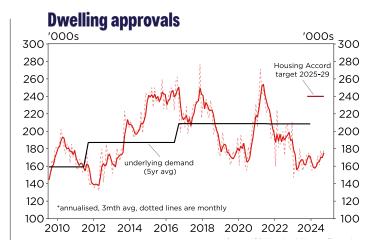


31 October 2024

AUSTRALIAN DWELLING APPROVALS BULLETIN

Modest up-trend starting to show through more clearly

- Total dwelling approvals rose 4.4% in the September month to be up 6.3% for the quarter, building on a 4.7% rise in the June quarter.
- Approvals are starting to show clearer signs of a modest up-trend forming.
- Detached house approvals are showing the clearest up-trend, with units still languishing at low levels.
- State divergences are becoming starker. NSW, Vic and Tas are showing no real signs of a pick-up but Qld, WA and SA are seeing robust gains. That mirrors a similar divergence in wider housing market performances and may also reflect differences in state government policy measures. These upturns may put additional pressure on already strained pipelines in WA and SA.
- Cost pressures appear to be seeing a sustained moderation.



Total dwelling approvals +4.4%mth, +6.8%yr



A clearer picture of a gradual and uneven recovery



Matthew Hassan Head of Australian Macro-forecasting

Dwelling approvals rose 4.4% in September, coming in slightly above the consensus forecast of a 2.1% gain. The latest month was the first relatively 'clean' read following some unit-led choppiness in August (–3.9%) and July (+10%). As such, the result is a clearer sign that a recovery is starting to gain some traction. That said, the detail shows the recovery is narrowly-based, mainly driven by detached house approvals in Queensland, Western Australia and South Australia. Several factors suggest this will continue to be the case near term.

Most of the figures in the table and in the accompanying charts show approvals in rolling three-month average terms, to tone down the volatility of the monthly data.

Detached houses lifting but units languish

As noted, the most positive signs are coming from private detached house approvals. While the segment trailed units in the month and over the quarter, it has shown more consistent trend gains since the start of the year – a positive sign for what is typically a more stable segment. Annual growth is running at 13.1%yr for quarterly approvals. That said, detached house approvals are still slightly below their 10yr average.

Meanwhile, units are still bumping around historic lows. As always, volatility makes this segment harder to assess but so far there are no convincing signs of a lift in either the aggregate or detailed picture. While the 8.3% rise in unit approvals for the September quarter may look promising, it follows a flat June quarter and sharp 17.6% drop in the March quarter.

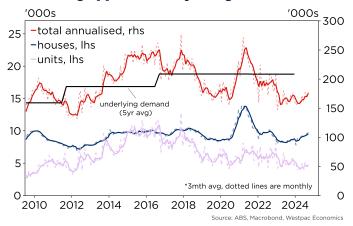
Most of this reflects shift in 'high rise' approvals where the broader picture is still fairly bleak - approvals over the last 12 months down 17% on the previous year and 60% below the highs seen nearly a decade ago. Rising construction costs have been a big issue for this segment over the last two years. Consumer preferences have also turned against high rise over the last decade despite dwellings in this space typically being more affordable than detached houses. 'Low-mid rise' unit approvals have been steadier but also softer in trend terms, declining 5.5%gtr and 5.8%yr. Consumers have shown a clearer preference for this type of dwelling, particularly in the large capital cities where affordability is more challenging. More generally, the lack of traction around unit approvals makes it much harder to meet the already ambitious Housing Accord target of 1.2m new dwellings by 2029. Higher density construction will be critical to accelerating housing supply.

Building approvals - September 2024

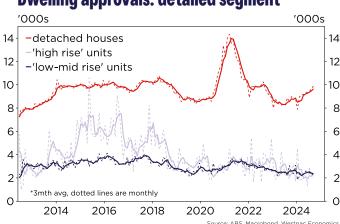
	3mth %chg*			%yr	
3mth avg	latest	Aug	Sep	Aug	Sep
Private houses	9,535	3.1	4.3	11.6	13.1
Private units	4,744	2.7	8.3	-5.1	-1.3
Public dwellings	341	31.5	43.9	-15.5	51.0
Total dwellings	14,620	3.4	6.3	5.1	8.6
Total dwellings, mthly*	14,842	-3.9	4.4	4.7	6.8
– units in 'high rise'∧	2,420	-0.6	27.8	-13.5	6.3
– units in 'low rise'∧	2,373	-0.8	-5.5	0.5	-5.8
Renovations, \$bn	1.152	4.4	1.0	13.5	10.3
Non-res., \$bn	5.261	-9.6	0.6	-32.2	-15.0

^{*}figures for 'total dwellings mthly' are monthly and mthly%ch, all others are rolling 3mth avg and 3mth%ch; ^all sectors, Westpac estimates Sources: ABS, Westpac Economics

Dwelling approvals: major segment



Dwelling approvals: detailed segment



Past performance is not a reliable indicator of future performance. The forecasts given above are predictive in character. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The results ultimately achieved may differ substantially from these forecasts.

e of ceasts may be affected by morrier assumptions of by known of anknown risks and office fallings. The results definitely defice assumptions of by known of anknown risks and office fallings.



