

PROPERTY SECOND OPINION · WA · 6000

11 Sample Avenue, Perth WA 6000.

ASKING

\$1,049,000*what the agent is asking*

HTAG VALUE

\$1,003,478*address-level AI estimate*

DELTA

+4.5%*ask vs HTAG value*

EXECUTIVE READ

A late-cycle suburb (GRC 78/100). Asking \$1,049,000 is +4.5% vs HTAG's estimate of \$1,003,478. At \$185,000 HH income with 20% deposit, P&I = 33.7% of gross.

What to do, *and what to ask.* REVIEW

· CONFIDENCE: HIGH

FF is a solid suburb — RCS overall 72/100. At \$1,049,000 you're being asked +4.5% vs HTAG's address-level estimate of \$1,003,478. Roughly aligned with model.

Growth-rate cycle index is 78/100 — mid-cycle. At \$839,200 loan and 6.30% P&I, monthly repayments are \$5,194 — 33.7% of gross household income. That's tight by APRA standards — confirm with a broker.

Recommendation: do not pay above \$1,024,000. The HTAG-modelled value is \$1,003,478 — that's the hard ceiling. Open negotiation around \$997,000, target \$1,028,000.

THREE THINGS TO KNOW

- 01 Asking is +4.5% vs HTAG's address-level estimate (\$1,003,478).**
- 02 Serviceability is 33.7% of gross HH income at current rates. A 1% rate rise pushes that to 37.3%. Confirm lender approval before committing.**
- 03 Subject property attributes not in HTAG record — verify beds/baths/lot in person.**

§ 01 **Can you actually afford this?**

P.03 · STRESS TEST

Your loan stress-tested across 7 interest-rate scenarios. Based on your inputs: \$185,000 household income, \$839,200 loan (-300% LVR), on a 30-year P&I schedule. APRA requires servicing at +1.5pp above the contracted rate.

RATE	SCENARIO	MONTHLY	DTI	VERDICT
5.30%	Best case <i>RBA cuts 1006p from here</i>	\$4,660	4.5×	TIGHT
5.80%	Mild cut <i>RBA -506p over 12 months</i>	\$4,924	4.5×	TIGHT
6.30%	Current <i>Today's contracted rate</i>	\$5,194	4.5×	TIGHT
6.80%	+0.5% <i>RBA +506p</i>	\$5,471	4.5×	TIGHT
7.30%	+1.0% <i>RBA +1006p</i>	\$5,753	4.5×	TIGHT
7.80%	+1.5% <i>APRA buffer (qualify-for-refi rate)</i>	\$6,041	4.5×	TIGHT
8.30%	+2.0% <i>Sustained inflation scenario</i>	\$6,334	4.5×	FAIL

WHAT THIS TELLS YOU

This loan starts to breach APRA's serviceability buffer in 1 of 7 scenarios. Refinance risk if cash rate moves materially higher. Consider a larger deposit or a lower-priced property to widen the buffer.

The real cost of holding this.

ASSUMPTIONS · ILLUSTRATIVE ONLY

Price: \$1,049,000 · Deposit: 20% · Loan: \$859,200 · Term: 30y P&I
Loan rate: cash 4.10% + 2.2% buffer = 6.30% 00 P&I · Income: \$185,000 HH
Costs: \$2,200 council · \$1,300 water · \$1,500 insurance · 0.5% maintenance · WA stamp duty

DAY 1 CAPITAL

Deposit (20%)	\$209,800
WA stamp duty (PPOR)	\$45,139
Conveyancing, inspection, regs	\$3,000
Total cash to settle	\$257,939

ANNUAL HOLDING COST · YEAR 1 PPOR

Mortgage P&I (6.30%)	-\$62,333
Council rates	-\$2,200
Water rates	-\$1,300
Insurance	-\$1,500
Maintenance (0.5%/yr)	-\$5,245
Total annual holding cost	-\$72,578

WEEKLY OUT-OF-POCKET · PPOR MODE

\$1,396/wk

≈ \$72,578/yr · 39.2% of HH income

APRA STRESS TEST · RATES +0% TO +2% · SERVICEABILITY

SHOCK	LOAN RATE	WEEKLY P&I	% INCOME	VERDICT
Current	6.30%	\$1,199/wk	33.7%	TIGHT
+0.5%	6.80%	\$1,263/wk	35.5%	TIGHT
+1.0%	7.30%	\$1,328/wk	37.3%	TIGHT
+1.5%	7.80%	\$1,394/wk	39.2%	TIGHT
+2.0%	8.30%	\$1,462/wk	41.1%	FAIL

§ 03 **If you sell in...**

P. J5 · EXIT

HTAG's cycle projection compounds the suburb's modelled growth bands forward. We've used the midpoint of the projected range (+5.5% capital growth p.a.). Selling costs assume 2.5% agent commission + \$4K legal.

