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AUSTRALIAN PROPERTY MARKET: CRASH OR CLIMB?

WITH MARTIN NORTH

Agenda

- DFA's methodology, what mortgage stress and financial confidence indicators are showing
- What this means for Australian property & wider economy
- Viewer Questions
- Investment Outlook

Martin North (DFA)
Tim Fuller
Damien Klassen

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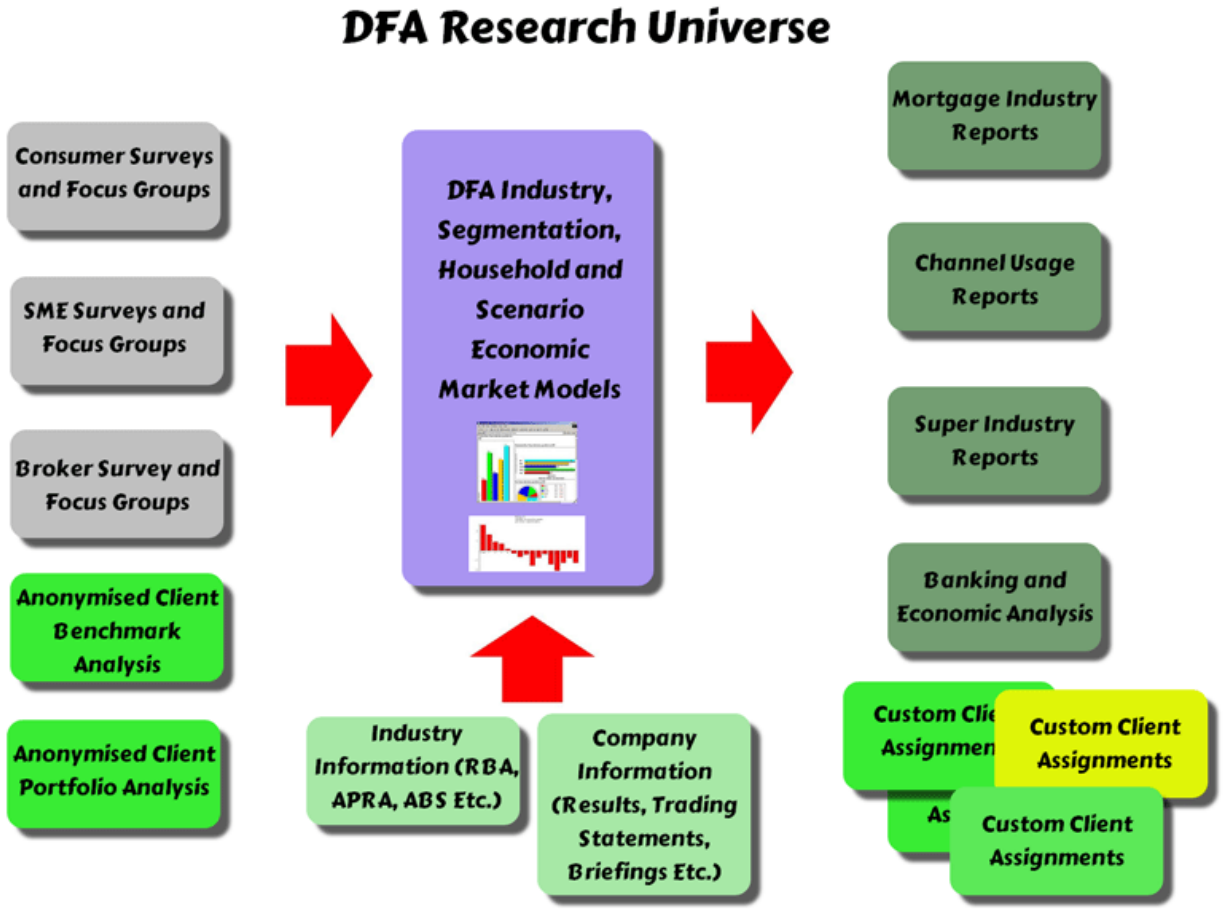
The Digital Finance Analytics Core Market Model:



- We run rolling weekly household phone surveys as part of an omnibus.
- We get data back each Tuesday and incorporate findings into our core market model.

Source: DigitalFinanceAnalytics.com

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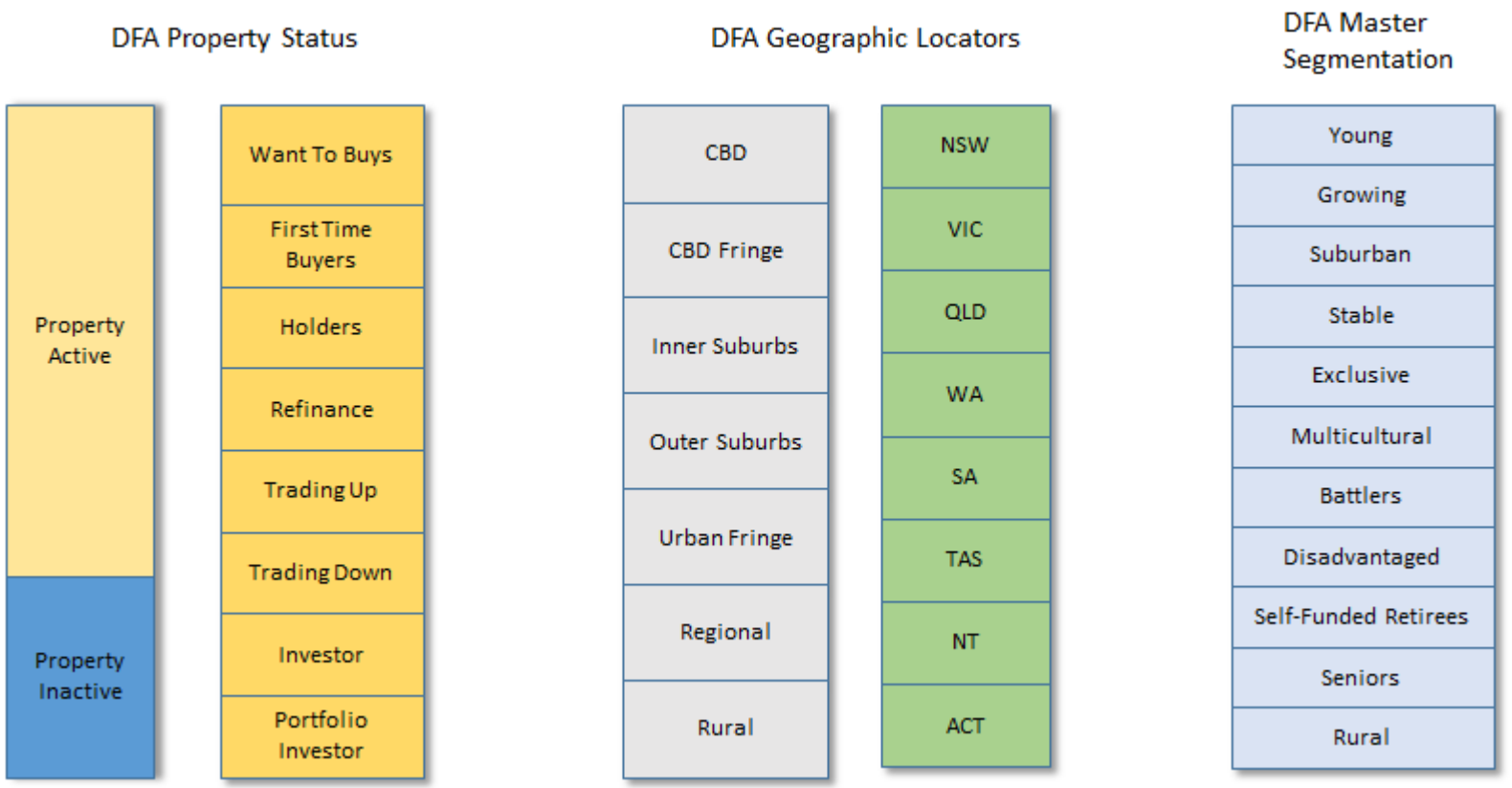
Then Overlay the DFA Household Segmentation:



- We can slice and dice the data across multiple dimensions.

Source: DigitalFinanceAnalytics.com

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Mortgage & Rental Stress:

- Defined in cash flow terms
- Money In – gross income including salary, pensions, interest, dividends, other sources
- Money Out – tax, mortgage repayments, or rents, other housing costs, food, childcare, school fees, other non-discretionary spending, and discretionary spending

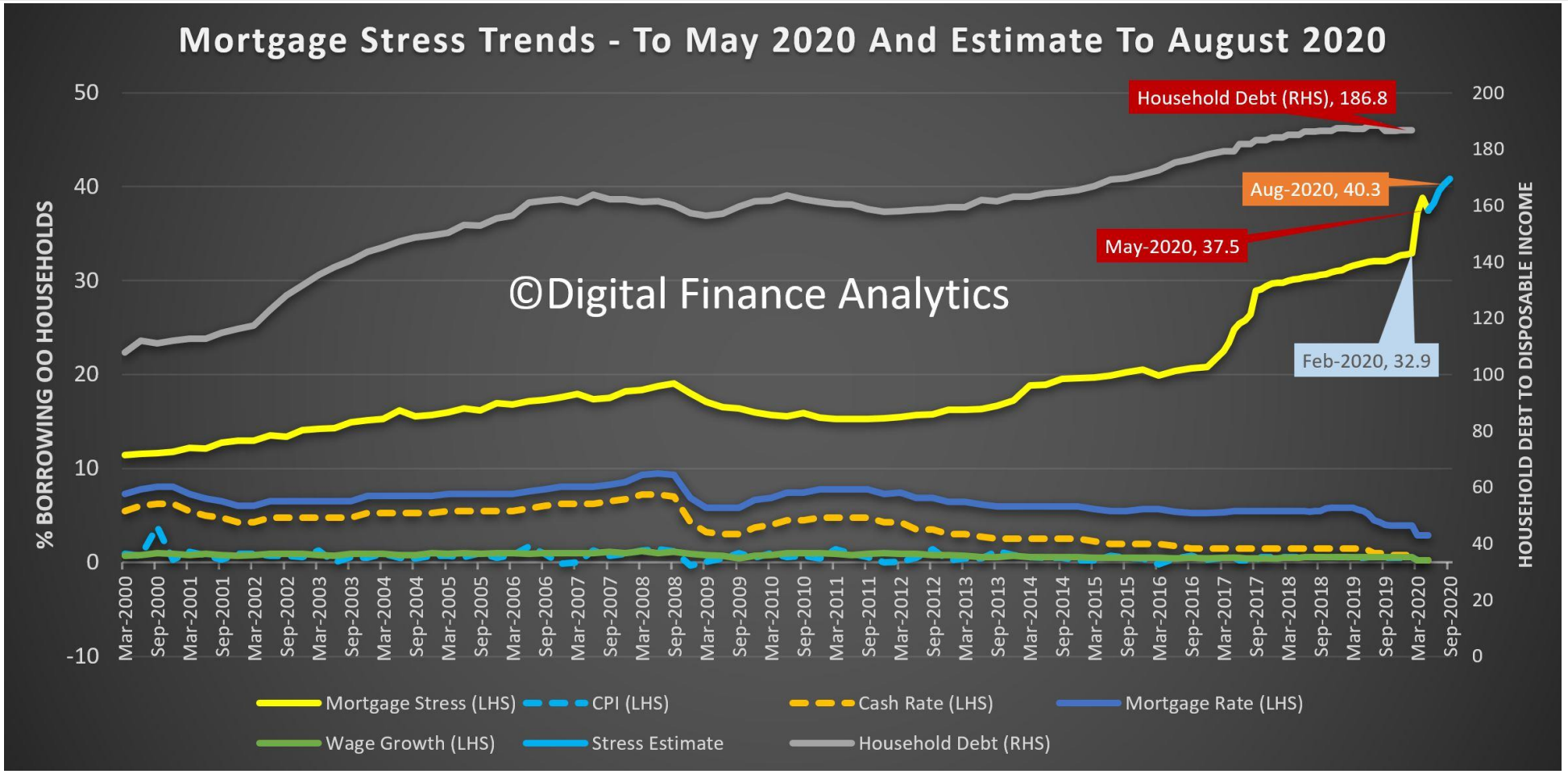
- Many have assets, or investments but if cash flow is close to or at zero = households are in stress
- If 10% below, or more then severe stress

- Mitigations, include cutting back on spending, drawing down on deposits, putting more on credit cards or other credit (even pay day loans)

- Our research suggests that STRESS leads to forced sale, or default, but over the path of 2-3 years. Case study Mandurah, WA.

