrow to invest in residential property. At the same time, banks and other lenders, spooked by the Royal Commission and other enquiries into the financial sector, have tightened their lending criteria.

## Could prices fall further?

Market movements are always hard to predict, however CoreLogic head of research Tim Lawless says, "housing market conditions may have moved through the worst of the downturn."

A variety of factors will help to put a floor under home values.

Already, the HIA reports a slowdown in building approvals. House approvals fell by 4.8% during the March 2019 quarter, which follows from steady declines during 2018<sup>9</sup>. This will help to tighten the supply of new homes<sup>10</sup>.

Bear in mind too, the property downturn is occurring at a time when unemployment is at its lowest level since 2011, and this is expected to put pressure on wages growth<sup>11</sup>. Interest rates remain at record lows, and the RBA has even hinted that rates could fall further<sup>12</sup>.

On the demand side, over the next 10 years Australia's population is projected to increase by 1.4-1.8% annually<sup>14</sup>. This will mean another 3-5 million people all looking for a home, which will help to support demand.

## Could you benefit from today's market?

**Lower property values will be embraced by first home buyers, investors (who are now enjoying higher rental yields) and anyone with plans to upgrade their home.**

**If you're thinking about seizing the opportunities offered by more affordable home values and record low interest rates, speak to your local Mortgage Choice broker to discover the options that could work for you.**

<sup>2,3</sup> <https://www.corelogic.com.au/news/australias-dwelling-values-fall-half-percent-april-rate-decline-continues-ease>

<sup>4,7</sup> <https://www.rba.gov.au/speeches/2019/sp-gov-2019-02-06.html>

<sup>8</sup> HIA Building approvals lowest in 5 years 4 February 2019 <https://hia.com.au/-/media/HIA-Website/Files/Media-Centre/Media-Releases/2019/national/building-approvals-lowest-in-5-years.ashx>

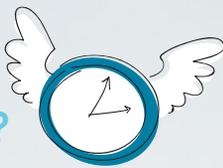
<sup>9</sup> <https://hia.com.au/-/media/HIA-Website/Files/Media-Centre/Media-Releases/2019/national/march-house-approvals-at-five-year-low.ashx>

<sup>10</sup> HIA Building approvals lowest in 5 years 4 February 2019 <https://hia.com.au/-/media/HIA-Website/Files/Media-Centre/Media-Releases/2019/national/building-approvals-lowest-in-5-years.ashx>

<sup>11,12</sup> <https://www.rba.gov.au/monetary-policy/rba-board-minutes/2019/2019-02-05.html>

<sup>14</sup> <https://www.abs.gov.au/ausstats/abs@/nsf/0/5A9C0859C5F50C30CA25718C0015182F?Opendocument>

# Should investors wait for the right time to buy?



**Experts say the best time to invest is when you're ready. But there are compelling reasons to suggest there's never been a better time to invest in the property market.**

Human beings can be fickle. We tend to buy up big when prices are low (ever noticed that sale times are so popular?).

When it comes to investing though, we often lack confidence to buy when prices are down. Yet this can be the best time to pick up a bargain.

Right now, many areas of the property market are dishing up some of the best affordability seen in years. Add in super-low interest rates and rising rental yields, and it's easy to see why the opportunities all flow investors' way.

Let's break it down.

## It's a buyer's market

The latest data from CoreLogic shows that across Australia's state capitals, property prices have dropped 8.49% over the last year<sup>15</sup>. In Sydney, prices are down 10.9%; Melbourne down 10.0%<sup>16</sup>.

Put simply, in our two biggest cities you could save around 10% on the price of a property by buying now compared to last year. And when we're talking about median property values of around \$781,000 and \$622,000 in Sydney and Melbourne respectively<sup>17</sup>, that's a valuable saving.

## Should you hold out longer?

Unfortunately, no one rings a bell to signify the end of a market downturn. However, CoreLogic confirms that the rate of price declines has slowed since December 2018<sup>18</sup>.

In fact, according to CoreLogic head of research Tim Lawless, "The current trend in the data implies that housing market conditions may have moved through the worst of the downturn<sup>19</sup>."

The thing to bear in mind is that property often works best as a long term investment. So while values may, or may not, fall further, buying today can give you the certainty of locking in excellent value.

