

Housing Industry Forecasting Group

Forecast
Dwelling Commencements
in Western Australia



April Update 2011



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Published April 2011

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1 Executive Summary

The April Update provides a reality check on the group's October 2010 report released last November. The key points of the April Update are:

- Despite the continued strength of the Western Australian economy, the residential property market has continued to soften since 2010. While a significant level of construction work remains to be completed, builders are reporting a reduction in traffic through display homes and reluctance on the part of potential buyers to sign contracts.
- There is no overall land shortage in Perth with land listings up and final lot approvals in the State 35% higher in December quarter 2010 compared with the previous quarter and +31% on a year ago.
- Perth's median house price in the December quarter of 2010 was \$480,000, this is marginally down (-2%) compared with December 2009.
- As at February 2011, total year-to-date seasonally adjusted dwelling approvals for WA at 14,005 were down 19% compared to the same period in 2009/10.
- Seasonally adjusted total dwelling commencements in the December quarter of 2010 at 5,265 were down 1% on the previous quarter and down 7% on the same quarter of 2009.
- Home loan commitments slowed in 2010 with total commitments (excluding refinancing) 18% lower in January 2011 than 12 months previously. First homebuyers with 27% of commitments were back to their long-term average for the last 11 years.
- The decline in FHOG applications evident in 2009/10 appears to have bottomed out with applications for new homes back to a similar level existing in the period before the global financial crisis.
- Perth's median rental was unchanged for four quarters of 2010 but with a vacancy rate of close to 3% in early 2011, rents are beginning to increase again.
- Despite the softening housing market, housing affordability remains an issue for a significant number of Western Australian households, whether in affording private sector rents or accessing home ownership.
- In January 2011, the average loan size of finance commitments to first homebuyers was \$265,900 in Western Australia. The median price of established homes bought by first homebuyers in January 2011 was \$390,000.
- Despite one figure being a median and the other an average, the nominal difference suggests a substantial deposit gap of around \$120,000, whether it has been saved by the first homebuyer or provided by family.
- In the March quarter 2011, a family with a low income of \$37,350 pa (50% of median gross household income) would have been able to afford less than 6% of private sector rents in Perth. A single person with an income just above the income limit for public housing of \$430 per week would have been able to access a mere one percent of all new lettings in the quarter.
- In previous reports, HIFG noted the importance of demolition data for forecasting future demand for housing. The group welcomes the work by the Department of Planning in starting to collect this information from local government.

The Group sees no reason to alter its October 2010 forecast of 20,000 dwellings starts for 2010/11 and has adjusted its forecast for 2011/12 slightly downwards from 20-21,000 to 20,000.

HIFG's next full report will be published in October 2011.

2 Introduction

The Group's October 2010 annual report forecast dwelling commencements would fall by 21% in 2010/11 following the significant growth in the 2009/10, which resulted from a combination of first homebuyer activity and the social housing stimulus. Data that has become available since our last report supports that forecast and we see no new factors to make any change.

The Group considers the stock of vacant residential land is adequate to meet demand for the immediate future but continued implementation of the planning reform agenda is required by all players to improve the operation of the land development pipeline for when the demand for residential land once again rises.

3 Housing Industry Drivers

3.1 Economic Overview

Growth in the WA economy slowed markedly in the second half of 2010 but is poised to gather significant momentum this year as business investment in the resources sector accelerates. Nevertheless, as in all states, private consumption is subdued as households remain cautious about incurring further debt and increase their rate of saving.

WA's unemployment rate remains the lowest of any state, having fallen by more than one full percentage point since its GFC peak. Full-time employment that was falling sharply in mid to late 2009 is now growing strongly. In the year to March, it grew by 4 per cent in WA, and 3.6 per cent in the rest of Australia.

The Reserve Bank left the cash rate unchanged at 4.75% pa for a fifth month in a row in April in the face of modest growth in household consumption, subdued building approvals and the impact of the strong Australian dollar on both inflation and export competitiveness. Nationally, business investment remains soft, but the RBA expects it to grow strongly throughout its forecasting horizon to the middle of 2013 on the back of resource projects, many of which are in WA.

The forecasts of dwelling commencements assume that, if business investment accelerates in line with the RBA's expectations, modest further tightening of monetary policy in the second half of this year and into 2012 will be needed to contain inflation within the RBA's medium-term 2-3 per cent target range. If variable rate housing loan interest rates rise by more than around 50-75 basis points by the middle of next year, downside risk to the forecasts will rise.

Availability of finance for residential property development continues to remain less plentiful than before securitisation markets collapsed in the middle of 2007. However, the Reserve Bank Board noted a recovery in the securitisation market with the "...issuance of residential

mortgage-backed securities without the support of the Australian Office of Financial Management and yields had been below those in recent deals ...¹.