Source: DigitalFinanceAnalytics.com

Mortgage Stress Eased slightly in May:



- At 37.5%, was down from 38%+ last month. But still more than 1.4 million households impacted.
- What changed:

- JobKeeper
- Some returning workers
- Payment postponement
- Refinance to lower rate
- Switch to IO

Source: DigitalFinanceAnalytics.com

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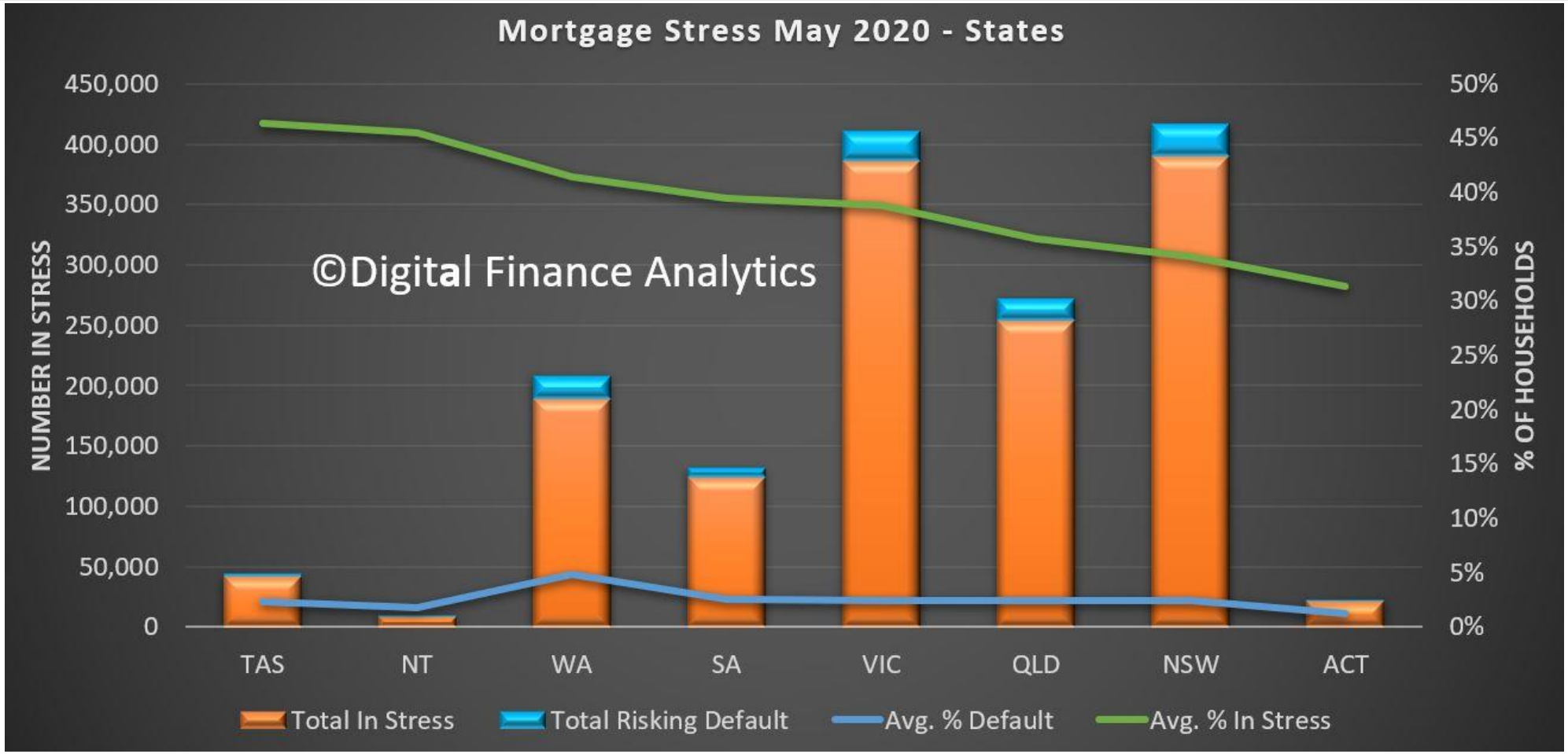
Tasmania Leads the states in % terms:



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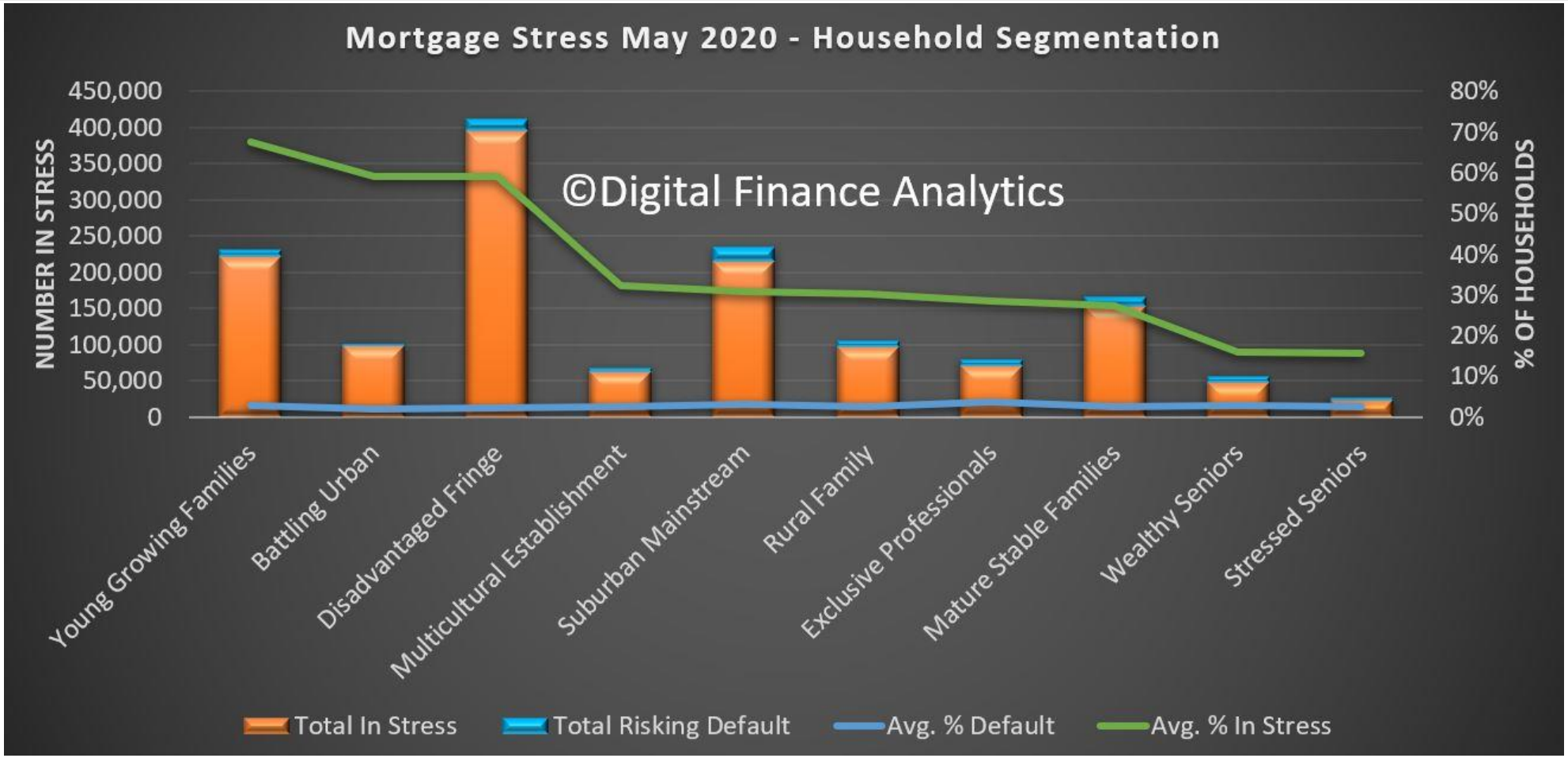
Young Growing Families Are Most Stressed But…



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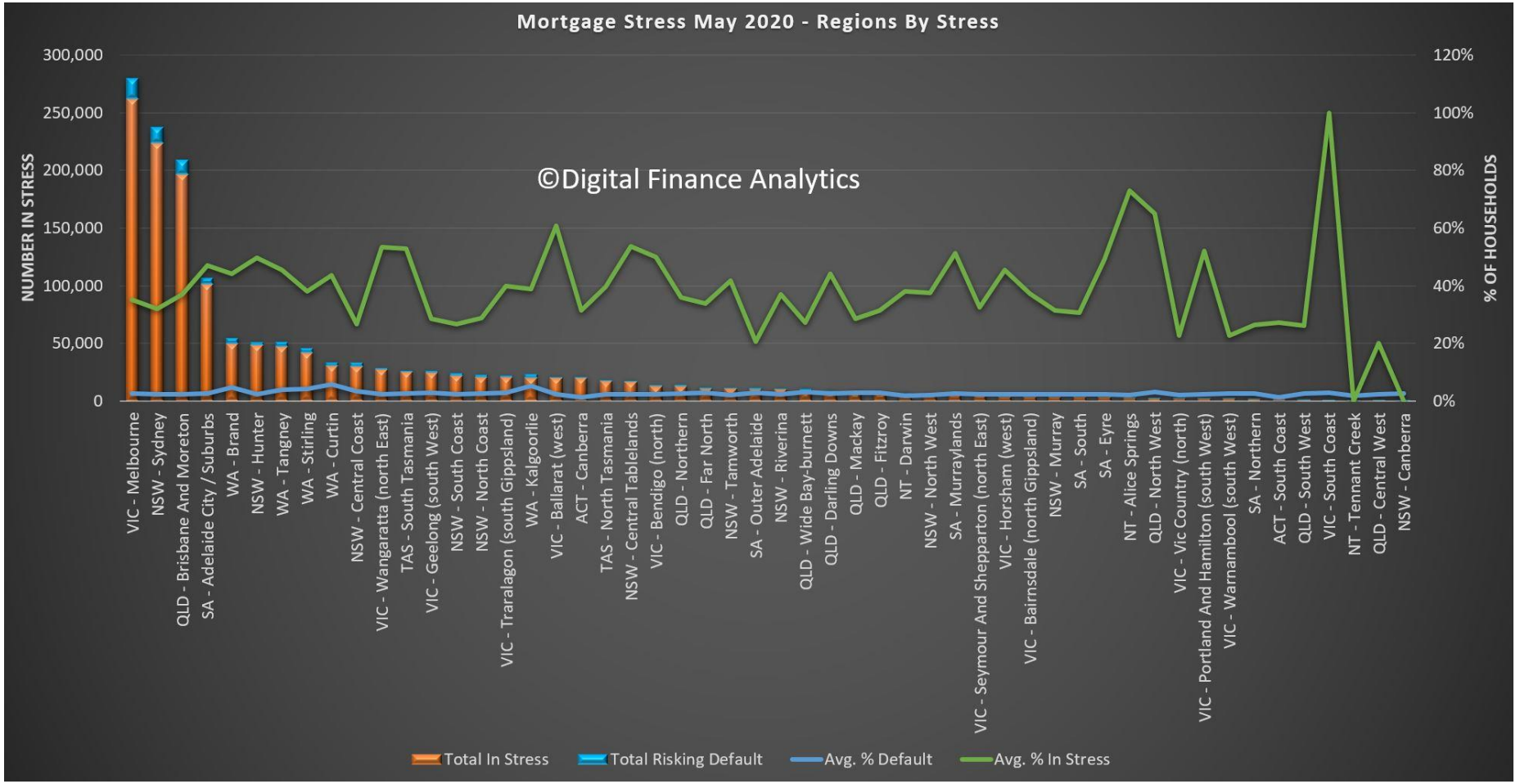
Stress Is Widespread Across The Regions :