## Interest rates are low

Reserve Bank of Australia (RBA) figures show that the 3-year fixed rate for investors are currently averaging around 4.24% p.a.<sup>20</sup>. That's the lowest since the RBA began recording these rates in 2015, and as Mortgage Choice brokers know, it may be possible to pay less.

Better still, some commentators believe that rates could fall further in 2019<sup>21</sup>.

## An easing lender market

Earlier this year, bank regulator APRA lifted the benchmark it had previously imposed on the level of interest-only loans banks are allowed to provide. It followed the removal of APRA's previous limits on the growth of investor-lending.

The bottom line is that banks have more scope to lend to investors.

## Yields are picking up

For investors, gross rental yields are rising in some cities. In Sydney, apartments are currently yielding 4.1%<sup>22</sup> compared to 3.8% at the end of last year<sup>23</sup>. Melbourne is delivering gross yields of 3.6%<sup>24</sup> compared to 3.4% in late 2018<sup>25</sup>.

That said, far higher gross rental yields are being achieved by investors in other state capitals including Darwin (6.0%), Hobart (5.2%) and Brisbane (4.6%)<sup>26</sup>.

## Where to buy?

Your choice of location is a very personal issue, hinging on what you are aiming to achieve through your property investment.

GETTING INTO THE MARKET TODAY CAN MEAN TAKING ADVANTAGE OF IMPROVED AFFORDABILITY, AND THAT'S A REAL PLUS FOR ACHIEVING YOUR PROPERTY GOAL.

As a broad overview, Canberra, Hobart and Adelaide have all achieved price gains over the last 12 months<sup>27</sup>. According to the latest CommSec State of the States report<sup>28</sup>, New South Wales and Victoria still have two of the nation's strongest state economies. Queensland is not far behind in third place for both economic growth and population growth, and in Western Australia, the population is increasing at its fastest pace in three years<sup>29</sup>.

**As CoreLogic's Tim Lawless notes, we are seeing signs of improved credit flows from lenders, and a mid-50% clearance rate of auction sales implies "a closer fit between buyer and seller expectations<sup>30</sup>."**

<sup>15, 16, 17, 18, 19, 22, 24, 26, 27, 30</sup>

<sup>15</sup> <https://www.corelogic.com.au/news/australias-dwelling-values-fall-half-percent-april-rate-decline-continues-ease>

<sup>20</sup> [https://www.rba.gov.au/statistics/tables/#interest-rates RBA Lending rates table F5](https://www.rba.gov.au/statistics/tables/#interest-rates-RBA_Lending_rates_table_F5)

<sup>21</sup> <https://mozo.com.au/reserve-bank-interest-rates>

<sup>25, 25</sup> CoreLogic Hedonic Home Value Index, November 2018 Results

<sup>28, 29</sup> [https://www.commsec.com.au/content/dam/EN/Campaigns\\_Native/stateofstates/april2019/CommSec\\_State\\_of\\_the\\_States\\_April2019.pdf](https://www.commsec.com.au/content/dam/EN/Campaigns_Native/stateofstates/april2019/CommSec_State_of_the_States_April2019.pdf)



# Australians worried about the rising cost of living

If it feels like your finances are constantly being stretched, you're not alone. We explain how to avoid Australians' leading concern.

The latest Financial Fitness white paper by Mortgage Choice and CoreData reveals the main worry keeping Australians awake at night.

No, it's not global warming. And it's not concerns about the economy either.

For two out of five Australians, the single greatest concern is the rising cost of goods and services<sup>31</sup>. It ranks far higher than worries about their physical health (16%) or the health and wellbeing of family members (17%)<sup>32</sup>.

## So, where do you live?

Just how much you're likely to share this concern can hinge on where you live. Queenslanders (45%) and Western Australians (44%) are most likely to be concerned about soaring living costs<sup>33</sup>.

And while worries about the cost of living are shared between men and women equally, what is interesting is that less than one-third (32%) of home owners cite this as their major concern<sup>34</sup>.

Indeed, Australians who own their home are more likely to focus on their family's health, with one in five (22%) citing this as their chief concern compared to 16% of all respondents<sup>35</sup>.

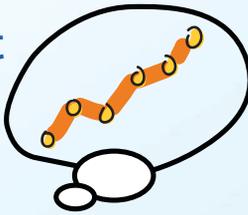
## What to do if you're worried?