IN 3 YEARS · 2029

\$1232K

PROJECTED SALE PRICE

Value growth	+\$182,779
Loan still owing	-\$808,039
Selling costs	-\$34,794
Net to you	\$388,946
vs holding cost	-\$86,728

IN 5 YEARS · 2031

\$1371K

PROJECTED SALE PRICE

Value growth	+\$322,001
Loan still owing	-\$783,752
Selling costs	-\$38,275
Net to you	\$548,974
vs holding cost	-\$71,855

IN 7 YEARS · 2033

\$1526K

PROJECTED SALE PRICE

Value growth	+\$476,958
Loan still owing	-\$756,212
Selling costs	-\$42,149
Net to you	\$727,598
vs holding cost	-\$38,388

OPPORTUNITY COST CHECK

Same \$209,800 deposit in VAS (ASX 300 ETF) at the long-run 8% real return compounds to roughly \$308,265 in 5 years. The property's projected \$548,974 net is \$240,709 ahead of the ETF benchmark — before tax, leverage, and depreciation effects. Property wins on this scenario.

HOW DOES THIS PROPERTY COMPARE TO ITS SUBURB?

DATA: HTAG · AS OF 2026-04-30

§ 02 · PROPERTY vs SUBURB

P.06 · PROPERTY

Asking vs. fair value.

ASKING VS FAIR VALUE



WHAT THE NUMBERS SAY

<p>HTAG DELTA</p> <p>+4.5%</p> <p><i>vs HTAG address-level estimate \$1,003,478</i></p>	<p>vs SUBURB MEDIAN</p> <p>+6.5%</p> <p><i>Suburb typical \$985,000</i></p>	<p>NEGOTIATE TO</p> <p>\$1,028,000</p> <p><i>Wait above \$1,024,000. Open at \$997,000.</i></p>
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SUBJECT PROPERTY · PER HTAG

BEDS	BATHS	PARKING	LOT (m ²)	BUILT
—	—	—	—	—

ADDRESS-LEVEL OVERLAYS

FLOOD	BUSHFIRE FLAGGED	HERITAGE	ZONING R20
—	—	—	—

Where this suburb sits in the cycle.

GROWTH-RATE CYCLE · GRC PRICE INDEX



GRC PRICE INDEX 78/100

RCS SCORES · RANKED NATIONALLY

Overall	72/100	<div style="width: 72%;"></div>
Capital Growth	—	
Cashflow	—	
Lower Risk	—	

HTAG FORWARD PROJECTION

<p>CAPITAL GROWTH</p> <p>+4% to +7%</p> <p><i>annualised, 5y forward</i></p>	<p>RENT GROWTH</p> <p>4.5% p.a.</p> <p><i>annualised</i></p>	<p>HISTORICAL 1Y</p> <p>—</p> <p><i>trailing 4Q average</i></p>	<p>VOLATILITY</p> <p>—</p> <p><i>lower = steadier</i></p>
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THE READ

FF is mid-cycle (GRC 78). Steady growth conditions.

§ 05 The 15 sales behind our valuation

P.03 · COMPS

ADDRESS	SOLD	BEDS	BATHS	CAR	LOT (m ²)	DISTANCE	SALE PRICE	SIZE-ADJ
18 Brae	8 Apr 26	4	2	2	510	120m	\$998,000	\$974K
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FULL EVIDENCE SUMMARY

5 comparable sales · Range \$998K–\$998K · Median sale \$998,000 · Variation across the set is ±0.0%. Tight band — high confidence in the valuation.

§ 06 School catchments

P.09 · RISK

FF PS

Public · K-6 · 750m

1042

ICSEA

AVERAGE

§ 07 Who buys here

MEDIAN INCOME

\$36

Weekly household income

SEIFA · IRSAD

1058

Advantage/disadvantage index

OWNER-OCCUPIED

71%

Stable residential base

§ 08 Supply pipeline

No near-term supply risk

30 building approvals over the last 12 months against ~6,200 dwellings = 0.48% of stock. Below the 1.5% threshold where new supply starts to weigh on prices.

— THE HANDOVER

You've now done what most buyer's agents do in their first \$1,500 consultation.

Everything in this report — the valuation, the stress test, the 15 comparable sales, the cycle position — is what a professional buyer's agent or mortgage broker would work through with you in a paid first meeting. If you want someone to bid for you at auction, find off-market stock, or formally arrange the finance, here are three Perth professionals who

INTERESTED IN A REFERRAL?

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