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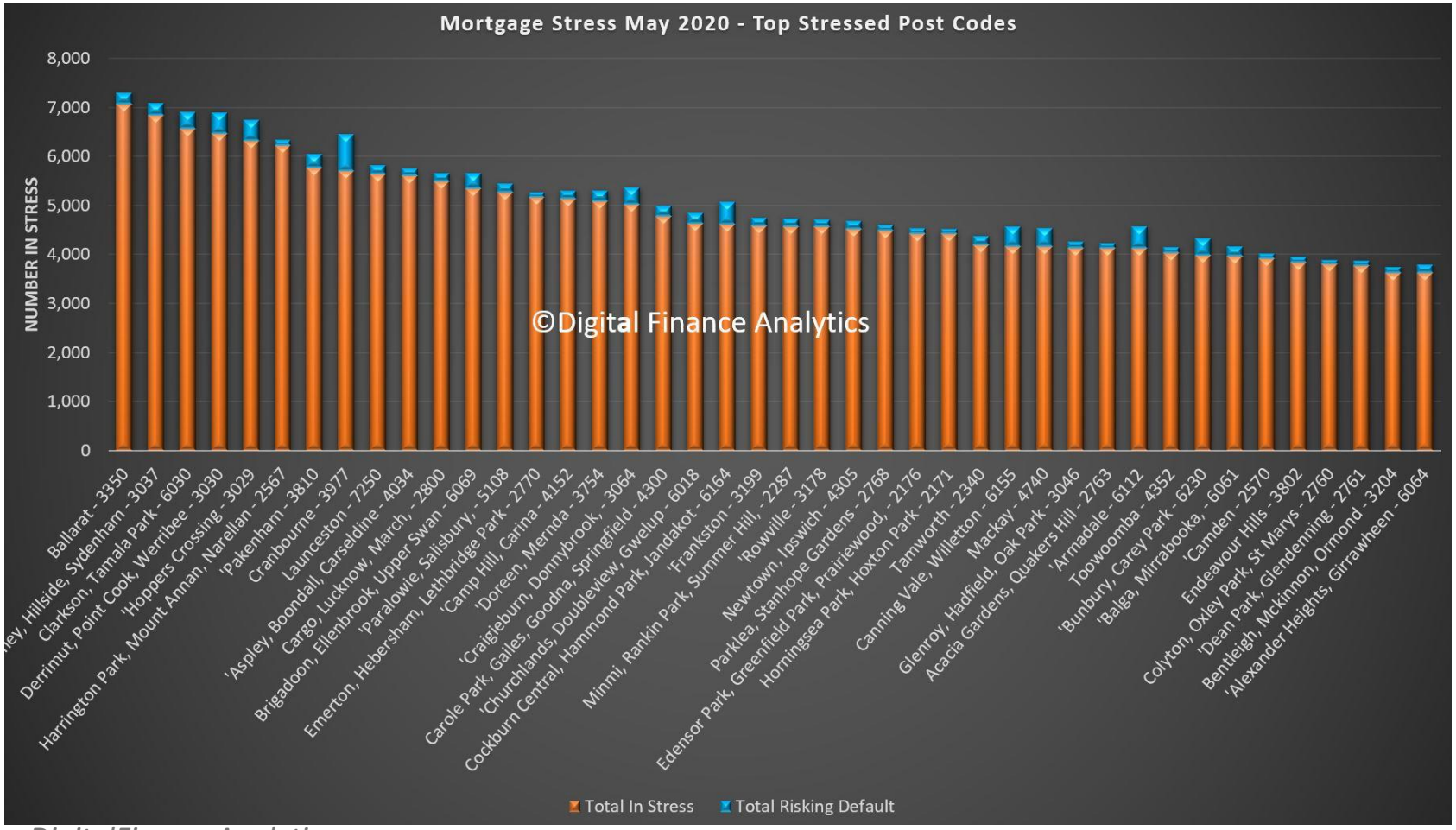

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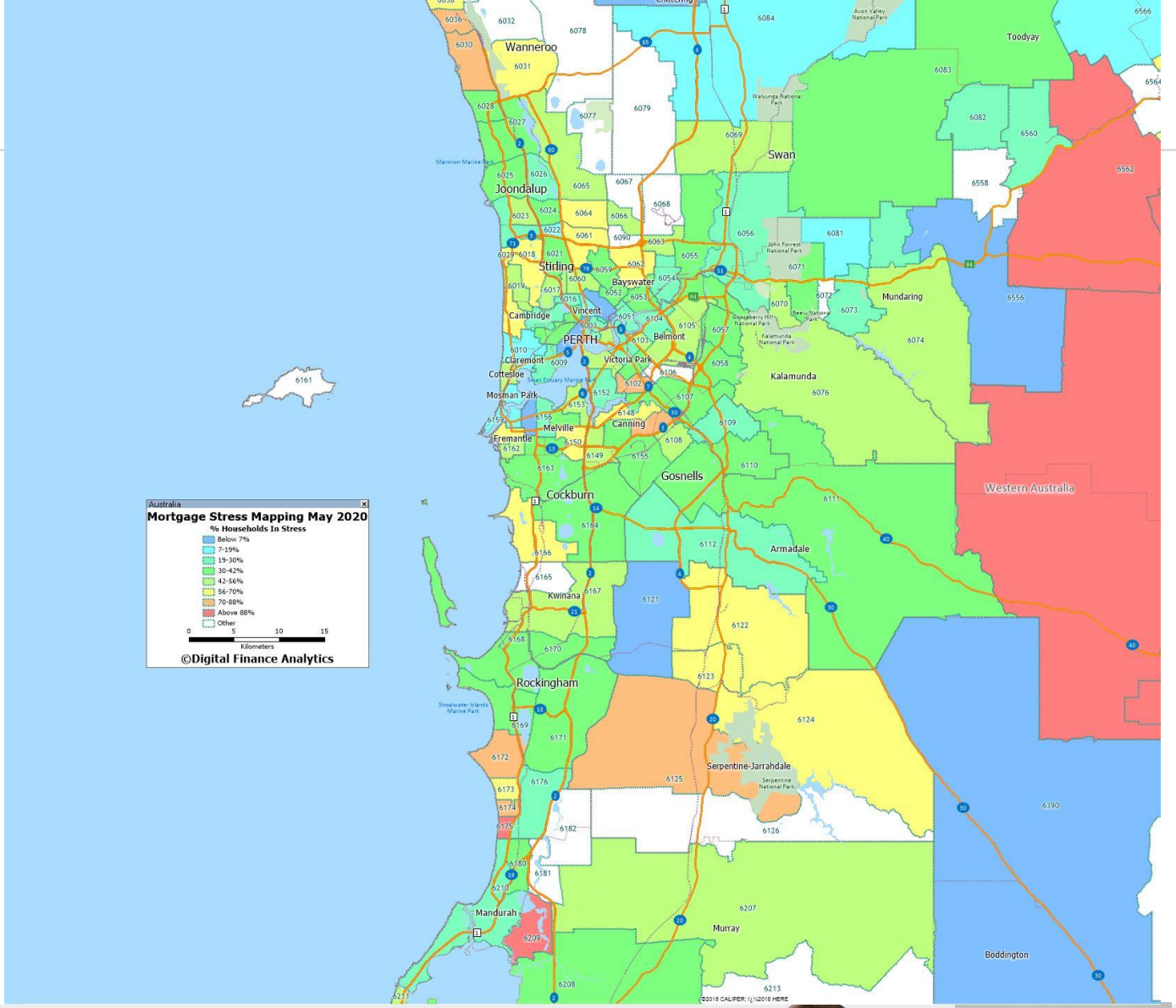

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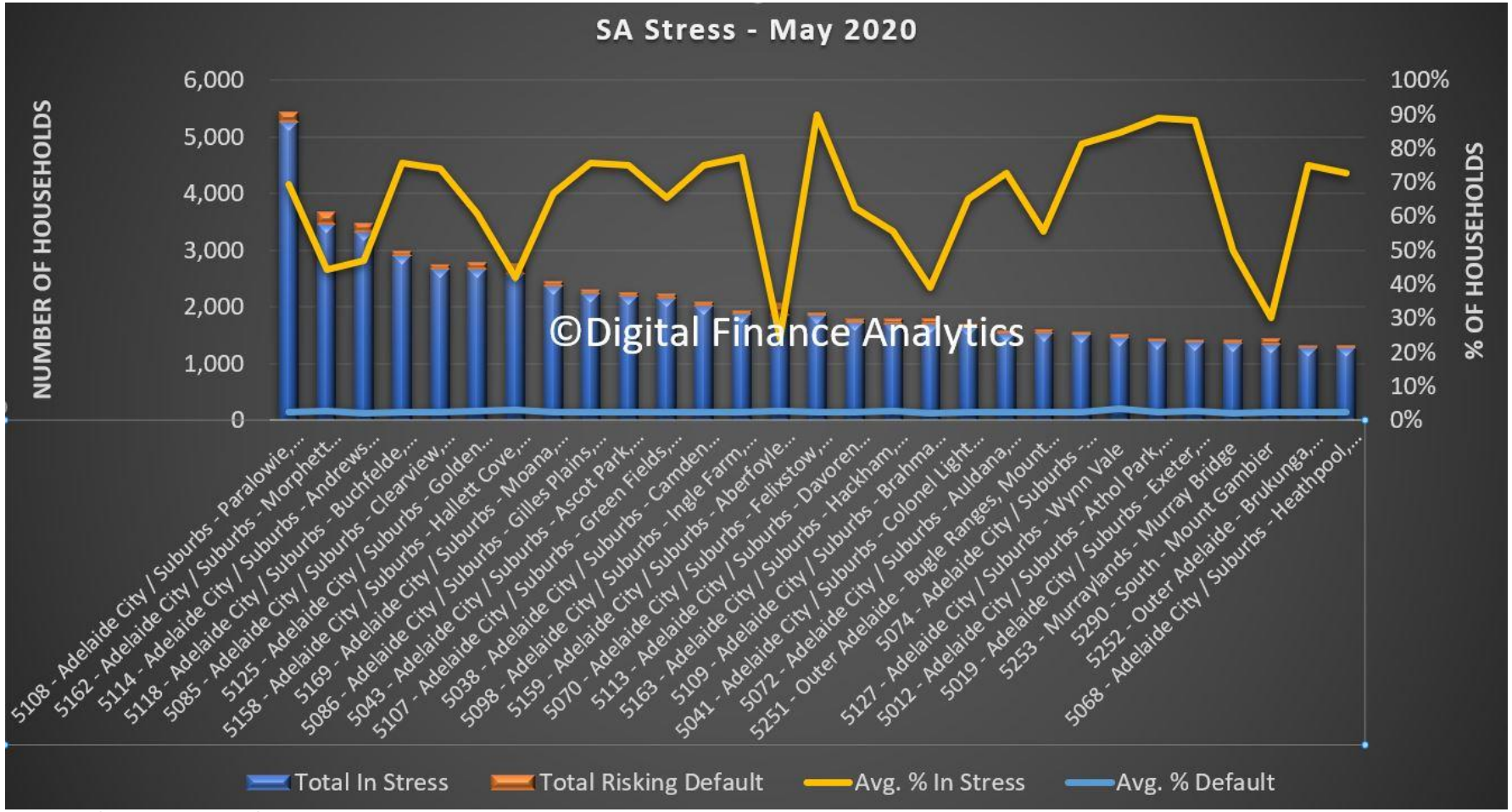