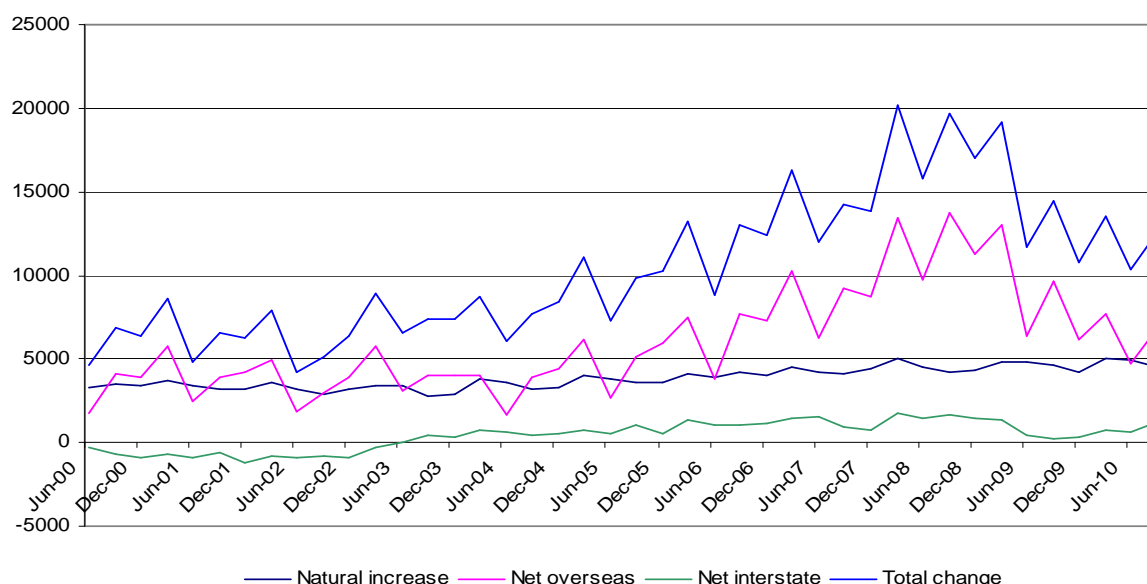
3.3 Population Growth

The latest demographic data to September quarter 2010 indicated:

- The growth in WA's population has continued to moderate since 2009 (see Figure 1), with an annual increase of 2.1% in the 12 months to September quarter 2010.
- The preliminary estimate of WA's annual population increase to September 2010 was 47,300, which was 15,000 lower than for the year to September 2009.
- Net overseas migration at 6,900 in the quarter was 29% lower than for the same quarter of 2009. A major factor in this decline has been the large reduction in overseas students coming to Australia, including Western Australia.

Figure 1: Components of WA's Population Growth, June 2000 - Sept 2010

Source: ABS Cat No 3101.0 Table 2



4 Land Supply

4.1 Lot Potential and Production

The number of residential lots conditionally approved in December quarter 2010 totalled 6,962 lots across the State, which was down 7% on the previous quarter but up 15% on the December quarter of 2009. Final approvals for residential lots in the December quarter totalled 3,687 across the State, representing increases of 35% from the previous quarter and 31% from the same quarter of 2009². Of the total, Perth accounted for 3,119 lots or 85% of the State total with 568 (15%) in regional WA (including the Peel region).

¹ Minutes of the Monetary Policy Meeting of the Reserve Bank Board, March 2011, RBA

² Department of Planning data yet to be released.

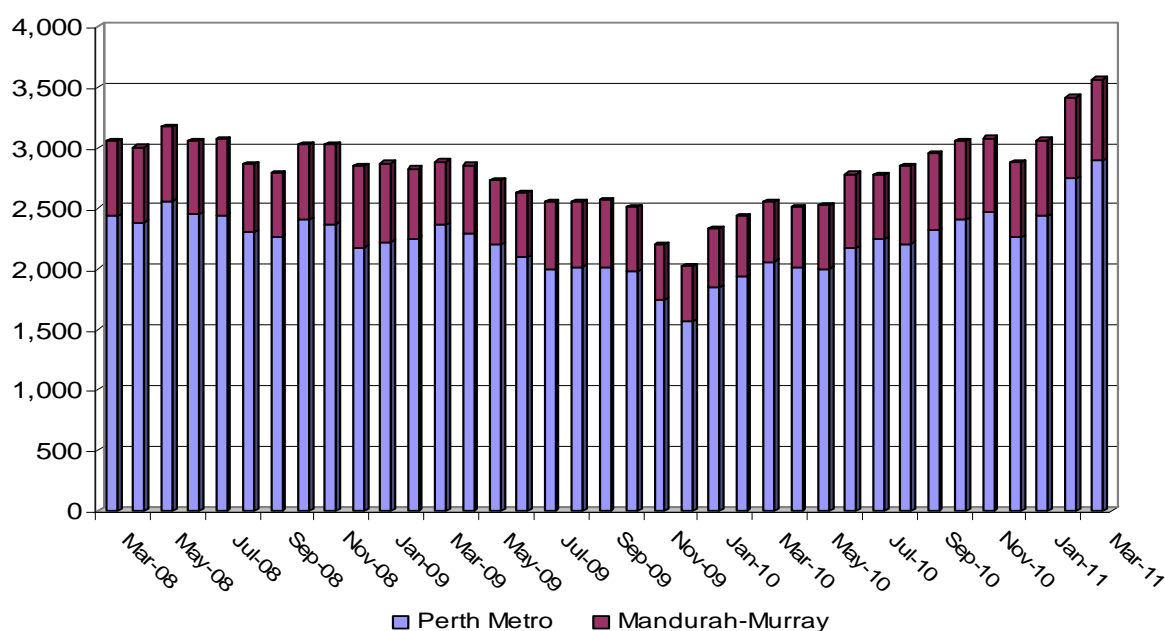
There has been a significant increase in Perth's land development activity by the 42 largest land developers. A survey of UDIA(WA) members³ reported 4,673 lots under construction for release within 12 months as at 31 December 2010, up 42% on December 2009 and the highest level since 2007. However, in regional WA development activity was down 29% on the same quarter of 2009 with UDIA(WA) members reporting the construction of 917 lots for availability in the next 12 months. Most activity was reported to be occurring in Mandurah and Harvey.

HIFG notes the introduction of Six Star energy requirements and is concerned about the cost implications of the standards on lot orientation. This will have significant cost implications where lots are not correctly orientated and an adverse impact on housing affordability, which needs to be recognised by government.