If you're feeling stressed from the rising cost of living, there are strategies available to ease the financial pressure. Try one – or try them all – to stay on top of household expenses.

**TAILORED ADVICE CAN BE A POWERFUL INVESTMENT TO HELP EASE THE BURDEN OF RISING LIVING COSTS. GET IN TOUCH WITH YOUR LOCAL MORTGAGE CHOICE FINANCIAL ADVISER TODAY, AND START PLANNING RATHER THAN STRESSING**

### 1. Live the life you want to live.

One in three (35%) Australians feel under pressure to keep up appearances and maintain their lifestyle<sup>36</sup>. Rather than aiming to 'keep up with the Joneses', try putting pen to paper to write down what you wish to accomplish, such as buying a house or sending your children to the school of your choice. It's a simple way to clarify your priorities and focus on what really matters to you.



### 2. Identify where your money goes.

It's not what you earn that matters, it's how you use your money that really counts. If you're not already using a budget, try tracking your everyday spending to see where your cash is being spent. A range of apps is available to help, but the key point is identifying areas where you can cut back to help meet expenses without too much impact on your lifestyle.

### 3. Prepare for big bills.

Most of us have an idea of when big bills are going to arrive. No matter whether it's your home and contents insurance, car rego or a quarterly power bill, these expenses typically fall due with predictable regularity. That works in your favour, allowing you to plan ahead. When we receive large bills at the same time, it can contribute to the feeling that life is getting more expensive. So be prepared by putting money aside for monthly, quarterly or annual expenses. It can help you build a financial safety net and avoid future bill shock.

### 4. Know your level of risk.

It is important to know how to invest your money. You can chat to a Mortgage Choice financial adviser to help you get started or help boost your current investments. It's all about making your money work harder.

### 5. Reach out to help that's available.

Learning to manage your money is an important skill – and it's one that many Australians lack confidence in<sup>37</sup>.

The majority (56%) of Australians admit to being worried about their financial situation<sup>38</sup>. Yet, there's a wealth of freely available information to help you understand how to get more from your money.

Remember too, you can learn a lot by chatting with experts.

**Mortgage Choice financial advisers can help you get into better financial shape, with strategies to plan for the future, get more from your money and address your key financial concerns.**

31-38 <https://www.mortgagechoice.com.au/media/4477144/mortgage-choice-financial-fitness-whitepaper-2019.pdf>



# Ways you can save this end of financial year

**It's that time of year again. Time to sort through all of that paperwork (the always dreaded paperwork...) and get things in order to lodge your tax return.**

While we can't make the seemingly endless paperwork disappear, we can give you some tips to save some extra money this end of financial year (EOFY).

## There's benefits to all the paperwork

All the paperwork can save you a sweet buck or two. You don't want to miss out on deductions you're entitled to. Keeping on top of this task comes down to finding a system that works for you.

Whether weekly or monthly works best, set time aside to download statements and put all your receipts in the same place.

## Speak to someone with the knowledge

Accountants can help more than you think. Maybe you haven't seen one because you feel like you're paying a fee for something you can do yourself.

Turns out they can make a world of difference to your tax return when wanting to make the most of your money. There can be some confusing and difficult twists and turns in which a professional can really help out. Best part is, you can add the accounting fee as a deduction the next financial year.

## To buy a new car or go on that holiday?

If you're in the market for hot new wheels, EOFY is a great time to get out and start shopping for discounts. With car dealers wanting to clear outdated stock and meet their sales targets, go ahead and book a test drive. But remember that if a deal sounds too good to be true, it may very well be.

INSTEAD OF HAVING TO DIG AROUND FOR UNEXPECTED COSTS YOURSELF, MORTGAGE CHOICE CAN HELP YOU WITH PURCHASING YOUR NEXT CAR

Our car buying service means you provide us with the make and model of the car you are wanting to purchase and we search through a national network where dealers compete for your business. The best part is, we can also help trade in your current car and arrange a competitively priced car loan from our range of lenders.

Cars aren't the only great deal you can find this time of year. You can also find great discounts for other items such as appliances, electronics and furniture.

So, who mentioned a holiday? Amazing deals can be found for holidays as well, just a small thought to keep in the back of your mind.