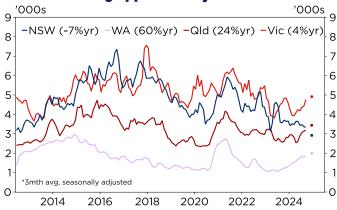
States diverge

The other clear pattern showing through is the divergence across states. Unit-related noise obscures the picture a little but there look to be two clear groups forming. The first, comprising of NSW, Victoria and Tasmania, is showing little or no evidence of an upturn with quarterly approvals down 1.4%yr on a combined basis. The second, comprising of Queensland, WA and SA, is where the action is, quarterly approvals up 25%yr on a combined basis.

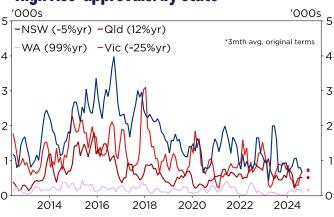
That split is also evident in wider market performances, dwelling price growth running at a double-digit annual pace across capital cities in the 'medium-sized' states but at a much slower pace in NSW and slipping lower in Victoria and Tasmania. There may also be a policy element to this divergence with the 'strong' states all introducing some variation on stamp duty concessions and/or additional grants for first home buyers.

The segment detail shows the divergence more clearly for detached houses. State 'high rise' approvals highlight the extent of noise rather than any clear trends while 'low-mid' rise approvals are generally oscillating around a down-trend, Queensland looking a little more stable.

Total dwelling approvals: by state



'High rise' approvals: by state



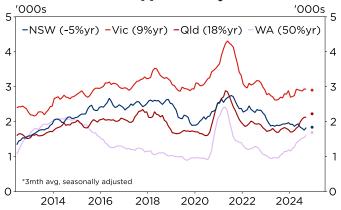
Pipeline pressures varying as well

It should be noted that the continued backlog of unfinished dwelling projects also shows significant variations by state. In some cases, the lift in new approvals will add to already high loading.

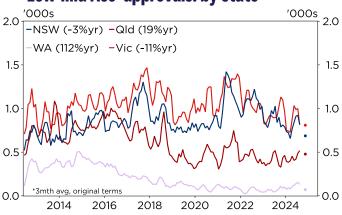
Figures to June 2024 show there are still 220k dwellings under construction nationally, down only marginally from the 240k peak seen when supply chain disruptions were most intense in 2022. Around 90k of these are detached houses, which peaked at 105k. This compares to pre-COVID levels of 60k for detached houses and 200k for all dwellings.

Relative to the current pace of completions, the state figures show the pipeline is a significantly larger backlog in Western Australia and South Australia, where it is still over a year's building. As such, the lift in new dwelling approvals in these states could even see the pipeline rise again from here, in Western Australia in particular. Conditions appear more balanced in the bigger south eastern states, with subdued new approvals likely to see a further rundown of backed up work in New South Wales and Queensland.

Detached house approvals: by state



'Low-mid rise' approvals: by state



Past performance is not a reliable indicator of future performance. The forecasts given above are predictive in character. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The results ultimately achieved may differ substantially from these forecasts.



Renovations and non residential building

The value of renovation approvals has been hovering a around a flat trend, dipping 1.3% in the September month but up 1% for the quarter. The quarterly value of approvals are still up 10%yr

Meanwhile, the value of non-residential building approvals has been stabilising after a big pull-back, up 3.6% in the month but just 0.6% for the quarter. Quarterly approvals are down 15%yr.

Note the cost escalation will be a factor in both of these approval measures. For renovations, that points to flatter underlying 'volumes' of work approved while for non-residential building it implies large outright declines.

We can get a sense of the cost side of building from the dwelling approvals data where we can back out estimates of the average value of dwellings approved, for detached houses in particular. This surged 20% when the cost-of-living crisis erupted in 2022, capturing the sharply higher cost of raw materials (steel and timber especially) and the sector's wider profitability issues stemming from fixed price contracting.