The following chart of land listings by REIWA members shows Perth listings have been rising from the low point of 1,569 lots in December 2009 to 2,887 lots in March 2011, the latter being 40% above March 2010 listings. Listings of 676 lots for the Mandurah/Murray region were up by 37% over the year while in Greater Bunbury listings fell 10% to 238 lots in the year to March 2011.

Figure 2: REIWA Land listings in Perth and Mandurah, March 2008 - March 2011

Source: Real Estate Institute of WA



4.2 Residential Land Sales

The index of lots sold by UDIA (WA) members in the December quarter of 2010 was down 29% on the June quarter of 2010 and 20% lower than the December quarter 2009. The average price of lots sold was \$241,526 in the December quarter 2010, 2% lower than six months previously and only 1% higher than a year ago. UDIA (WA) reported, "While the land market managed to stay relatively steady throughout the majority of 2010 compared with the

³ Urban Development Index, December quarter 2010, UDIA (WA)

*established housing market, the December quarter reflects the impact of numerous interest rate rises and low consumer confidence.*⁴

The latest settled land sales data from REIWA as at mid February 2011 indicates there were 1,175 land sales in Perth in the December quarter 2010, which is presently 45% down on the previous quarter and down 18% on the December quarter 2009. Preliminary regional land sales volumes for December quarter 2010 were down 34% from 579 compared with 873 in the previous quarter. The overall median land price has shown a small increase of 4% to \$166,250 on the previous quarter.⁵

5 Building Industry Activity and Trends

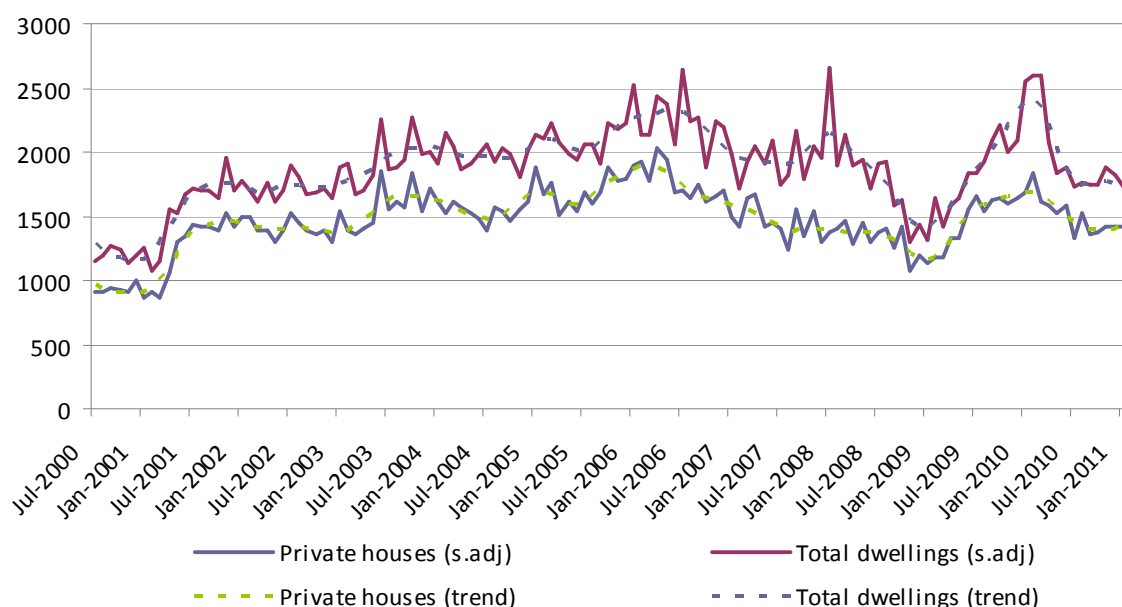
While a significant amount of residential construction work remains to be completed (see Section 4.2.2 below), the overall impression is that Western Australia's residential building sector has entered a quiet phase. HIA members report that traffic through display homes is down 25% on two years ago and a lack of consumer confidence appears to be making potential buyers reluctant to sign building contracts.

5.1 Building Approvals

As at February 2011, total year-to-date seasonally adjusted dwelling approvals at 14,005 were down 19% compared to the same period in 2009/10. The trend estimate for the number of total dwellings has fallen for the last four months and the trend in private sector houses has been flat since its most recent low point last October.

Figure 3: Building approvals in WA, July 2000 - February 2011

Source: ABS Cat. No. 8731.0 Table 5



⁴ Urban Development Index, December Quarter 2010, UDIA (WA)

⁵ Market Update, December Quarter 2010, March 2011, REIWA

Multi-residential dwellings accounted for a 19% share of total building approvals in the financial year to February 2011 and were marginally down on the 20% share for 2009/10. Perth continued to account for 72% of financial year-to-date total building approvals (8,149 houses and 1,749 other dwellings), with multi-residential units representing 18% of total approvals in Perth compared with 26% in 2007/08, 19% in 2008/09 and 20% in 2009/10.

Across the State, year-to-date approvals to February 2011 for the public sector at 972 were down 36% on the same period of 2009/10 compared to a reduction of 16% for the private sector with 12,830 approvals. With the finish of the social housing stimulus, the prospects for public sector residential building approvals in 2011/12 look bleak unless the May state budget can provide some positive impetus.

Private sector building approvals were down in most regions, except for the Pilbara and Goldfields. The Pilbara saw a 35% increase in total approvals to 578 from 429 in the comparable period of 2009/10. Kalgoorlie-Esperance with 165 building approvals had a 9% increase over the same period.

