The **Register of foreign ownership of residential land** has been established as part of the Australian Government’s commitment to increase transparency around foreign investment in Australia.

Information has been extracted from the Register to provide insights into foreign purchases and sales of residential real estate over three reporting periods. The information relates to residential real estate transactions (purchases or sales) by foreign persons over the periods 1 July 2019 to 30 June 2020 (2019–20), 1 July 2018 to 30 June 2019 (2018–19), and 1 July 2017 to 30 June 2018 (2017–18).

Consistent with Australia’s broader foreign investment review framework, the details of foreign persons are not made available publicly. Taxation law also restricts the release of information which could identify, or be used to identify, an individual or entity. For these reasons, this information is presented in an aggregated format only.

---

**Methodology**

The Register holds information about purchase or sale transactions by foreign persons who obtained foreign investment approval. Purchase transactions are where:

- a foreign person through self-registration has indicated that they have settled on a residential property for which they had gained prior foreign investment approval, and a foreign person identified during compliance activity that has settled property and failed to apply for foreign investment approval, or
- through the collection of land titles data from participating states and territories, the ATO has matched a residential real estate transfer (purchase) and purchaser to a corresponding property and foreign person that was previously issued foreign investment approval.

Similarly, sale transactions are where:

- a foreign person through self-registration has indicated that they are no longer a foreign person, have sold (and settlement has occurred on) a residential property for which they had gained prior foreign investment approval, or
- through the collection of land titles data from participating states and territories, the ATO has matched a residential real estate transfer (sale) and vendor to a corresponding property and foreign person that was previously issued foreign investment approval.

For a purchase or sale transaction to be included in the Insights, the settlement date for the transaction needs to have occurred within the relevant reporting period. For purchase transactions, if a property was purchased and then sold during the report period, the purchase is included in these figures.

The value derived from the contract sale price and represents the transaction value at that time, not current market value.

The dwelling type – vacant land, new dwelling or established dwelling – reflects the type of dwelling at the time of purchase.

---

**Understanding the reporting period**

Transactions

<table>
<thead>
<tr>
<th>Transactions</th>
<th>Included/Not included</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transaction starts before but settles within the reporting period</td>
<td>Included</td>
</tr>
<tr>
<td>Transaction starts within the reporting period but settles after</td>
<td>Not included</td>
</tr>
<tr>
<td>Foreign person becomes a permanent resident before reporting period</td>
<td>Not included</td>
</tr>
<tr>
<td>Foreign person becomes a permanent resident within the reporting period</td>
<td>Included</td>
</tr>
</tbody>
</table>
2019–20 Insights

Purchases
In 2019–20, the total number of residential real estate purchase transactions with a level of foreign ownership was 7,482 with a value of 6.0 billion dollars.

Sales
The total number of residential real estate sale transactions by foreign persons during the 2019–20 period was 1,957 with a value of 1.5 billion dollars.
Purchase transactions in 2019–20

Victoria, New South Wales and Queensland represented **88.0 per cent** of all purchase transactions and make up **92.1 per cent** of the total value of purchase transactions recorded on the Register for the 2019–20 period.

- The concentration of transactions in Victoria, New South Wales and Queensland fell slightly in 2019–20 from 92.2% of all purchase transactions, making up 94.6% of the total value.
- New dwellings represented 67.8 per cent of purchase transactions, followed by 17.8 per cent for vacant land and 14.4 per cent for established dwellings in 2019–20. In comparison, in 2018–19, new dwellings represented 68.9 percent of purchase transactions, followed by 17.4 per cent for vacant land and 13.7 per cent for established dwellings.
- The state with the greatest number of purchase transactions for all property types in 2019–20 was Victoria. In 2018–19 NSW had the greatest purchase transactions for new dwellings and Victoria had the greatest purchase transactions for vacant land and established dwellings.
- Residential properties with values under 1 million dollars formed the majority of residential property purchase transactions, accounting for 79.0 per cent of property transactions in 2019–20. This compares to 79.8 per cent in 2018–19.
- Of the 7,482 purchase transactions in 2019–20, 115 registrants became a permanent resident or gained Australian citizenship during the year and are included in these statistics.
Register of foreign ownership of residential real estate
Insights into foreign purchases and sale of residential real estate for the period 1 July 2019 to 30 June 2020

Breakdown of 2019–20 purchase transactions by property type

**New dwellings**
- **Victoria**: 1,943 transactions valued at $1.4B
- **New South Wales**: 1,700 transactions valued at $1.8B
- **Queensland**: 980 transactions valued at $615.1m
- **South Australia**: 161 transactions valued at $83.6m
- **Northern Territory**: 0 transactions valued at $0

**Established dwellings**
- **Victoria**: 466 transactions valued at $793.6m
- **Queensland**: 185 transactions valued at $199.2m
- **New South Wales**: 138 transactions valued at $334.8m
- **Tasmania**: 111 transactions valued at $55.4m
- **Australian Capital Territory**: 87 transactions valued at $49.3m
- **South Australia**: 87 transactions valued at $40.5m
- **Northern Territory**: 8 transactions valued at $3.8m

**Vacant land**
- **Victoria**: 806 transactions valued at $269.0m
- **New South Wales**: 54 transactions valued at $55.2m
- **Queensland**: 251 transactions valued at $35.2m
- **Tasmania**: 34 transactions valued at $8.3m
- **Western Australia**: 112 transactions valued at $45.2m
- **Australian Capital Territory**: <5
- **Northern Territory**: 0 transactions valued at $0

*Due to the limited number of transactions, some details have been withheld to maintain investor privacy.*
Sale transactions in 2019–20

Victoria, New South Wales and Queensland represent **97.3 per cent** of all sale transactions, making up **98.0 per cent** of the value of sale transactions for the reporting period.