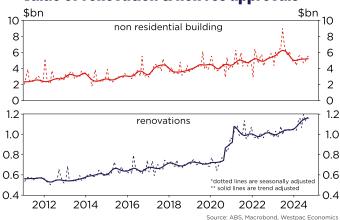
The latest update shows a continuation of the more sedate cost pulse that has emerged since mid year, annual growth in average house approval values holding just over 3.0%yr.

While this does not map perfectly to the house purchase cost component of the CPI, it is broadly consistent, perhaps hinting at some further moderation into year-end.

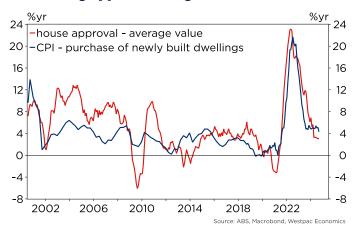
Conclusion

Overall, September dwelling approvals update provides clearer evidence that a recovery is starting to form but that it is narrowly-based, confined to detached houses and the 'mid-sized' states. That pattern looks likely to continue near term.

Value of renovation & non res approvals



Dwelling approvals: avg value



Past performance is not a reliable indicator of future performance. The forecasts given above are predictive in character. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The results ultimately achieved may differ substantially from these forecasts.



Corporate Directory

Westpac Economics / Australia

Sydney Level 19, 275 Kent Street Sydney NSW 2000 Australia

E: economics@westpac.com.au

Luci Ellis Chief Economist Westpac Group E: luci.ellis@westpac.com.au

Matthew Hassan Head of Australian Macro-Forecasting E: mhassan@westpac.com.au

Elliot Clarke
Head of International Economics
E: eclarke@westpac.com.au

Justin Smirk Senior Economist E: jsmirk@westpac.com.au

Pat Bustamante Senior Economist E: pat.bustamante@westpac.com.au

Mantas Vanagas Senior Economist E: mantas.vanagas@westpac.com.au

Ryan Wells Economist E: ryan.wells@westpac.com.au

Illiana Jain Economist E: illiana.jain@westpac.com.au

Jameson Coombs Economist E: jameson.coombs@westpac.com.au

Neha Sharma Economist E: neha.sharma1@westpac.com.au

Westpac Economics / New Zealand

Auckland Takutai on the Square Level 8, 16 Takutai Square Auckland, New Zealand

E: economics@westpac.co.nz

Kelly Eckhold Chief Economist NZ E: kelly.eckhold@westpac.co.nz

Michael Gordon Senior Economist E: michael.gordon@westpac.co.nz

Darren Gibbs Senior Economist E: darren.gibbs@westpac.co.nz

Satish Ranchhod Senior Economist E: satish.ranchhod@westpac.co.nz

Paul Clark Industry Economist E: paul.clarke@westpac.co.nz

Westpac Economics / Fiji

Suva 1 Thomson Street Suva, Fiji

Shamal Chand
Senior Economist
E: shamal.chand@westpac.com.au



DISCLAIMER

©2024 Westpac Banking Corporation ABN 33 007 457 141 (including where acting under any of its Westpac, St George, Bank of Melbourne or BankSA brands, collectively, "Westpac"). References to the "Westpac Group" are to Westpac and its subsidiaries and includes the directors, employees and representatives of Westpac and its subsidiaries.

Things you should know

We respect your privacy: You can view our privacy statement at Westpac.com.au. Each time someone visits our site, data is captured so that we can accurately evaluate the quality of our content and make improvements for you. We may at times use technology to capture data about you to help us to better understand you and your needs, including potentially for the purposes of assessing your individual reading habits and interests to allow us to provide suggestions regarding other reading material which may be suitable for you.

This information, unless specifically indicated otherwise, is under copyright of the Westpac Group. None of the material, nor its contents, nor any copy of it, may be altered in any way, transmitted to, copied of distributed to any other party without the prior written permission of the Westpac Group.