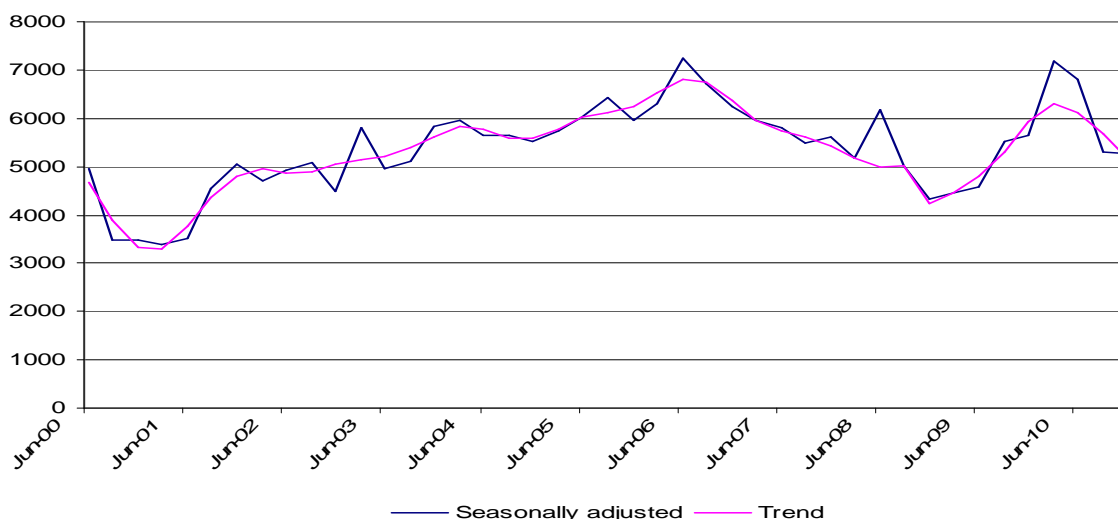
5.2 Building Activity

5.2.1 Dwelling Commencements

Figure 4 below shows preliminary quarterly data for total commencements, which after reaching a peak in March quarter 2010, have been on a downward trend for the last three quarters. Seasonally adjusted total dwelling commencements in the December quarter of 2010 at 5,265 were down 1% on the previous quarter and -7% on the same quarter of 2009.

Figure 4: Total dwelling commencements in WA, June 2000 - December 2010

Source: ABS Cat No 8750.0 Table 2



Total dwelling commencements in the first half of 2010/11 at 10,804 were down 5% on the same period of 2009/10. Multi-residential dwelling commencements were up 15% over the period because of an 89% increase in public sector starts. The latter was offset by a 54% fall in public sector house commencements.

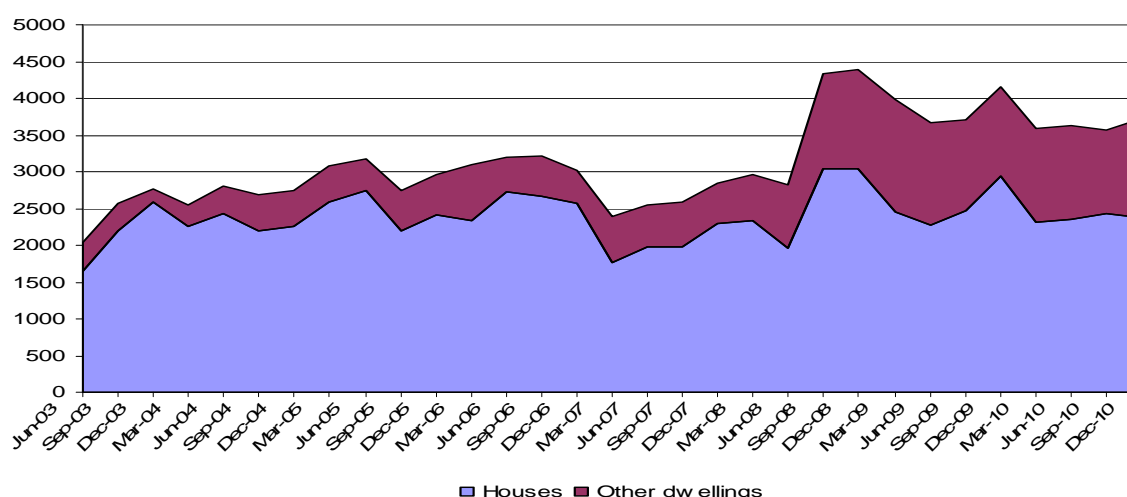
5.2.2 Completions and Residential Construction Work in the Pipeline

Building approvals not yet started totalled 3,716 in the December quarter 2010⁶ and were down 16% on the total for December 2009 but up 4% on the September quarter of 2010. The stock of dwellings yet to start in all four quarters of 2010 was still at a higher level than before June 2008. The category of “other dwellings” as a percentage of total new dwellings not started was 36% in the December quarter 2010 compared to 32% a year ago, and was significantly higher than before 2008.

As at the December quarter of 2010, the value of residential work in the pipeline, including building approved but not yet started, totalled \$4.2 billion⁷, 8% higher than 12 months previously.

Figure 5: Dwellings approved but not started in WA, June qtr 2003 - Dec qtr 2010

Source: ABS Cat No 8755.0 Table 13



5.2.4 Housing Finance

Home loan commitments slowed in 2010 with total commitments (excluding refinancing) 17% lower in February 2011 than 12 months previously. The proportion of first homebuyers with 25% of commitments was close to the long-term average of 27% over the last 11 years; however, as can be seen in Figure 6 the absolute number of first homebuyers has been trending around historical lows. Owner-occupier loan commitments for the construction and purchase of new dwellings were down 25% to 990 in February 2011 compared to the same month of 2010.