- In comparison, in 2018–19 Victoria, New South Wales and Queensland represented 99.0 per cent of all sale transactions and 99.1 per cent of the value.
- In 2019–20, new dwellings represented 57.4 per cent of sale transactions, followed by 22.3 per cent for established dwellings and 20.2 per cent for vacant land. The property type reflects the type of property at time of purchase, e.g. new dwellings were new at the time of purchase.
- Victoria had the greatest number of sale transactions across all property types in both 2019–20 and 2018–19.
- Properties with values under 1 million dollars represented 85.3 per cent of sale transactions. This is a slight increase when compared to the proportion of sale transactions in 2018–19 of 82.8 per cent.
- There are 44 sale transactions reflecting registrants who became permanent residents or gained Australian citizenship during the 2019–20 report period which have been included in these figures.
- Sale transactions numbers reflect any sale transactions settled by foreign persons within the reporting period, regardless of when the initial purchase was contracted.

### Breakdown of sale transactions

**By state or territory**

- **Victoria**: 961 transactions, 125 transactions over $1m
- **New South Wales**: 574 transactions, 117 transactions over $1m
- **Queensland**: 370 transactions, 41 transactions over $1m
- **Western Australia**: 19 transactions, <5 transactions over $1m
- **South Australia**: 17 transactions, <5 transactions over $1m
- **Tasmania**: 10 transactions, <5 transactions over $1m
- **Australian Capital Territory**: 6 transactions, <5 transactions over $1m
- **Northern Territory**: 0 transactions

**2019–20 sale transactions**: 1,957

*Due to the limited number of transactions, some details have been withheld to maintain investor privacy.*
Register of foreign ownership of residential real estate

Insights into foreign purchases and sale of residential real estate for the period 1 July 2019 to 30 June 2020

Breakdown of 2019–20 sale transactions by property type

**New dwellings**
- Victoria: 524 transactions valued at $252.3m
- South Australia: 395 transactions valued at $291.0m
- Queensland: 189 transactions valued at $386.1m
- Western Australia: 109 transactions valued at $346.6m
- Australian Capital Territory: 5 transactions valued at $2.0m
- Northern Territory: 0 transactions valued at $0

**Established dwellings**
- Victoria: 189 transactions valued at $200.8m
- South Australia: 8 transactions valued at $5.5m
- Queensland: 112 transactions valued at $181.4m
- New South Wales: 5 transactions valued at $1.5m
- Australian Capital Territory: 0 transactions valued at $0
- Northern Territory: 0 transactions valued at $0

**Vacant land**
- Victoria: 248 transactions valued at $143.3m
- Western Australia: 70 transactions valued at $86.5m
- Queensland: 69 transactions valued at $46.5m
- Northern Territory: 0 transactions valued at $0
- South Australia: 5 transactions valued at $2.0m
- Australian Capital Territory: 0 transactions valued at $0

* Due to the limited number of transactions, some details have been withheld to maintain investor privacy.
Three-year comparison of purchase transactions

Purchase transactions have declined over the three years from 2017–18 to 2019–20. There was a **19.5 per cent reduction** in the number of purchase transactions in 2019–20 when compared to 2018–19. The value of transactions also **reduced by 19.8 per cent** in 2019–20 when compared to 2018–19.

Purchase transactions by state or territory

The ACT, SA and Tasmania show an increase in purchase counts in 2019–20 when compared to 2018–19. The remaining states show an **overall reduction**.

Purchase transactions with values under $1m

The percentage of purchase transactions for residential real estate with values under $1m has been stable over the 3 years 2017–18 to 2019–20.
Purchase transaction trends by state or territory in the three years 2017-18, 2018–19 and 2019–20 show New South Wales and Victoria had greatest number in each property type.

**New dwelling**

- **New South Wales (NSW)**: 1,543
- **Victoria (VIC)**: 1,267
- **Queensland (QLD)**: 1,405
- **South Australia (SA)**: 1,070
- **Western Australia (WA)**: 1,611
- **Tasmania (TAS)**: 1,145
- **Australian Capital Territory (ACT)**: 145
- **Northern Territory (NT)**: 144

**Vacant land**

- **NSW**: 199
- **QLD**: 519
- **VIC**: 233
- **SA**: 21
- **WA**: 40
- **TAS**: 34
- **ACT**: 13
- **NT**: 0

**Established dwelling**

- **NSW**: 237
- **VIC**: 149
- **QLD**: 112
- **SA**: 79
- **WA**: 81
- **TAS**: 71
- **ACT**: 23
- **NT**: 0

*Due to the limited number of transactions, some details have been withheld to maintain investor privacy.*
Three-year comparison of sale transactions

Sale transactions have increased in 2019-20 when compared to both 2017–18 and 2018–19. There was a 66.4 per cent increase in sale transactions in 2019–20 when compared to 2018–19. The value of sale transactions also increased by 49.0 per cent when compared to 2018–19.

Sale transactions by state or territory

There was an increase in sale counts when compared to 2018–19 in all states and the Australian Capital Territory.

Sale transactions with values under $1m

The percentage of sale transactions for residential real estate with values under $1m has increased from 80.5% in 2017–18 to 85.3% in 2019–20.

Comparing percentage change in 2019–20 sale transactions by property type to 2018–19, new dwellings had the greatest increase of 91.1 per cent. Vacant land increased by 40.4 per cent and established dwellings increased by 42.8 per cent.

The majority of sale transactions involved properties registered as new or established dwellings.

* Due to the limited number of transactions, some details have been withheld to maintain investor privacy.
Sale transaction trends by state or territory in the three years 2017–18, 2018–19 and 2019–20 show **New South Wales** and **Victoria** had greatest number in each property type.

* Due to the limited number of transactions, some details have been withheld to maintain investor privacy.