Disclaimer

This information has been prepared by Westpac and is intended for information purposes only. It is not intended to reflect any recommendation or financial advice and investment decisions should not be based on it. This information does not constitute an offer, a solicitation of an offer, or an inducement to subscribe for, purchase or sell any financial instrument or to enter into a legally binding contract. To the extent that this information contains any general advice, it has been prepared without taking into account your objectives, financial situation or needs and before acting on it you should consider the appropriateness of the advice. Certain types of transactions, including those involving futures, options and high yield securities give rise to substantial risk and are not suitable for all investors. We recommend that you seek your own independent legal or financial advice before proceeding with any investment decision. This information may contain material provided by third parties. While such material is published with the necessary permission none of Westpac or its related entities accepts any responsibility for the accuracy or completeness of any such material. Although we have made every effort to ensure this information is free from error, none of Westpac or its related entities warrants the accuracy, adequacy or completeness of this information, or otherwise endorses it in any way. Except where contrary to law, Westpac Group intend by this notice to exclude liability for this information. This information is subject to change without notice and none of Westpac or its related entities is under any obligation to update this information or correct any inaccuracy which may become apparent at a later date. This information may contain or incorporate by reference forward-looking statements. The words "believe", "anticipate", "expect", "intend", "plan", "predict", "continue", "assume", "positioned", "may", "will", "should", "shall", "risk" and other similar expressions that are predictions of or indicate future events and future trends identify forward-looking statements. These forward-looking statements include all matters that are not historical facts. Past performance is not a reliable indicator of future performance, nor are forecasts of future performance. Whilst every effort has been taken to ensure that the assumptions on which any forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The ultimate outcomes may differ substantially from any forecasts.

Conflicts of Interest: In the normal course of offering banking products and services to its clients, the Westpac Group may act in several capacities (including issuer, market maker, underwriter, distributor, swap counterparty and calculation agent) simultaneously with respect to a financial instrument, giving rise to potential conflicts of interest which may impact the performance of a financial instrument. The Westpac Group may at any time transact or hold a position (including hedging and trading positions) for its own account or the account of a

client in any financial instrument which may impact the performance of that financial instrument.

Author(s) disclaimer and declaration: The author(s) confirms that no part of his/her compensation was, is, or will be, directly or indirectly, related to any views or (if applicable) recommendations expressed in this material. The author(s) also confirms that this material accurately reflects his/her personal views about the financial products, companies or issuers (if applicable) and is based on sources reasonably believed to be reliable and accurate.

Further important information regarding sustainability-related content: This material may contain statements relating to environmental, social and governance (ESG) topics. These are subject to known and unknown risks, and there are significant uncertainties, limitations, risks and assumptions in the metrics, modelling, data, scenarios, reporting and analysis on which the statements rely. In particular, these areas are rapidly evolving and maturing, and there are variations in approaches and common standards and practice, as well as uncertainty around future related policy and legislation. Some material may include information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. There is a risk that the analysis, estimates, judgements, assumptions, views, models, scenarios or projections used may turn out to be incorrect. These risks may cause actual outcomes to differ materially from those expressed or implied. The ESG-related statements in this material do not constitute advice, nor are they guarantees or predictions of future performance, and Westpac gives no representation, warranty or assurance (including as to the quality, accuracy or completeness of the statements). You should seek your own independent advice.

Additional country disclosures:

Australia: Westpac holds an Australian Financial Services Licence (No. 233714). You can access Westpac's Financial Services Guide here or request a copy from your Westpac point of contact. To the extent that this information contains any general advice, it has been prepared without taking into account your objectives, financial situation or needs and before acting on it you should consider the appropriateness of the advice.

New Zealand: In New Zealand, products and services are provided by either Westpac (NZ division) or Westpac New Zealand Limited (company number 1763882), the New Zealand incorporated subsidiary of Westpac ("WNZL"). Any product or service made available by WNZL does not represent an offer from Westpac or any of its subsidiaries (other than WNZL). Neither Westpac nor its other subsidiaries guarantee or otherwise support the performance of WNZL in respect of any such product. WNZL is not an authorised deposit-taking institution for the purposes of Australian prudential standards. The current disclosure statements for the New Zealand branch of Westpac and WNZL can be obtained at the internet address www.westpac.co.nz.

Singapore: This material has been prepared and issued for distribution in Singapore to institutional investors, accredited investors and expert investors (as defined in the applicable Singapore laws and regulations) only. Recipients of this material in Singapore should contact Westpac Singapore Branch in respect of any matters arising from, or in connection with, this material. Westpac Singapore Branch holds a wholesale banking licence and is subject to supervision by the Monetary Authority of Singapore.

U.S: Westpac operates in the United States of America as a federally licensed branch, regulated by the Office of the Comptroller of the Currency. Westpac is also registered with the US Commodity Futures Trading Commission ("CFTC") as a Swap Dealer, but is neither registered as, or affiliated with, a Futures Commission Merchant registered with the US CFTC. The services and products referenced above are not insured by the Federal Deposit Insurance Corporation ("FDIC"). Westpac Capital Markets, LLC ("WCM'), a wholly-owned subsidiary of Westpac, is a broker-dealer registered under the

Disclaimer continues overleaf

Past performance is not a reliable indicator of future performance. The forecasts given above are predictive in character. Whilst every effort has been taken to ensure that the assumptions on which the forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The results ultimately achieved may differ substantially from these forecasts.



