

Land buyers target WA

Big industry hitters are targeting WA for acreages for subdivision according to a rural expert.

Elders Real Estate WA residential manager Ray Armstrong said there was an interesting phenomenon occurring in WA at a time when the rest of the country seemed to be coming off the boil.

"It seems as if in the corridors of big business the powerbrokers have decided that when looking at all options, vacant land will be a prime target to deliver the necessary returns required in the next decade," Mr Armstrong said.

"We are being inundated with serious inquiry from large Australian and international companies for acreage suitable for residential and lifestyle subdivision in provincial WA.

"I have never seen anything like it. I have six big companies at the moment falling over themselves to secure some subdividable land outside of Perth," he said.

"Confidentiality demands their

identity remains private but these are serious players, including overseas merchant banking consortiums.

"Interest from corporate entities from so many different sources simultaneously has certainly taken us by surprise. We know there is demand for subdividable land throughout WA but this is unprecedented.

"The returns must be very attractive, especially compared to returns they can get elsewhere. When you get this sort of inquiry from big companies, who really do their homework, from right across the spectrum and they are choosing WA, you know it is big.

"Elders have sold nearly \$30 million in the last two months of land parcels specifically for small subdivisions from Bindoon to Bridgetown.

"In doing the most elementary of sums the potential for profit from the finished product is outstanding, based on today's growth in population, the



There has been a big increase in buyers for quality land.

exodus from the city to a more quality and quieter lifestyle and strong sales evidence from previous subdivisions.

"We see no indication of this spree slowing, indeed our extensive WA network are briefed to source quality farmland which may be suitable, from Geraldton to Esperance especially in the South-West region.

"This is a very strong indication of the confidence developers and corporates have in Western Australia and augurs well for the future of the State."



Ray Armstrong