There is anecdotal evidence that finance remains a real issue for the market place especially for those borrowers on lower incomes, who are finding it extremely difficult to obtain finance limiting their ability to enter homeownership. However, there are some signs that financial institutions are starting to soften their lending requirements albeit very slowly.

The State Government's Keystart loan scheme has assisted over 50,000 moderate-income Western Australian households into affordable home ownership since 1989. After granting

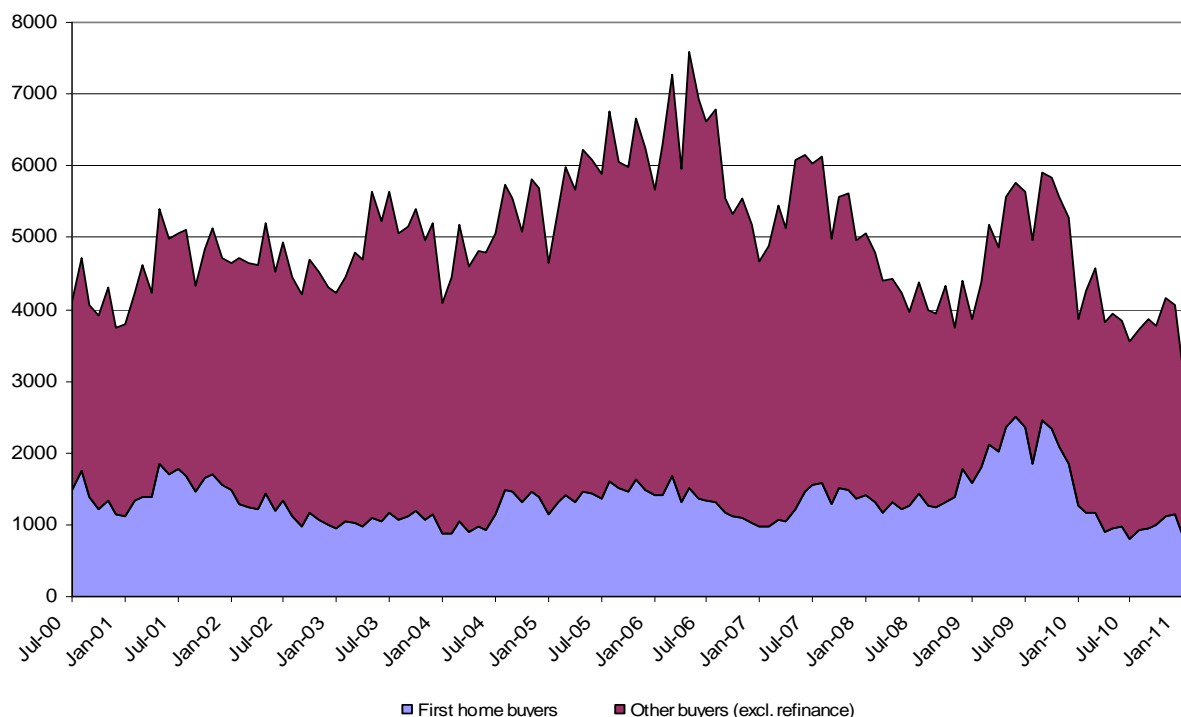
⁶ ABS Cat 8752.0 Table 77

⁷ ABS Cat No 8755.0 Table 12

close to 5,000 loans in 2009/10, the scheme has reached financial risk limits resulting in only 324 loan approvals being made in the seven months to January 2011. HIFG recommends that with banks continuing to restrict access to finance for lower-income borrowers this is precisely the time for the State Government to be increasing Keystart's lending to this segment of the market, not restricting it.

Figure 6: WA home loan approvals, July 2000 - February 2011

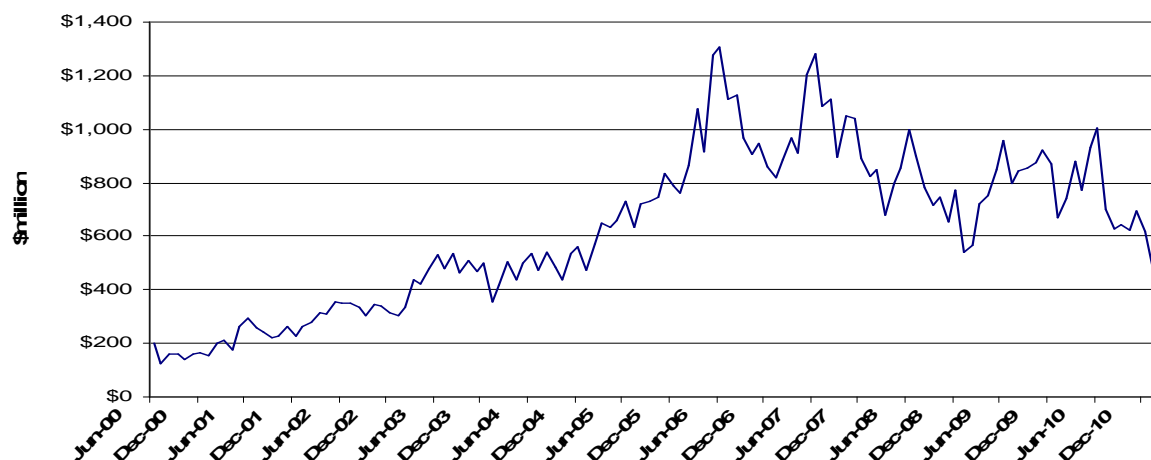
Source: ABS Cat No 5609.0 Tables 9b & 10a



The level of financial commitments for investment in new and existing housing (Figure 7) shows a downward trend since the peak in June 2006 and in February 2011 was down 30% on a year ago.