## Feel the spirit of giving

Who doesn't feel good when you give to charity? If you don't, all we can tell you is that it can do more than give you that warm fuzzy feeling. When it comes to tax time, you may be able to claim these as a tax deduction.

So if you're weighing up whether to give your money to charity or the ATO, donating could be a strong contender. There's also no limit on how much you can donate, provided that the donation has gone to a Deductible Gift Recipient (DGR) and you have your receipt.

## Give your super some love

If you don't already have a salary sacrifice agreement set up, speak to your financial adviser to discuss if it's suitable for you. Salary sacrificing not only helps boost your superannuation savings, but you may also be able to pay less tax at the same time.

If you have a bit of extra cash lying around, you can also consider making a concessional contribution into your superannuation account. These contributions can be taxed at a lower rate than your income tax rate, depending on how much you earn.

Many factors should be taken into consideration including how much you earn and your age to know whether these are a good option for you, so give your financial adviser a call.

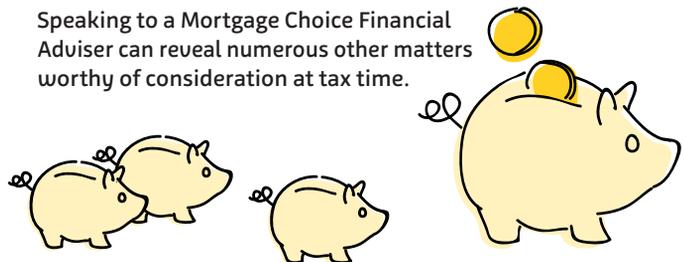
### IMPORTANT REMINDER:

BE WARY OF SCAMS AROUND THIS TIME OF YEAR. IF YOU FEEL LIKE THE PERSON YOU ARE IN COMMUNICATION WITH IS NOT WITH THE ATO - CONTACT THE ATO DIRECTLY TO ENSURE THE AUTHENTICITY OF THEIR CALL, LETTER OR EMAIL.

## Prepare, prepare, prepare!

We know it's easier said than done, but preparing for next EOFY can help you ensure you're receiving the deductions you're entitled to as well as work out some new ways to increase your tax refund next time. It's also good to look over your expenses and make future financial plans.

**Speaking to a Mortgage Choice Financial Adviser can reveal numerous other matters worthy of consideration at tax time.**



# Mental hacks to lower stress

**Sometimes stress can creep up on us in ways we wouldn't think.**

Do you seem to get headaches, clench your jaw or feel tension in your back during demanding times? These could all be red flags that stress has crept into your life.

Thankfully, there are many natural health hacks you could implement in your lives, whether it be part of your daily routine, or when you feel it coming on – you can train your mind to find its happy place no matter what life throws at you.

## **Let's do the time warp (again)**

It might sound a little unusual, but a time warp exercise could help regain a better perspective of a situation.

Try and reflect back on a stressful time that happened at least a year ago. It highlights how resilient you were when faced with adversity in the past and realise that you can do it again. It can put worries into perspective and help realise that the uncertainties we face are rarely the big deal our minds tend to make them into.

## **Reconceptualise your idea of stress**

Changing your mindset and approach to stress can help through giving gratitude for it. It's also important to remember that not all stress arises from a negative situation. We can also feel stressed in large, positive events or times of change, such as weddings, promotions or exciting travel.

A healthy amount of stress can also sharpen our concentration and drive us into taking action.

## **Imagine your parallel universes**

A quick exercise you could complete is to take a piece of paper and write down your current stressful situation. On one side, write down what you think could be the worst outcome (for example, losing your job or becoming homeless). On the other side, write down the very best imaginable outcome, no matter how far-fetched or ridiculous.

Looking at both scenarios usually demonstrates how unlikely either of these outcomes really are, and that you might find yourself somewhere in the middle.

## **Mindfulness and mind tricks**

If you're able to take a step back from continuously looking into the uncertainties of the future and focus on the 'now', you start becoming present in the moment. This could help you to experience your life fully and enter a situation without an expectation of the outcome.



## **Pump up the positive tunes**

Ever had the perfect song play at the perfect time and it just felt amazing? It's remarkable how music can make you feel in the moment.