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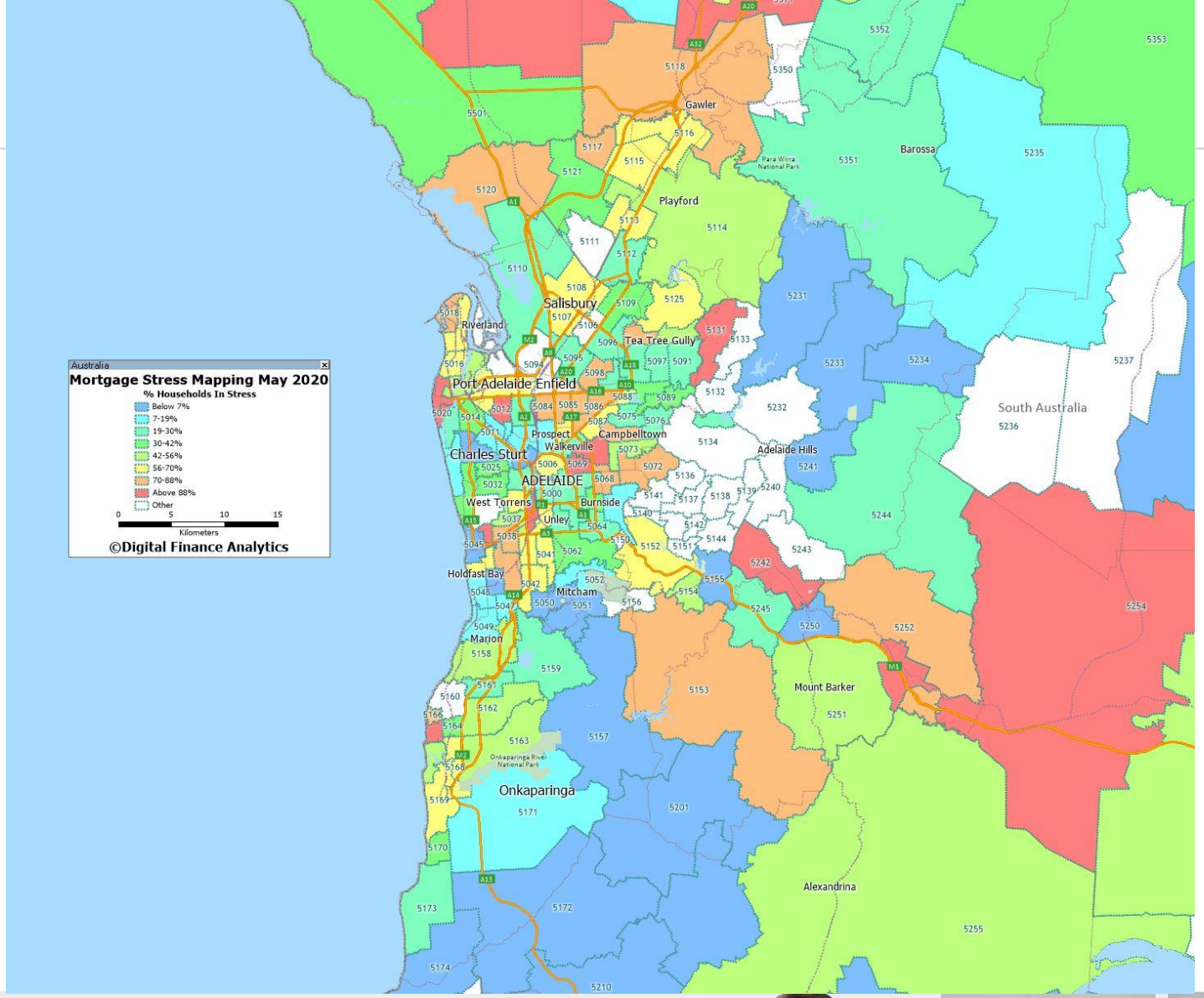

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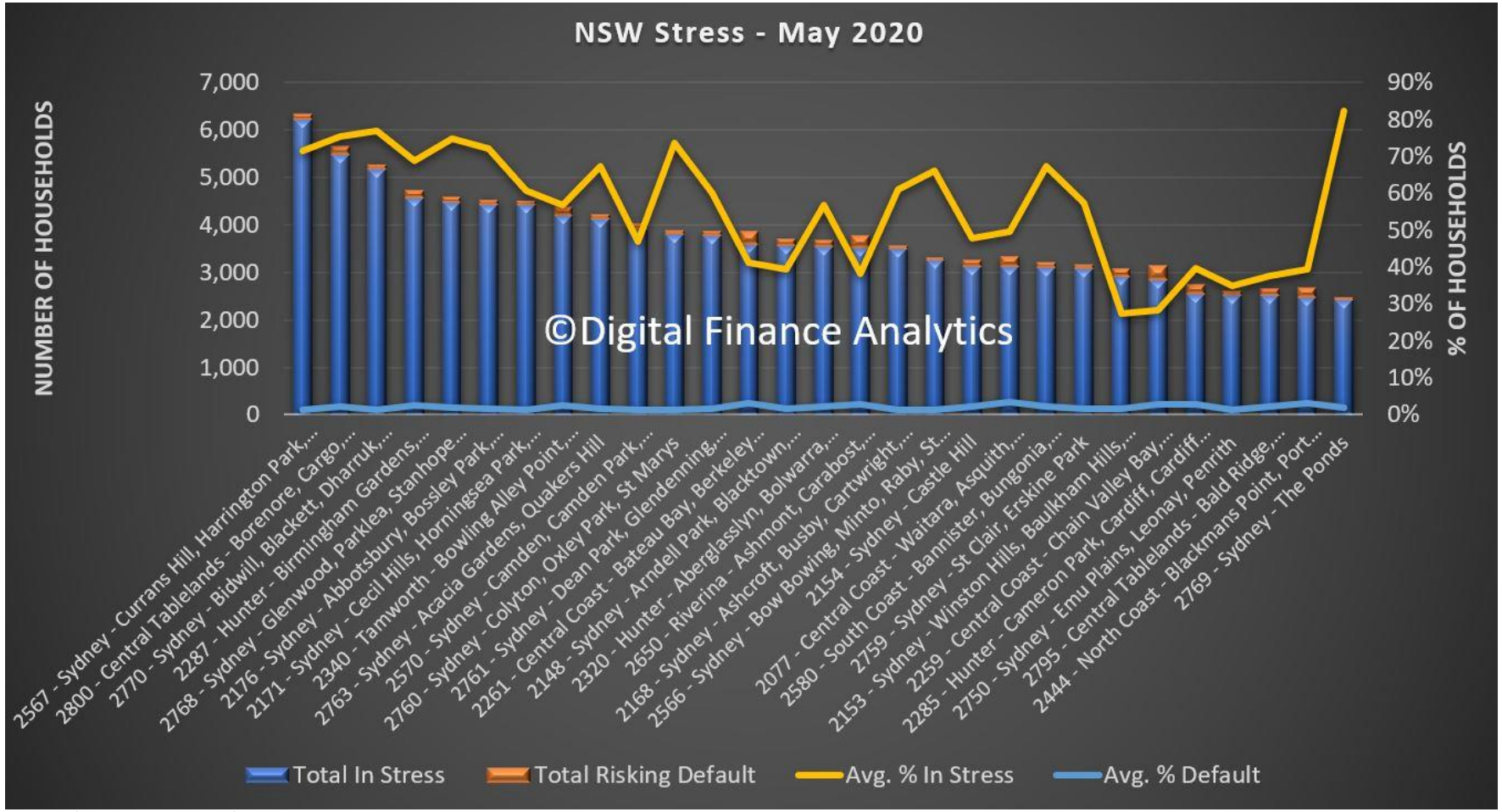

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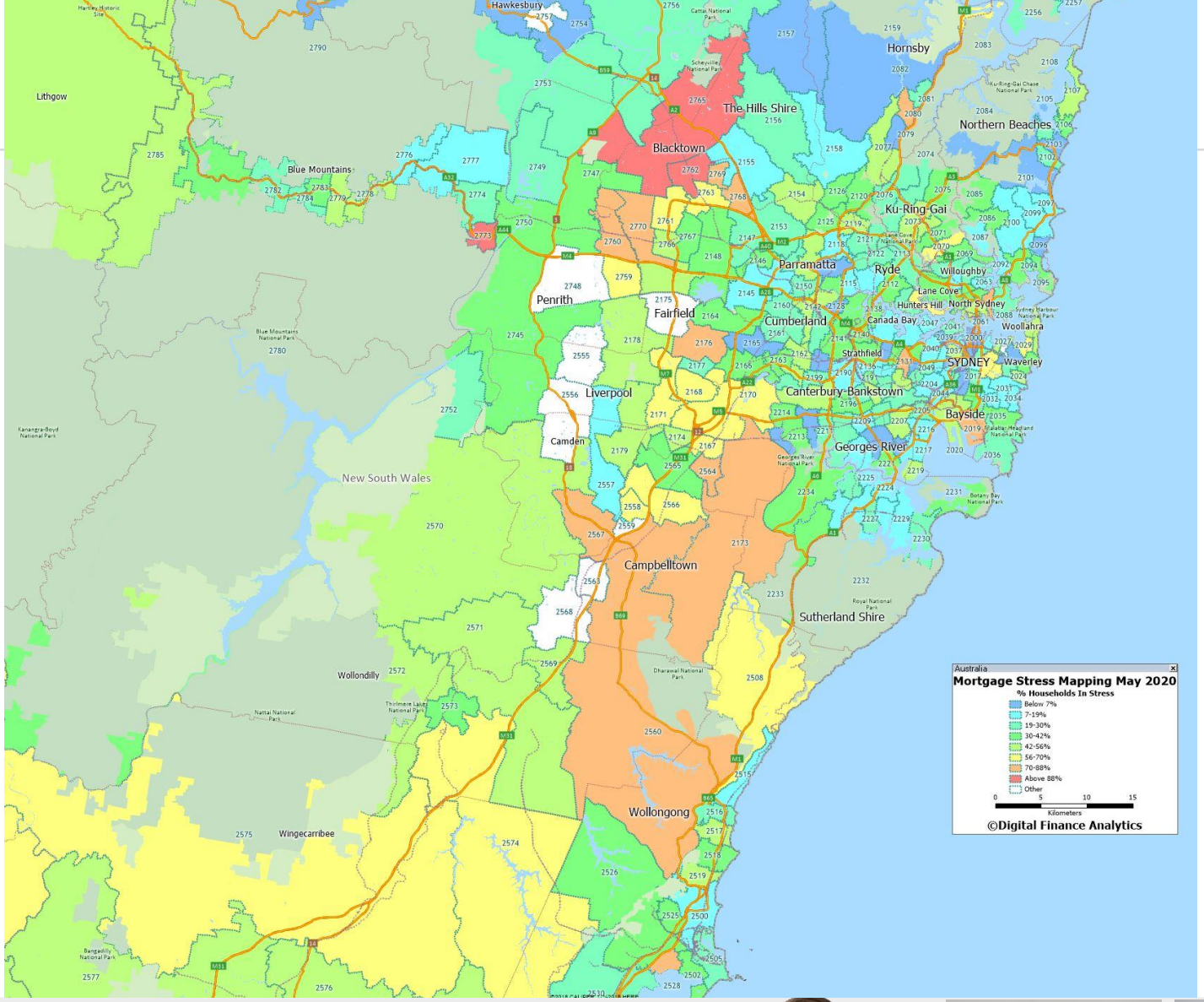