Figure 7: Finance commitments for housing investment, June 2000 - February 2011

Source: ABS Cat No 5671.0 Table 23



6 Housing Market Trends

6.1 Established Dwelling Market

The number of sales of established homes in the December quarter of 2010 was 26% lower than for the previous quarter, the decline only partly attributable to the seasonal slowdown over Christmas. The number of listings (excluding land) reported by REIWA members in the metropolitan area, were virtually unchanged at 14,290 in February 2011 compared to the number in October 2010. The number of days between listing and exchange of contracts increased by 8 days to 71 days in the December quarter of 2010 compared with the previous quarter.

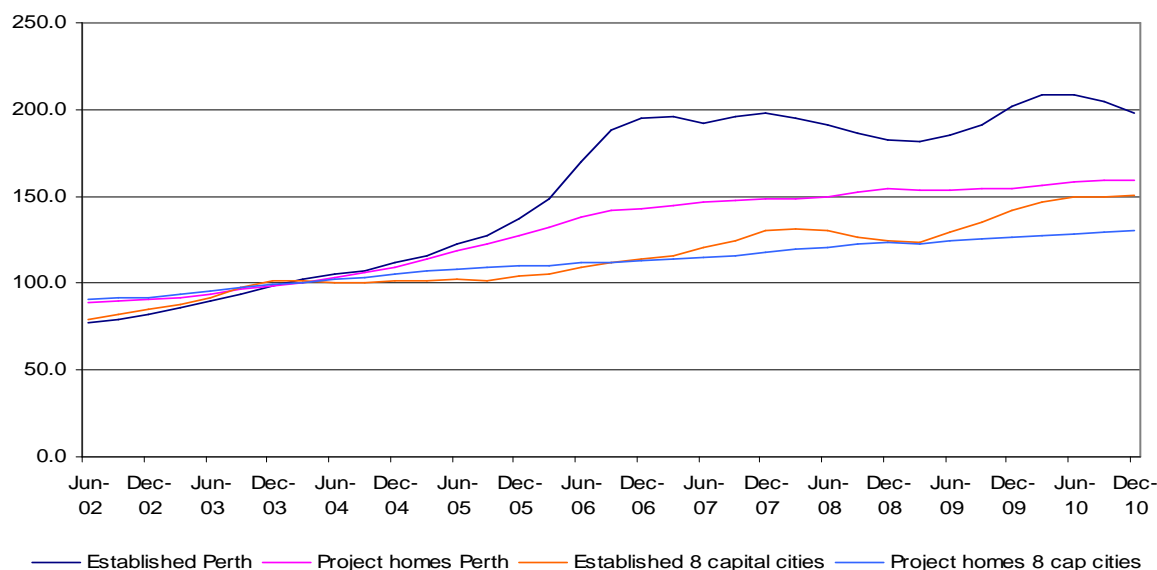
Preliminary data from REIWA indicates that the Perth median house price at \$480,000 in the December quarter 2010 had softened, down 2% on both the previous quarter and the year. Median house prices in much of regional WA were lower in the December quarter 2010 compared to the previous year⁸, other than for continued growth in Karratha and Port Hedland and to a lesser extent in Broome and Geraldton-Greenough.

The index of project home prices in Perth increased 2% in the year to the December quarter 2010 whereas the index for established homes in Perth fell 2% over the same period.

⁸ Market Update, December Quarter 2010, REIWA

Figure 8: Quarterly indexes of Perth house prices, Mar 2002 - Dec 2010

Source: ABS Cat No 6416.0



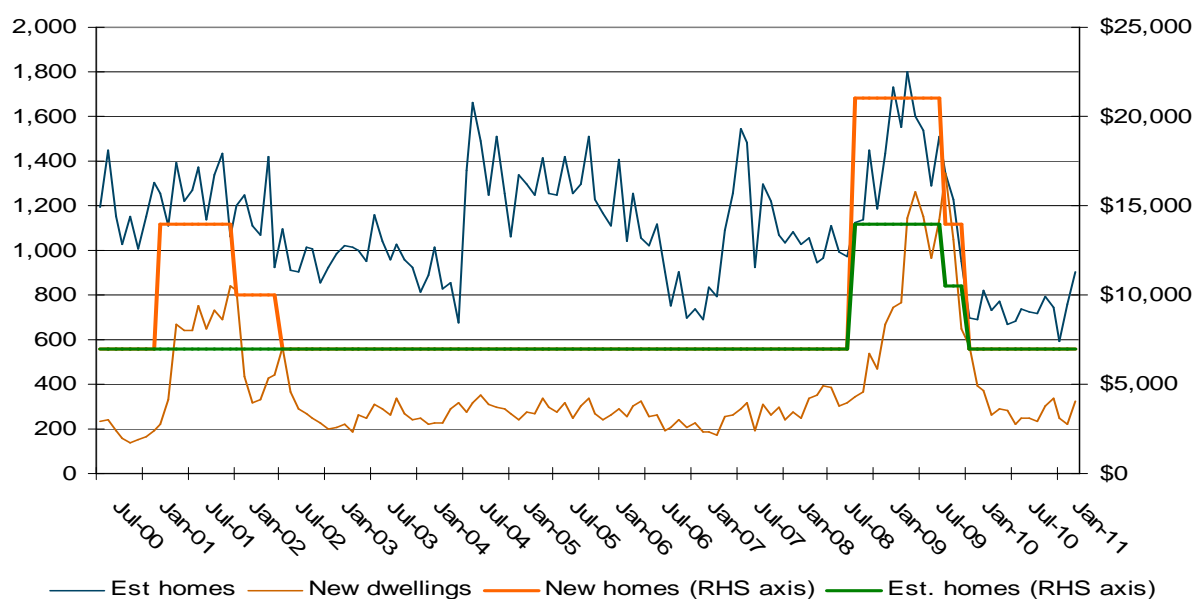
6.2 First Home Buyers Market

Preliminary estimates from REIWA suggest the proportion of first homebuyers accounted for 26% of the market in the December quarter of 2010, up 4 percentage points on the previous quarter but down 5 percentage points on December quarter 2009.