U.S. Securities Exchange Act of 1934 ('the Exchange Act') and member of the Financial Industry Regulatory Authority ('FINRA'). This communication is provided for distribution to U.S. institutional investors in reliance on the exemption from registration provided by Rule 15a-6 under the Exchange Act and is not subject to all of the independence and disclosure standards applicable to debt research reports prepared for retail investors in the United States. WCM is the U.S. distributor of this communication and accepts responsibility for the contents of this communication. Transactions by U.S. customers of any securities referenced herein should be effected through WCM. All disclaimers set out with respect to Westpac apply equally to WCM. If you would like to speak to someone regarding any security mentioned herein, please contact WCM on +1 212 389 1269. Investing in any non-U.S. securities or related financial instruments mentioned in this communication may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the SEC in the United States. Information on such non-U.S. securities or related financial instruments may be limited. Non-U.S. companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect in the United States. The value of any investment or income from any securities or related derivative instruments denominated in a currency

The author of this communication is employed by Westpac and is not registered or qualified as a research analyst, representative, or associated person of WCM or any other U.S. broker-dealer under the rules of FINRA, any other U.S. self-regulatory organisation, or the laws, rules or regulations of any State. Unless otherwise specifically stated, the views expressed herein are solely those of the author and may differ from the information, views or analysis expressed by Westpac and/or its affiliates.

other than U.S. dollars is subject to exchange rate fluctuations that may

have a positive or adverse effect on the value of or income from such

securities or related derivative instruments.

UK and EU: The London branch of Westpac is authorised in the United Kingdom by the Prudential Regulation Authority (PRA) and is subject to regulation by the Financial Conduct Authority (FCA) and limited regulation by the PRA (Financial Services Register number: 124586). The London branch of Westpac is registered at Companies House a branch established in the United Kingdom (Branch No. BR000106). Details about the extent of the regulation of Westpac's London branch by the PRA are available from us on request.

Westpac Europe GmbH ("WEG") is authorised in Germany by the Federal Financial Supervision Authority ('BaFin') and subject to its regulation. WEG's supervisory authorities are BaFin and the German Federal Bank ('Deutsche Bundesbank'). WEG is registered with the commercial register ('Handelsregister') of the local court of Frankfurt am Main under registration number HRB 118483. In accordance with APRA's Prudential Standard 222 'Association with Related Entities', Westpac does not stand behind WEG other than as provided for in certain legal agreements (a risk transfer, sub-participation and collateral agreement) between Westpac and WEG and obligations of WEG do not represent liabilities of Westpac.

This communication is not intended for distribution to, or use by any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation. This communication is not being made to or distributed to, and must not be passed on to, the general public in the United Kingdom. Rather, this communication is being made only to and is directed at (a) those persons falling within the definition of Investment Professionals (set out in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order")); (b) those persons falling within the definition of high net worth companies, unincorporated associations etc. (set out in Article 49(2) of the Order; (c) other persons to whom it may lawfully be communicated in accordance with the Order or (d) any persons to whom it may otherwise lawfully be made (all such persons together being referred to as "relevant persons"). Any person who is not a relevant person should not act or rely on this communication or any of its contents. In the same way, the information contained in this communication is intended for "eligible counterparties" and "professional clients" as defined by the rules of the Financial Conduct

Authority and is not intended for "retail clients". Westpac expressly prohibits you from passing on the information in this communication to any third party.

This communication contains general commentary, research, and market colour. The communication does not constitute investment advice. The material may contain an 'investment recommendation' and/ or 'information recommending or suggesting an investment', both as defined in Regulation (EU) No 596/2014 (including as applicable in the United Kingdom) ("MAR"). In accordance with the relevant provisions of MAR, reasonable care has been taken to ensure that the material has been objectively presented and that interests or conflicts of interest of the sender concerning the financial instruments to which that information relates have been disclosed.

Investment recommendations must be read alongside the specific disclosure which accompanies them and the general disclosure which can be found here. Such disclosure fulfils certain additional information requirements of MAR and associated delegated legislation and by accepting this communication you acknowledge that you are aware of the existence of such additional disclosure and its contents.

To the extent this communication comprises an investment recommendation it is classified as non-independent research. It has not been prepared in accordance with legal requirements designed to promote the independence of investment research and therefore constitutes a marketing communication. Further, this communication is not subject to any prohibition on dealing ahead of the dissemination of investment research.