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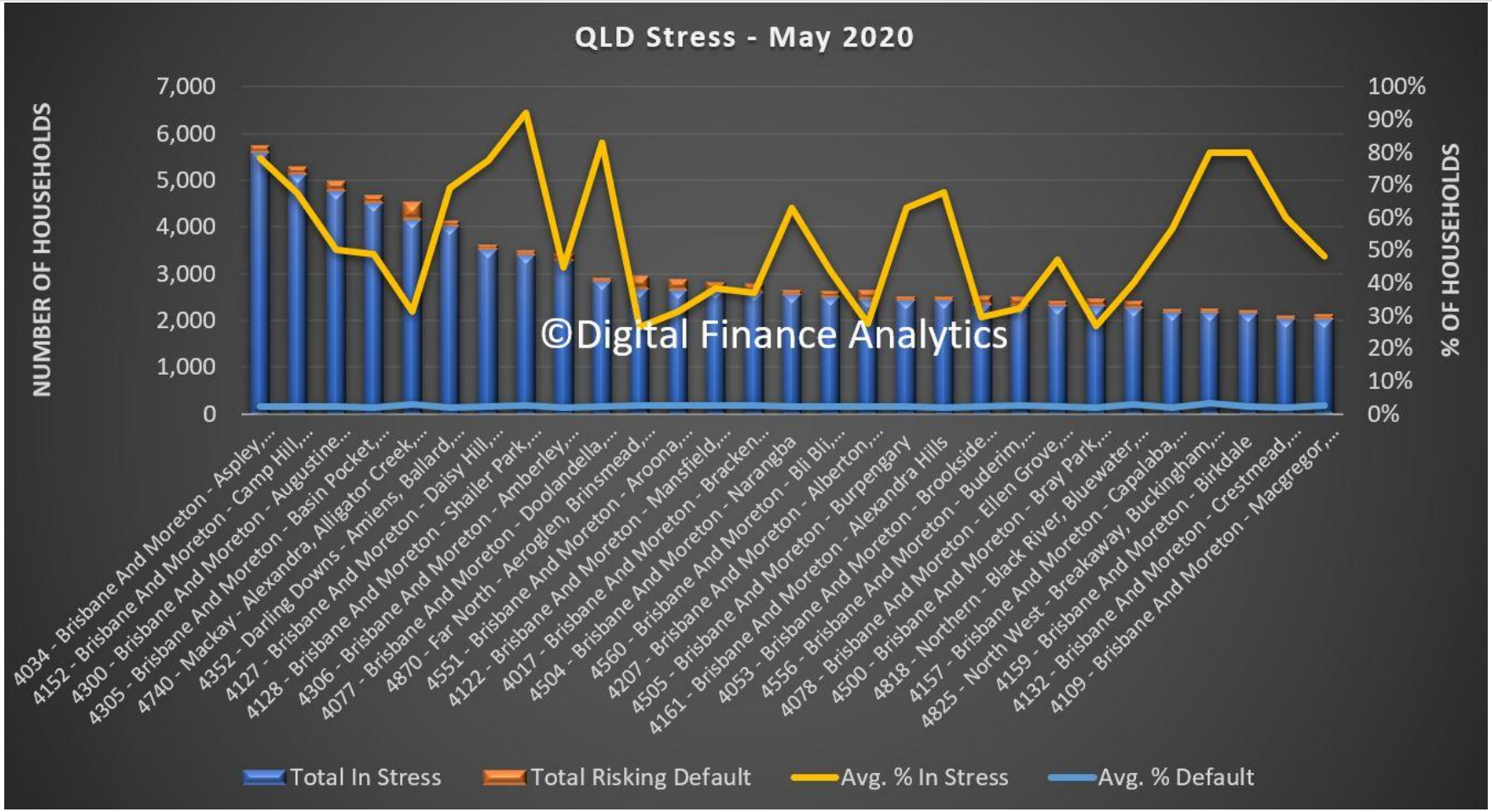

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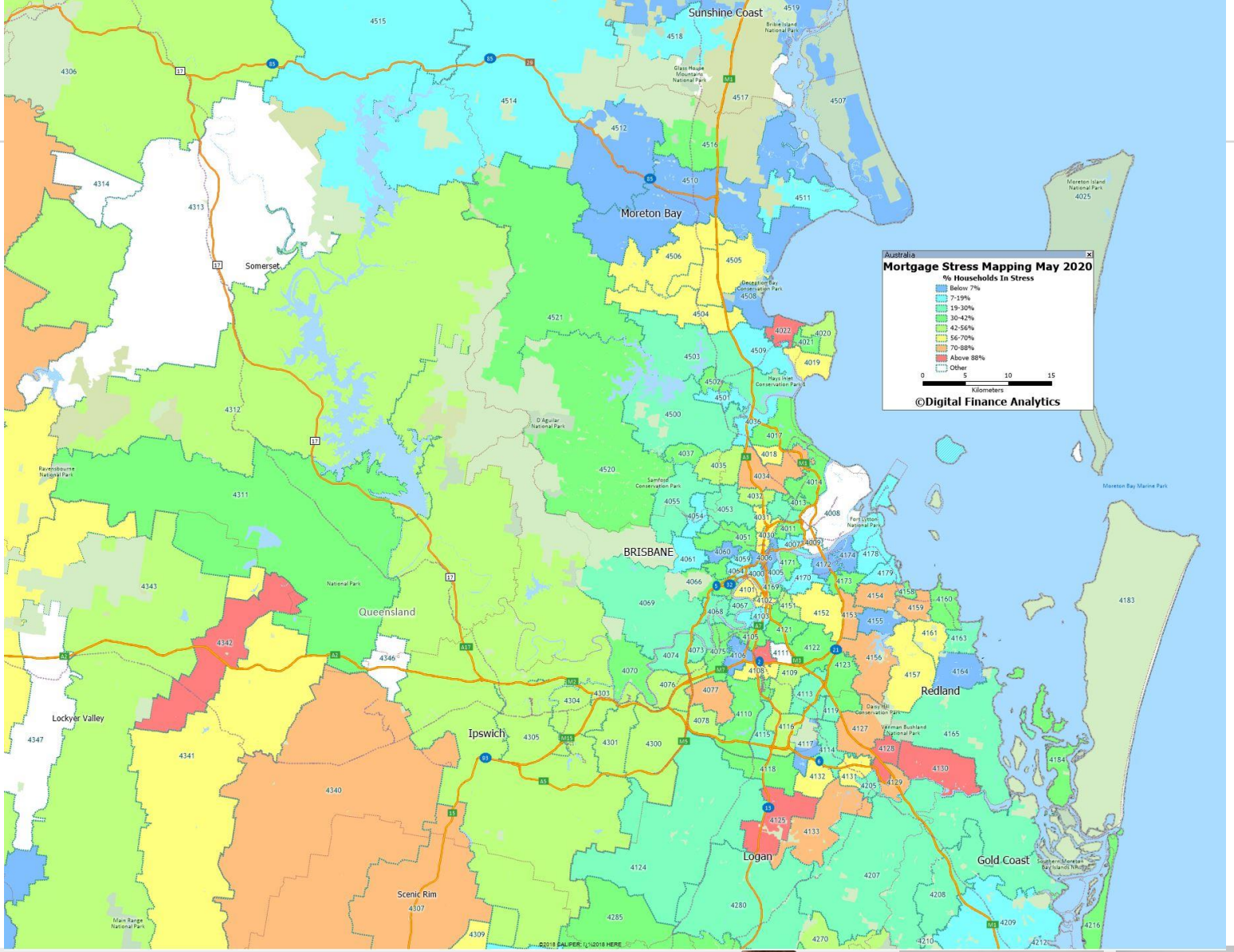

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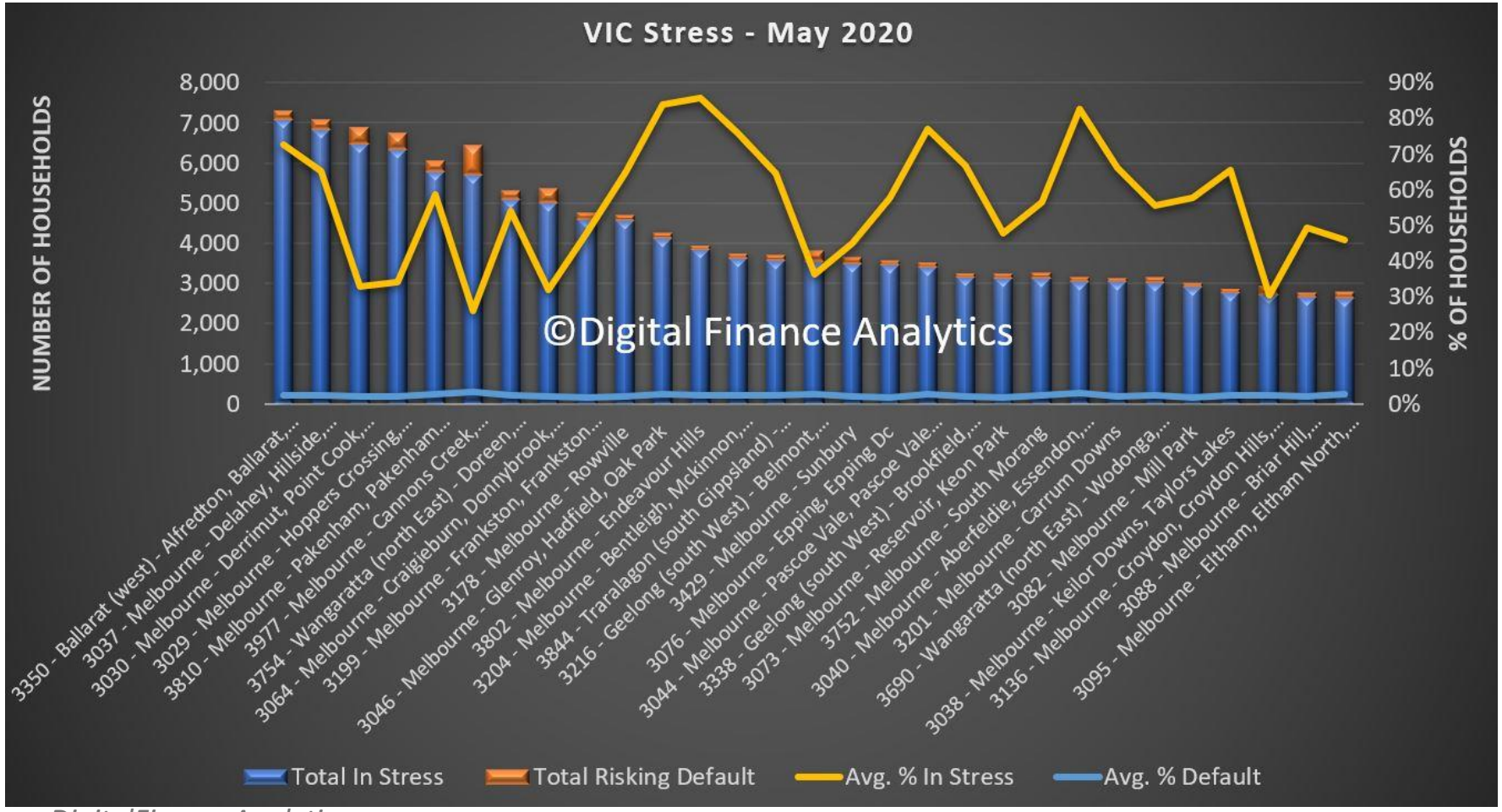