The decline in FHOG applications that took place in 2009/10 appears to have bottomed out with applications for new homes back to a similar level existing in the period before the global financial crisis (see Figure 9). Developers and builders have continued to provide discounts and attractive packages aimed at homebuyers.

Figure 9: Number of FHOG applications in WA, July 2000 - March 2011

Source: Office of State Revenue



6.3 Private Rental Market

The reported provisional vacancy rate in the Perth private rental market was 3.1% for the March quarter of 2011, down 0.3 percentage points on the previous quarter. The median rent was 3% higher at \$380 per week compared with both the previous quarter and year. Vacancy rates reduced in most regional centres (with the exception of Albany and Geraldton). Despite a vacancy rate of 4.1%, the median rent in Albany increased by 7% over the previous quarter while Broome and Geraldton had lower median rental levels.

Table 1: Median Weekly Rent in Major Regional Centres, March Quarter 2011

Region	Median Weekly Rent	Qtrly/annual Change	Vacancy Rate
Mandurah/Murray	\$320	+3%/+5%	3.2%
Albany	\$300	+7%/+7%	4.1%
Greater Bunbury	\$320	n.c./+7%	1.3%
Geraldton/Greenough	\$300	-6%/-6%	4.1%
Kalgoorlie/Boulder	\$330	+3%/+10%	1.7%
Broome	\$545	-9/-1%	1.6%

Source: REIWA

7 Housing Affordability in WA

7.1 Home Ownership

The latest HIA–Commonwealth Bank index on housing affordability for first homebuyers for the December quarter of 2010 was up 3.2 index points for Perth and up 1.9 points for regional Western Australia compared to the June quarter.⁹ The Real Estate Institute of Australia's Home Loan Affordability Indicator for December quarter 2010¹⁰ witnessed a small improvement in home loan affordability for homebuyers in WA with an index up 0.7 points on the previous quarter but down 2.1 points on the year.

However, affordability indexes tend to obscure accessibility problems for first homebuyers. The HIFG secretariat will work with stakeholders to develop a more robust definition of housing affordability as an alternative to the commonly used 30/40 rule.¹¹ This work will be reported on in the Group's next report in October 2011,

Despite the softening house and land prices in most areas of Western Australia other than the North West, access to affordable housing remains a problem for first homebuyers. A couple with no dependants on the estimated median household income of \$75,000, with minimal other credit commitments, can borrow around \$370,000¹². With a 10% deposit they can afford a property valued at just over \$410,000, which was well below the median house price of \$480,000 and would have enabled them to access approximately one-third of all properties sold in Perth in the December quarter of 2010.

⁹ *Affordability Report*, December Quarter 2010, HIA

¹⁰ *Housing Affordability Report*, December Quarter 2010, Real Estate Institute of Australia

¹¹ Affordable housing is defined as where housing costs no more than 30% of gross household income for the bottom 40% of the income distribution.

¹² Estimated using loan calculator at www.genworth.com.au

In February 2011, the average loan size of finance commitments to first homebuyers was \$270,200 in Western Australia. The median price of established homes bought by first homebuyers in January 2011 was \$397,000. Despite one figure being a median and the other an average, the difference represents a substantial deposit gap of around \$120,000, whether it has been saved by the first homebuyers or provided by family.

7.2 Private Rental

Although the median rental in Perth has been stable for the last 18 months at \$370 per week, there are signs of upward movement as the vacancy rate has fallen back to close to 3% in the first few months of 2011. Last December quarter, a household would need a gross income of around \$1,200 per week, or \$64,000 per annum, to be able to afford the median rent of \$370 per week in Perth. Households in lower incomes will be struggling and this has been one factor behind the increase in the waiting list for public housing, which now stands at close to 24,000 households.

The National Rental Affordability Scheme (NRAS) is now beginning to provide affordable rental housing in Western Australia with 523 dwellings expected to be completed by June 2011. In return for financial incentives, currently worth \$9,140 per dwelling per year for ten-years, the dwellings will be available to low and moderate income households for 20% below the local market rent. A total of 3,100 incentives have so far been allocated to developers in Western Australia and will provide affordable rental stock for people who are just above or below the income limit for public housing.

HIFG notes the trial by a metropolitan local government authority to remove the “granny flat” label from ancillary accommodation to allow this type of housing to be occupied by a non-family member. If successful then lifting this restriction across the State will add to the supply of affordable rental housing. Armadale Redevelopment Authority is trialling the use of an urban density code in place of existing R-codes in its Wungong Urban Water development project. The flexibility provided is expected to produce greater diversity of lot sizes and housing, which should aid housing affordability.

8 Housing Industry Resources

8.1 Construction Costs, Building Materials and Labour Supply

The Project Home Price Index for Perth increased by less than one percentage point in the two quarters to December 2010, but was 3% higher than the index for December 2009¹³. The price index of building materials used in housing construction in Perth increased by only 2% in the year to December quarter 2010¹⁴. The only major increase in building materials was for cement products, which increased 9% in the year to December 2010.