Using this to your advantage can help to reduce your heart rate, regulate blood pressure and lower the levels of stress hormones in the blood.

## **Journal your worries 'write' away**

Think of writing as a debriefing session with yourself. It can be a powerful tool to notice any worries and connect deeply with yourself. Sometimes, you just need to 'say it out loud' to put a situation into perspective.

## **Hold your breath... and let it out**

When we feel stressed, our bodies tend to alter some of the basic processes such as breathing. Our breathing can become shallow, or we can start to gulp in more air than we expel.

Taking some time to practice long, slow and deep breathing can significantly help reduce the feeling of stress as you are showing less physical signs of it.

Next time you're feeling that tension in your jaw, lower back or have a headache coming on, give these hacks a go to naturally help reduce the feeling of stress.

**Show us what your relaxing and mental hacks look like on Instagram, using #MCmentalhacks**

# Lots to love about personal loans

Australians can pick from a number of payment options, but personal loans have always had plenty in their favour.

From traditional lay-by and credit cards, to personal loans and buy now/pay later options like Afterpay, Australians are spoilt for choice when it comes to the way we pay for purchases.

However, personal loans really shine when it comes to helping achieve a variety of goals while letting you maintain control of your money.

Here are five popular ways to use personal loans:

## 1 Weddings – enjoy your special day

MoneySmart found that Australians spend an average of \$36,200 on their wedding<sup>39</sup>. A personal loan can make budgeting for your wedding easier with the set monthly repayments.

## 2 Ship ahoy! Get on the water sooner

We wouldn't blame you for wanting to join the 2.6 million Aussie households that own a boat<sup>40</sup>. A personal boat loan can be very quick to organise so you can set sail sooner.

## 3 Renovating your home – preserve savings for emergencies

If you have home improvements in mind, a personal loan can be the option for you to allow you to hold onto your savings for a rainy day or emergencies.

## 4 Debt consolidation – streamline and save

A personal loan could help with debt consolidation as rates are often lower than other types of debt. This provides opportunities to save on interest charges, potential to lower your overall monthly repayments and minimise on the multiple repayments to one easy-to-plan-for monthly payment.

## 5 Enjoy your dream getaway

A personal loan gives you the funds now to take advantage of holiday deals, such as specials on fares and accommodation and discounts to different attractions when they pop up. It can also make it easier to budget for your trip without the need to resort to high rate credit cards.

Contact your Mortgage Choice broker to know how a personal loan could help you tick off your personal bucket list.

<sup>39</sup><https://www.moneysmart.gov.au/life-events-and-you/life-events/getting-married/how-much-can-a-wedding-cost>

<sup>40</sup><http://www.roymorgan.com/findings/7109-high-tide-boat-ownership-rising-in-australia-201701170931>

## NORTHERN RIVERS HOUSING MARKET KEY STATISTICS

Suburb	Property Type	Number Sold (12 mths)	Median Sale Price	Median Rent
Byron Bay	House	102	\$1,391,803	\$800
Byron Bay	Unit	70	\$815,390	\$630
Lennox Head	House	99	\$971,326	\$630
Lennox Head	Unit	35	\$736,796	\$529
Ballina	House	107	\$570,107	\$520
Ballina	Unit	68	\$426,366	\$380
Alstonville	House	98	\$531,263	\$482
Alstonville	Unit	27	\$334,234	\$343
Goonellabah	House	252	\$377,343	\$399
Goonellabah	Unit	37	\$276,359	\$300

Source: RP Data, May 2019. All figures are current and based on data available at the time the report is published.

## National Housing Market Key Statistics

Australia's housing values fall half a percent in April, however CoreLogic figures confirm that the decline in home values has lost some momentum over recent months.

Other insights supporting an improvement in housing market conditions include a rise in mortgage-related valuations activity, an improvement in household finance data, and the fact that auction clearance rates are holding around the mid-50% range across the major auction markets.

According to CoreLogic head of research Tim Lawless, "While none of these indicators could be described as strong, the current trend in the data implies that housing market conditions may have moved through the worst of the downturn.

**For more market information and to discover if it's a good time for you to invest in property, or even utilise current conditions to refinance or upgrade your current home, contact your local Mortgage Choice broker today.**

Source: CoreLogic Hedonic Home Value Index April 2019.