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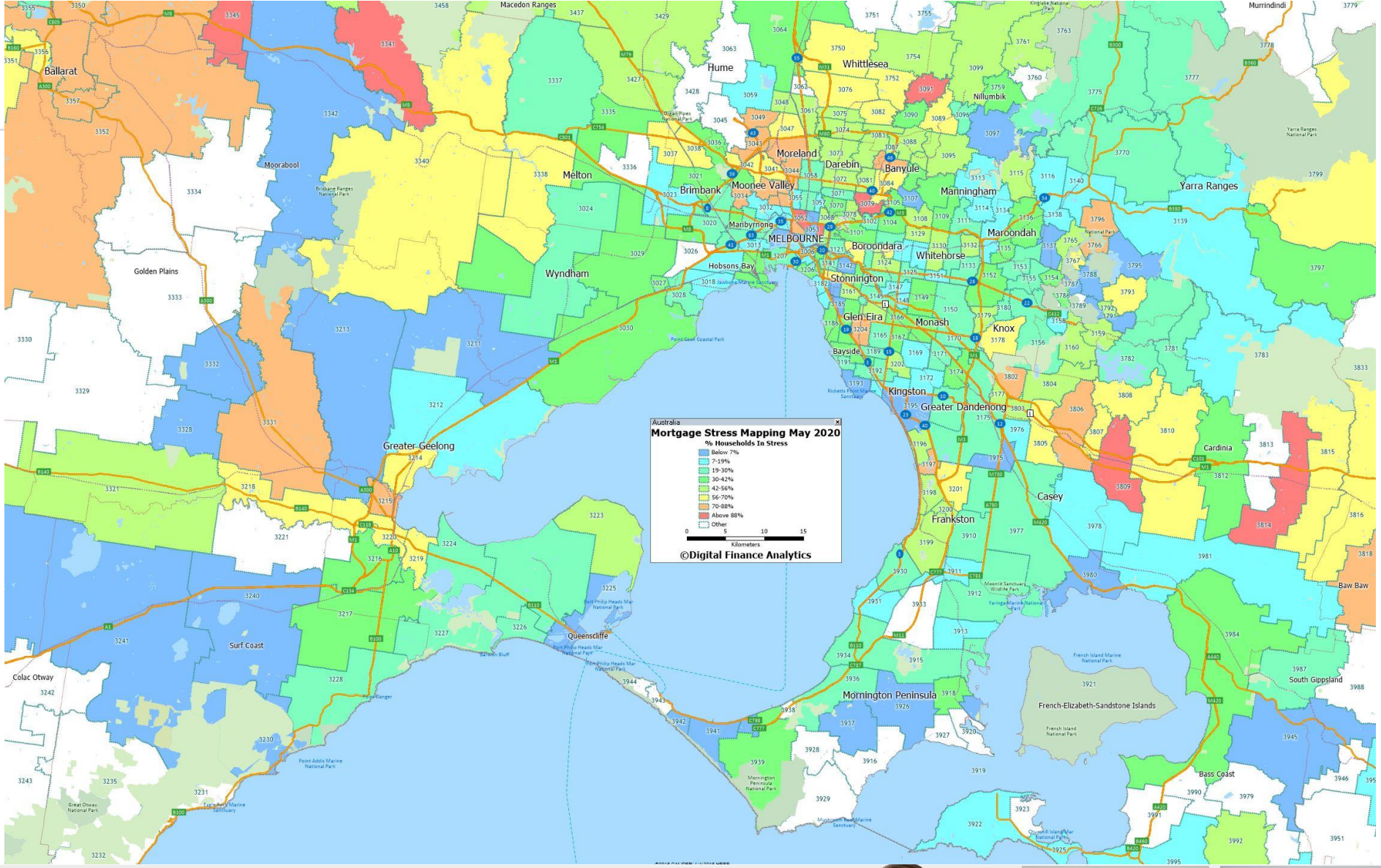

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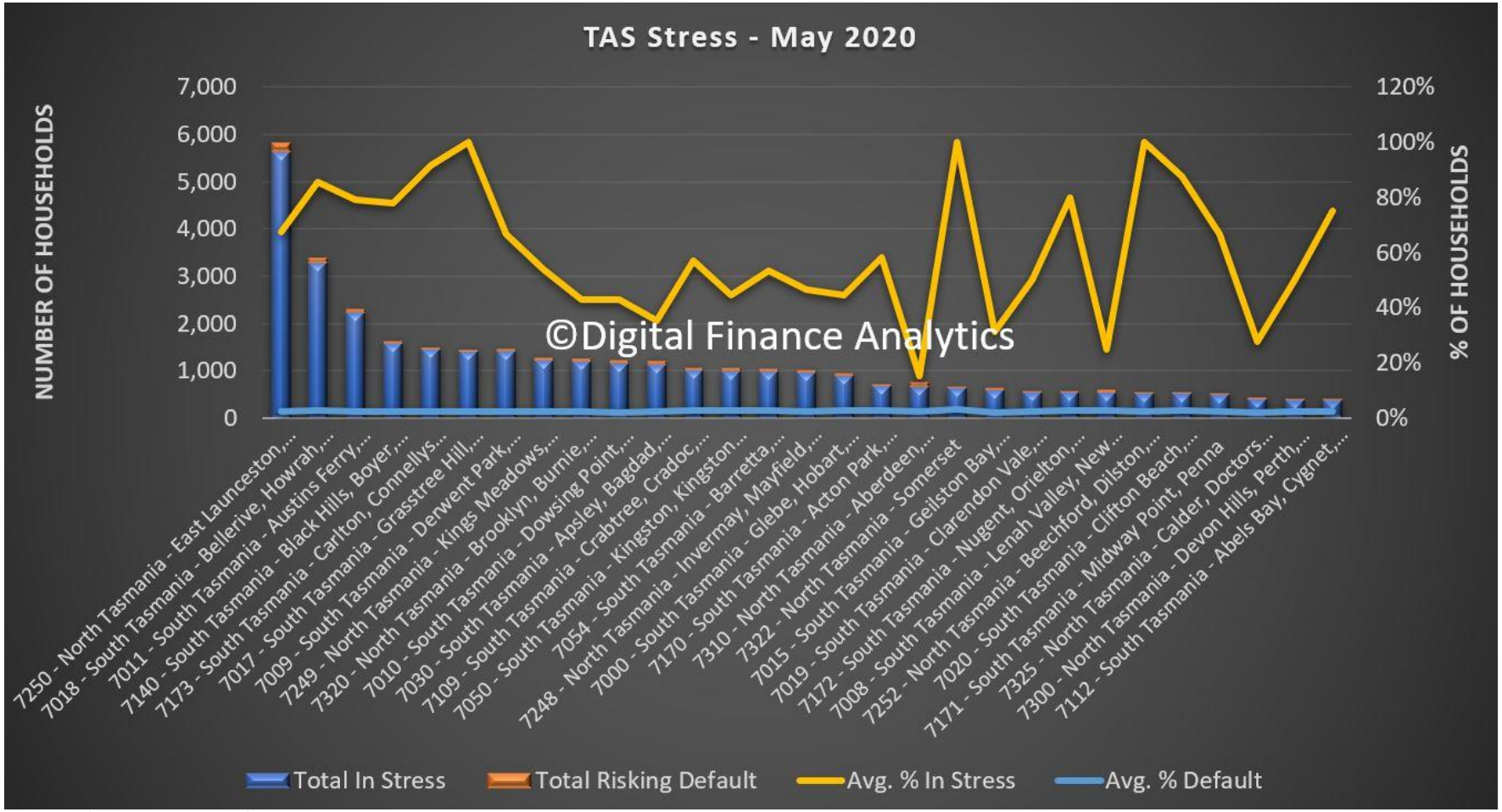

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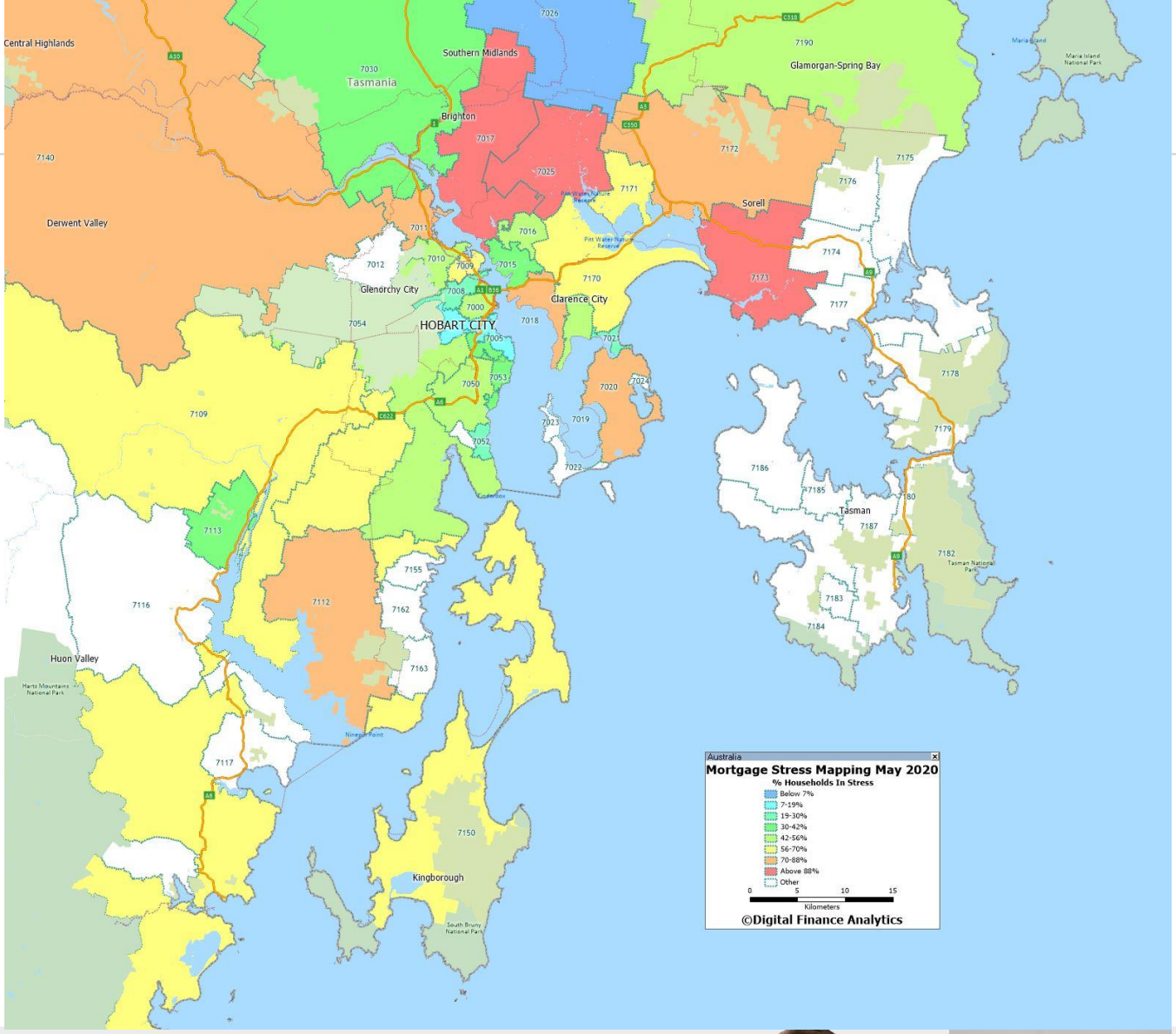