However, the prognosis is for future price increases. The recent increase in the cost of petroleum will filter through to building material prices in the second half of 2011 and the cost of compliance with regulatory requirements of the Building Act will increase labour costs. In

¹³ House Price Indexes, Cat No. 6416.0, ABS, February 2011.

¹⁴ Producer Price Indexes, Tables 16 & 17, Cat 6427.0, ABS, January 2011.

the longer-term, introduction of a price on carbon will have a large impact on the cost of housing.

The HIA-Austral Bricks trade price index for the December quarter 2010 showed increases of 1% in the quarter for Perth and 0.8% for region WA and 5.9% and 4.2% respectively for the annual change. Availability of trades in the last quarter was in moderate short supply, although supply has improved in the early months of 2011. The MBA's employment monitor indicated that "... the number of advertised job vacancies and calls for subcontractors contracted sharply in the early months of 2011."¹⁵

The industry members of HIFG are concerned about a shortfall in skills training in the industry that is not adequately addressing labour future needs. Action is needed by both the Federal and State Governments on filling this gap in training.

9 Underlying Demand for Housing

9.1 Underlying Housing Requirements

The majority of estimates of the underlying demand for housing¹⁶ are demographic projections based on migration and other population factors. The National Housing Supply Council¹⁷ contrasts demographic projections with what it terms the effective demand for housing, which is affected by market forces such as incomes, prices, state of the economy, government policy settings and current supply of dwellings. The question is which type of projection should we be interested in when considering the demand for housing? There is a need to be aware of the results from both methodologies because a build up of unrequited demand from demographic based demand has the potential to lead to a rapid increase in the actual demand for land and housing once the economic factors change, such as easier credit and lower interest rates. This issue will be examined further in our next report.

The level of demolitions is an important factor in estimating the underlying demand for housing, no matter whether we use the demographic or effective demand model. In its 2010 report, the National Housing Supply Council estimated that the average rate of demolitions in Western Australia was 2,731 per annum between the 2001 and 2006 Censuses¹⁸. The Department of Planning has recently contacted local government authorities for data on dwelling demolitions since 2003/04, the last year for which we had data. Returns have so far been received from 18 authorities and enable an initial estimate of approximately 2,500 demolitions in 2009/10 for the State, with 2,300 in Perth and Peel. This data will be updated for 2010/11 and reported on in HIFG's October report.

¹⁵ *Survey of Building Industry Business Conditions*, RSM Bird Cameron and MBAWA, March 2011

¹⁶ For example, by the National Housing Supply Council and the Housing Industry Association.

¹⁷ Page 15, 2nd *State of Supply Report*, NHSC, 2010

¹⁸ Table A4, *ibid*

WA's slower population growth in 2010 has seen a revision of the underlying requirement for housing with the Housing Industry Association now estimating a figure of 26,700 for 2010/11 and 27,000 for 2011/12. HIFG's estimate of underlying demand based solely on a demographic basis is in the region of 23,000. On top of this there needs to be an allowance for the demolition of existing homes, which results in a total of 25,500.

10 HIFG's Forecast of Dwelling Commencements

10.1 Forecast of Dwelling Commencements

Our October 2010 forecast of 20,000 dwelling starts in 2010/11 was based on the loss of the stimulus from first homebuyers evident in 2009/10, rising interest rates and moderating population growth. Based on the latest available data we see no reason to change this figure. Total dwelling starts for the first half of this financial year totalled 10,804 and current trends suggest that dwelling starts in the second half will be lower.

With the social housing stimulus largely completed and few other positive factors apparent, we believe that dwelling starts in 2011/12 will be stagnant and show no increase over this year. Any growth in dwelling starts next financial year will be very much dependent on a lift in consumer confidence, no further interest rate rises and any funding boost the State Government can provide for public sector housing and Keystart loans in next month's budget.

HIFG Forecast of Dwelling Commencements in WA, 2009-10 & 2010-11

Financial Year	Dwelling Commencements	% change
2009/10 (actual)	25,340	
2010/11 (forecast)	20,000	-21%
2011/12 (forecast)	20,000	0%

10.2 Land Supply Assessment

HIFG believes that an adequate supply of land exists into 2011/12 to meet the forecast number of dwelling commencements. Despite significant stocks of land zoned for residential development in the metropolitan area and South West, concerns remain on how quickly this land can be brought to market should there be a rapid rise in the demand for new housing.

Appendix – Housing Industry Forecasting Group

The Group is a joint industry and government body re-established in February 2008 to provide independent commentary on the housing sector in WA. The Department of Planning and the Department of Housing jointly provide the HIFG secretariat and research function.

Membership of the Group is drawn from major organisations associated with the housing and land development industry in Western Australia and from government. Through its diverse membership, the Group has access to considerable expertise and knowledge of the sector, including land development, real estate, the private rental market, social housing, building statistics, demographics, building resources and home finance.

HIFG Members – as at April 2011

Member	Organisation Represented
Stewart Darby (Chair)	Real Estate Institute of WA
Alan Langford	Bankwest
David Waymouth	Australian Bureau of Statistics
Dana Mason	Chamber of Commerce and Industry WA
John Dastlik	Housing Industry Association
Gavan Forster	Master Builders Association
Damian Callachor	Chamber of Minerals and Energy
Debra Goostrey	Urban Development Institute of Australia (WA)
Graeme Wilson	Department of Housing
Michael Eckermann	Department of Treasury and Finance
Steven Rowley	Housing and Urban Research Institute of WA
Brett Coombes	Water Corporation
Marcus Devenish	Department of Premier and Cabinet
Stuart McKnight	Department of Planning
Erwin Swasbrook	Department of Planning

Observer

Marion Thompson	Urban Development Coordinator
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Secretariat

Ian Hafekost