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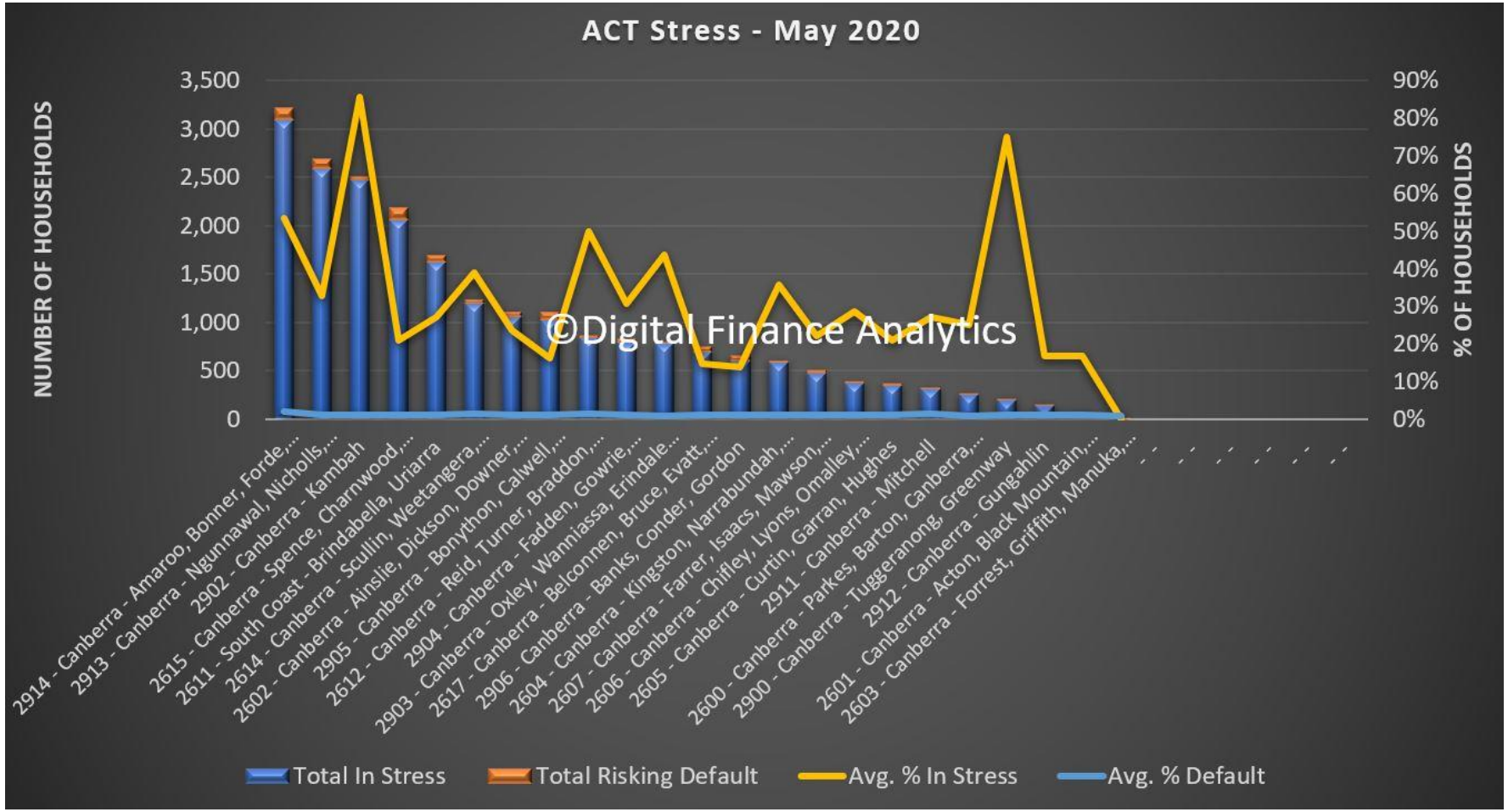

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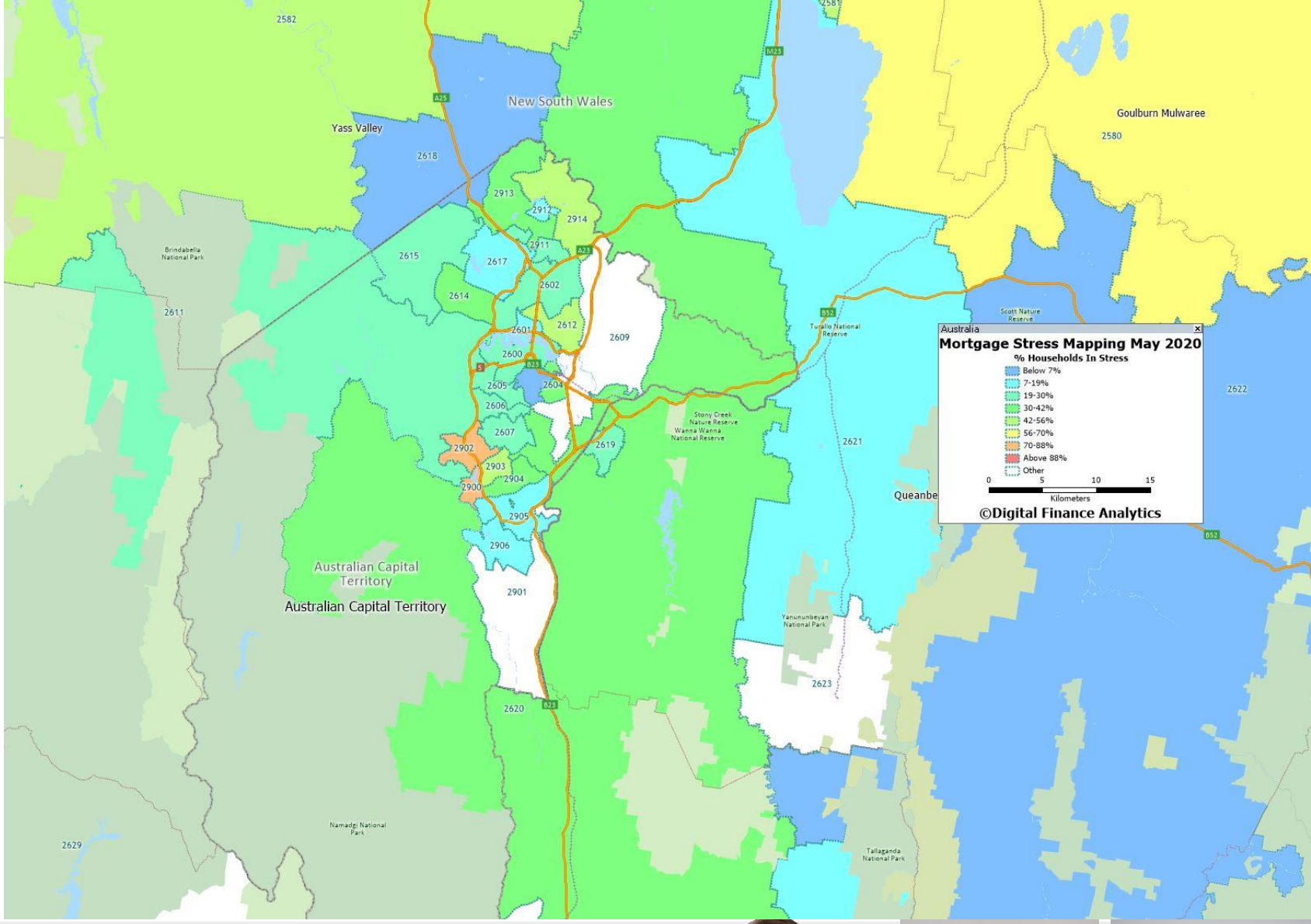

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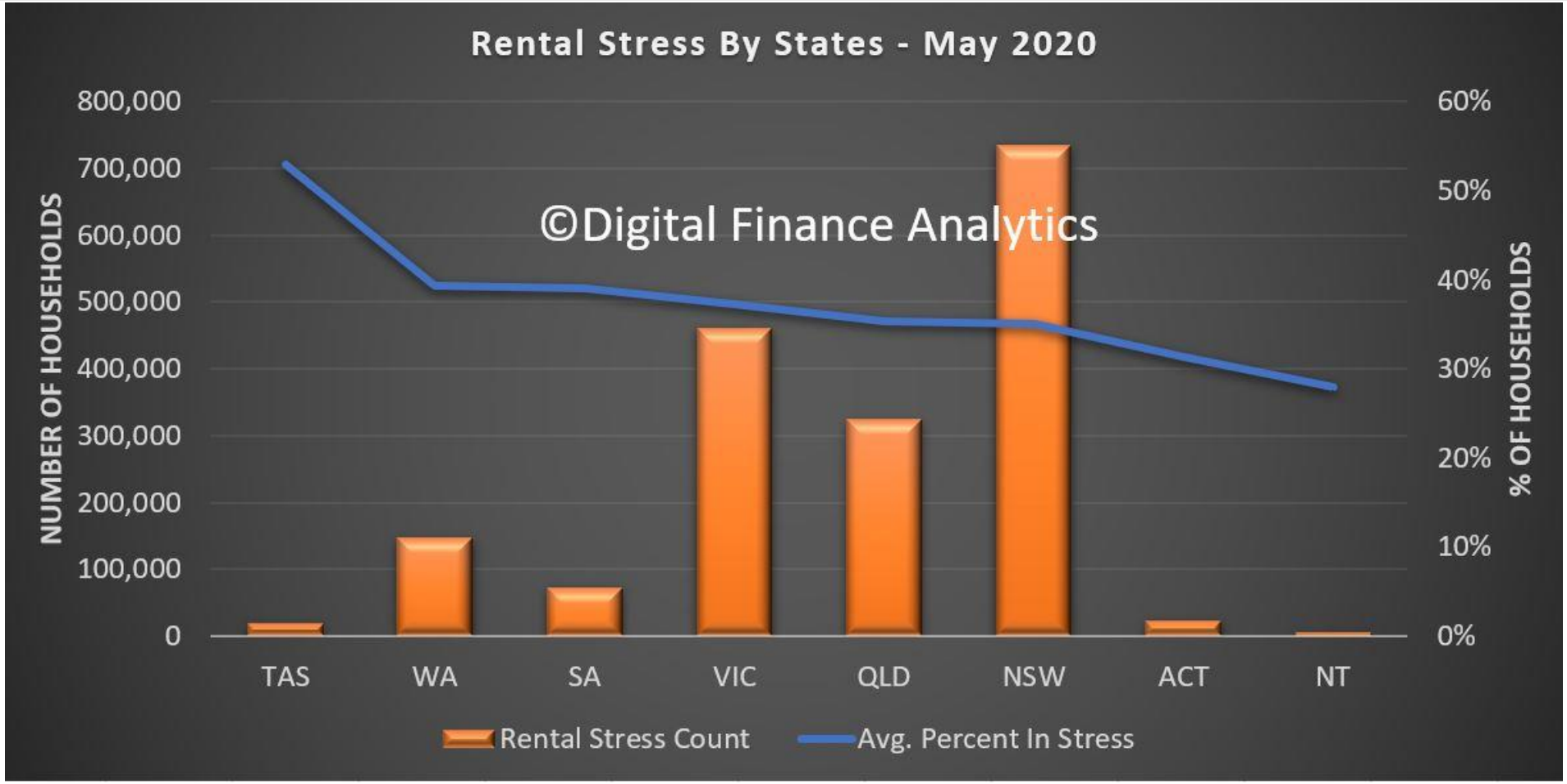
Rental Stress – 1.75 Million Households:



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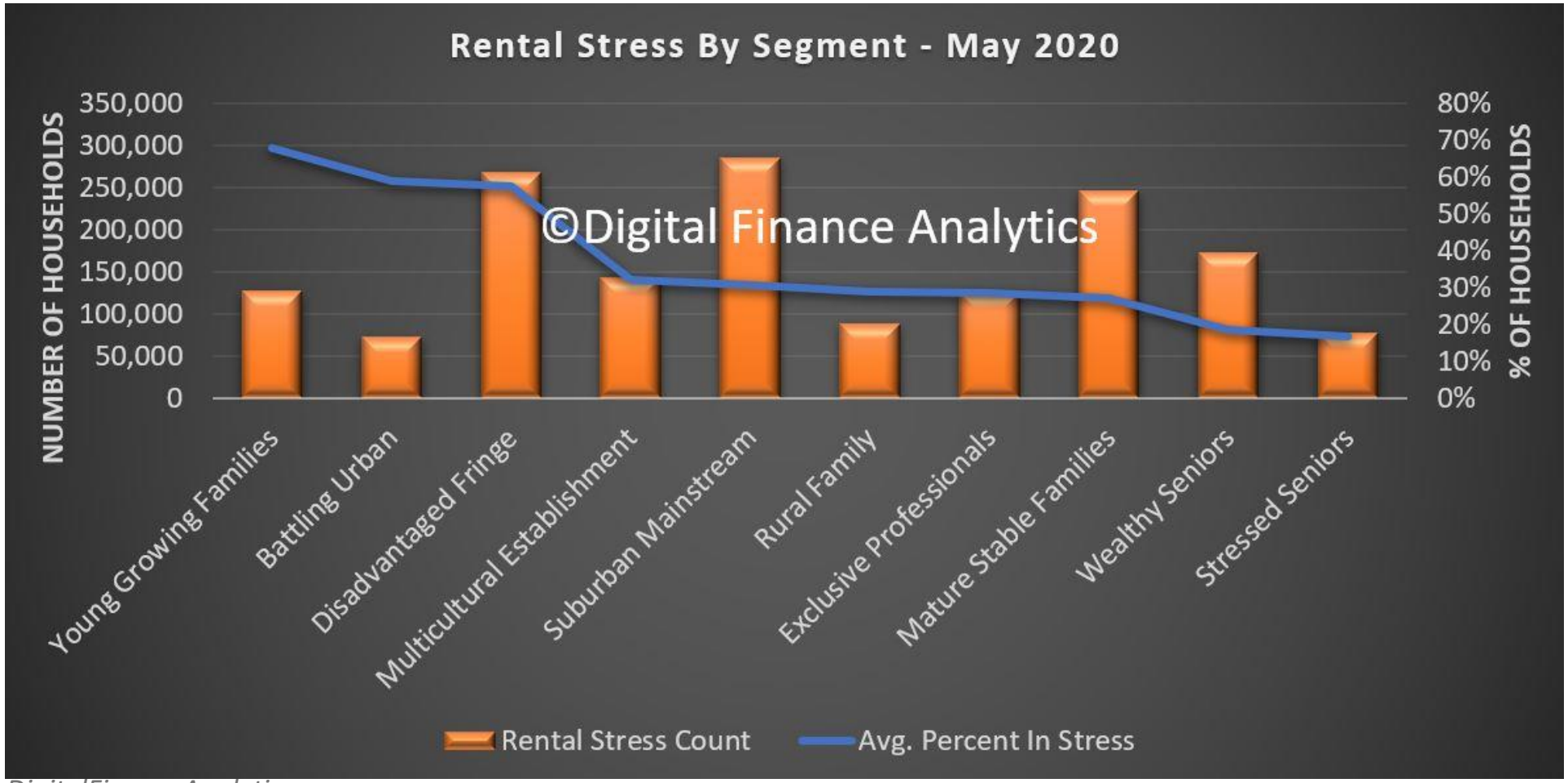

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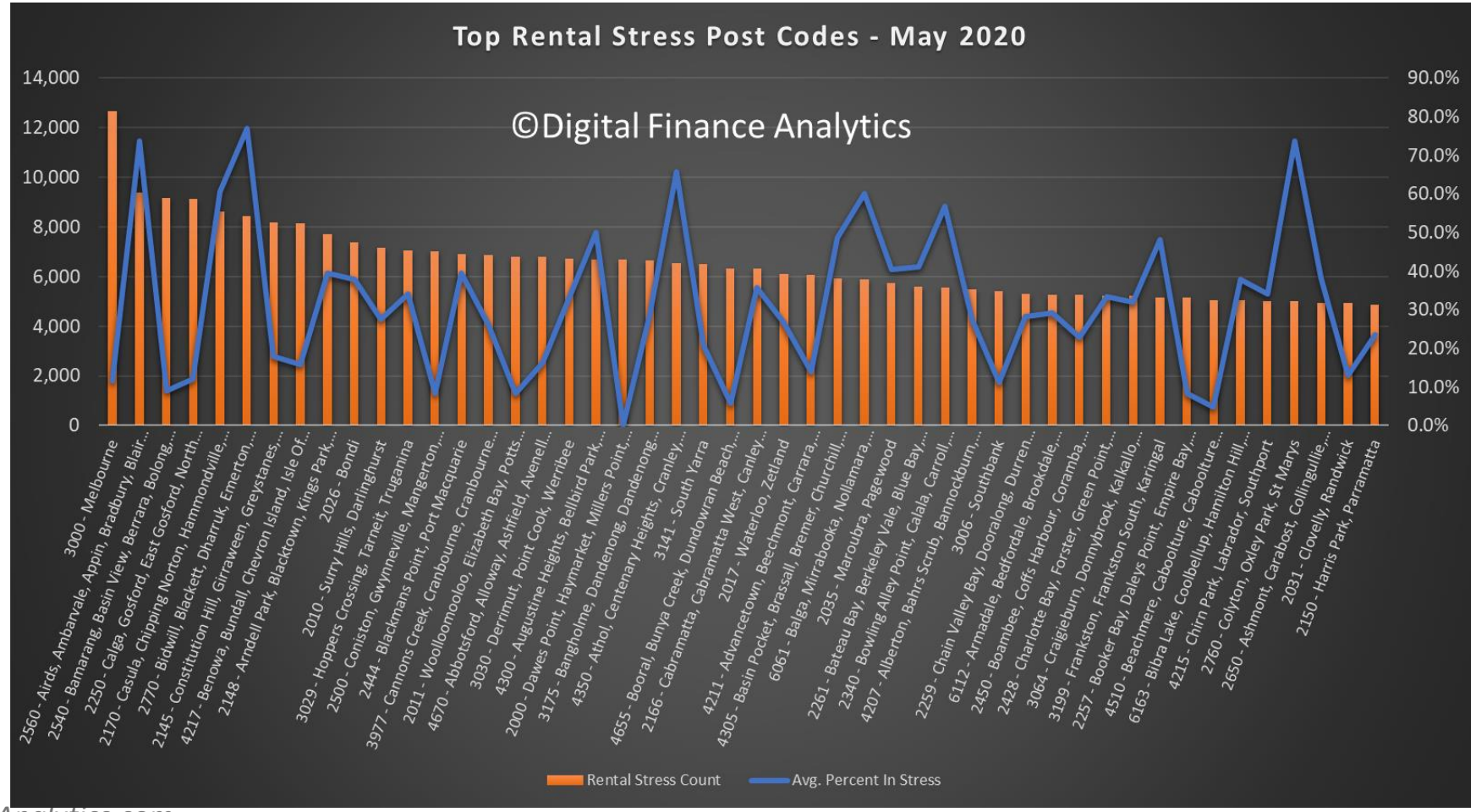

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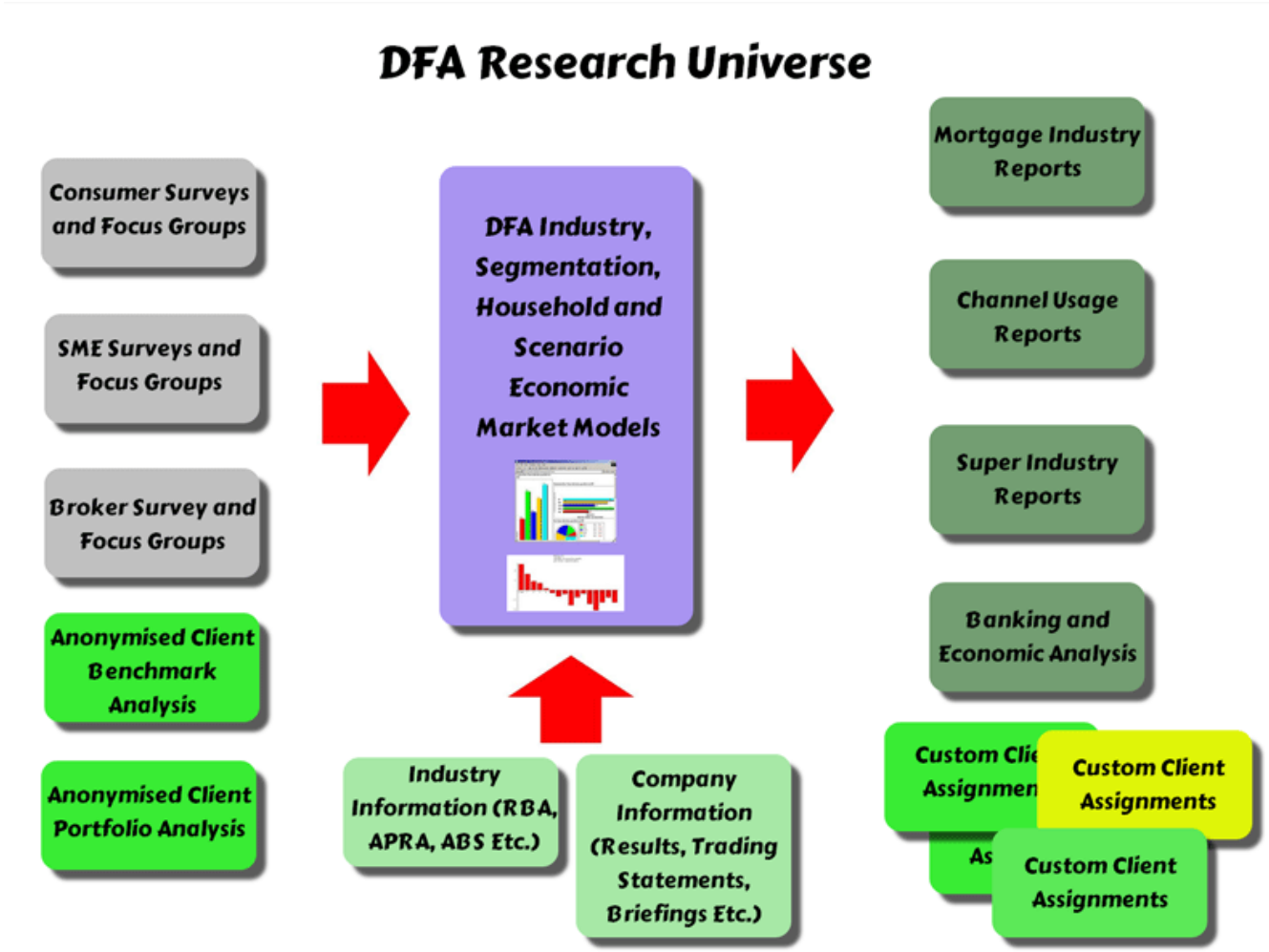
How the DFA model informs scenarios:



Scenarios

Summary Outcomes (24-36 Months Later)

Scenario	RBA Rate	Employment Rate	Mortgage Stress	Bank Losses (BP)	Home Prices DOWN	Unnatural Acts	% Probability ()= Last Time
Business As Usual							
Things Can Only Get Better							
Not Yet Doomsday							
Armageddon (Ireland 2.0)							
Doomsday (Iceland 2.0)							

Source: DigitalFinanceAnalytics.com

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DFA's Scenarios:

- Scenarios are a way of exploring different futures, and to consider the consequences, not as a forecast, but to facilitate understanding and debate.
- None of these scenarios may turn out to be right…. Things change.
- We use a framework driven from our core market model and we are going to look at the five potential outcomes, updated with the latest data and results.
- We have changed the methodology for 2020, with the scenarios running forward from today. This will change our baseline for home price changes.
- Baseline scenarios include the impact of Covid-19 – assuming it is a 6-month episode.

Source: DigitalFinanceAnalytics.com

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DFA's Summary Outcomes (24-36 Months Later, Baselined May 2020):

Scenario	RBA Rate	Unemployment Rate	Mortgage Stress	Bank Losses (BP)	Home Prices	Unnatural Acts	% Probability ()= Last Time
RBA Baseline	0.25%	7.0%	38%	12.5	+10 to -5%	Easing Credit /QE/Fiscal	10% (5%)
Best Case	0.1%	7.5%	40%	18	-5 to -15%	Fiscal/QE/NR	20% (7.5%)
Longer Term Crunch	0.1%	8.75%	42%	25	- 15 to 30%	QE/One Bank Bail Out	40% (45%)
Global Disruption	0.25% - Zero	9.5%-11%	40%-45%	45	- 30 to 45%	Bail In/Bail Out/QE ++	20% (32.5%)
Uncontrolled Pandemic	Zero and Below	16%+	65%	65+	Up to 80%	QE+ Bank Failures	10% (15%)

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Investment Outlook:

Unemployment: Number one issue

Equities:

- How far will earnings fall / recover
- Consensus earnings useless. Five year average more helpful.
- -ve: Gearing changes, deglobalisation, increased redundancy, supply chain
- +ve: Reduced rent, travel, new efficiencies

Bonds:

- Inflation vs safety

AUD:

- Stimulus vs disruption
- World Growth vs Virus Outcomes

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