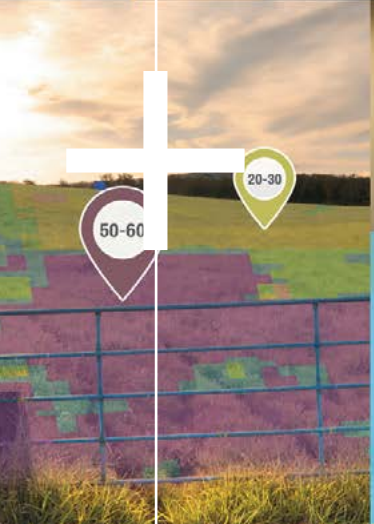




AFR MOST INNOVATIVE COMPANIES 2016

30 - NOVA GROUP	29 - QANTAS AIRWAYS	
28 - ARDEX AUSTRALIA PTY LTD	27 - SEEING MACHINES	
26 - EMC SOLAR CONSTRUCTIONS		
25 CURE BRAIN CANCER FOUNDATION	24 - TAL SERVICES L	
23 - PACT GROUP	22 - LANDGATE	21 - UHG
20 - INFOTRACK	19 - THINKPLACE	18 - DELOITTE
		15 - HIPAGES



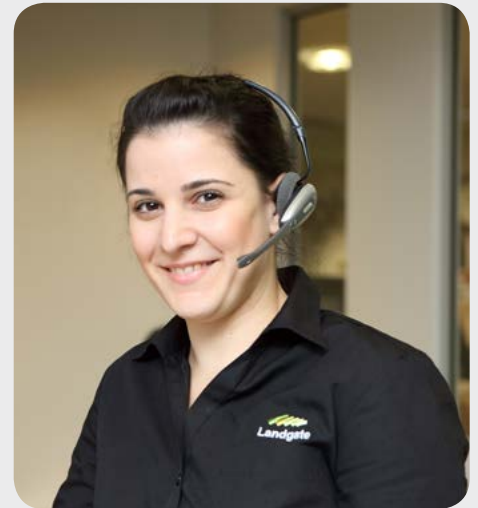
# Business Activity Profile

December 2016

## At a glance

The following table compares current month data with the previous month and the same time previous year.

Service/Product description	Comparison		
	Dec 2016	Nov 2016	Dec 2015
Total Document Lodgements	25,020	25,507 1.91%	28,291 11.56%
Transfer Lodgements	5,929	5,634 5.24%	6,460 8.22%
Mortgage Lodgements	7,024	6,882 2.06%	8,282 15.19%
Searches	103,667	130,069 20.30%	116,599 11.09%
Electronic Advice of Sale Lodgements	4,096	5,805 29.44%	5,045 18.81%
Subdivisional Lots Created	1,073	1,088 1.38%	1,061 1.13%
Strata Lots Created	876	1,579 44.52%	1,057 17.12%
New Lots Created	1,949	2,667 26.92%	2,118 7.98%
Strata Plan and Survey Strata Plan Lodgements	163	235 30.64%	237 31.22%



### Working with Landgate in 2017

Landgate customers are at the heart of everything we do. Because of this, we were thrilled that 80 per cent of our customers rated Landgate eight, nine or 10 out of 10 for overall customer satisfaction in 2016. We're very proud of this achievement and look forward to maintaining this in 2017.

2016 included highlights such as launching Western Australia's location and innovation hub, SPUR, as well as our new agricultural product Pastures from Space Plus.

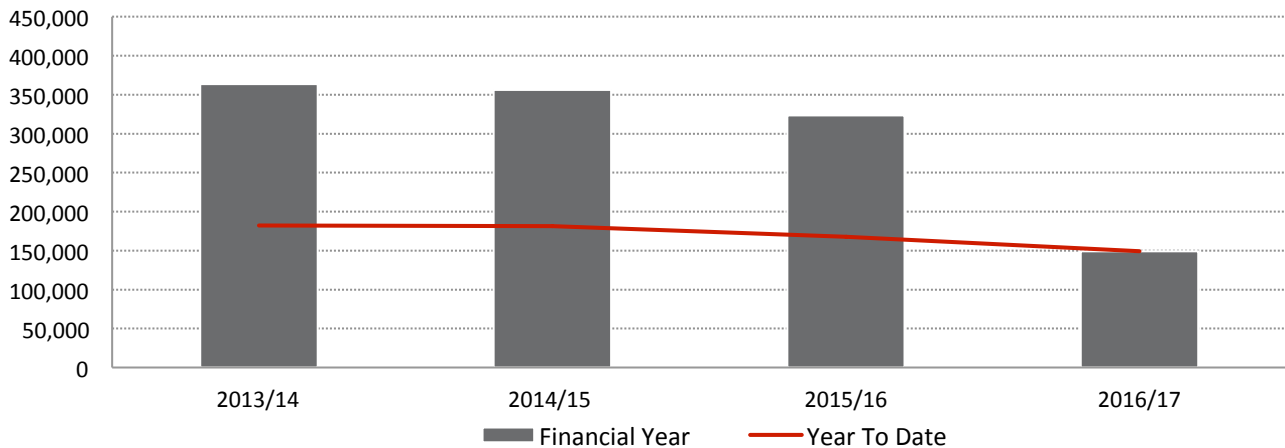
We received national recognition for our innovative culture by ranking #22 in the Financial Review's most innovative companies list. There were more than 1,000 entries from across the nation and only one government agency, CSIRO, ranked ahead of us.

We were also the proud recipient of a Premier's Award for our New Land Registry in the category for developing the economy.

We hope to work with you in 2017.

## Total document lodgements, by financial year

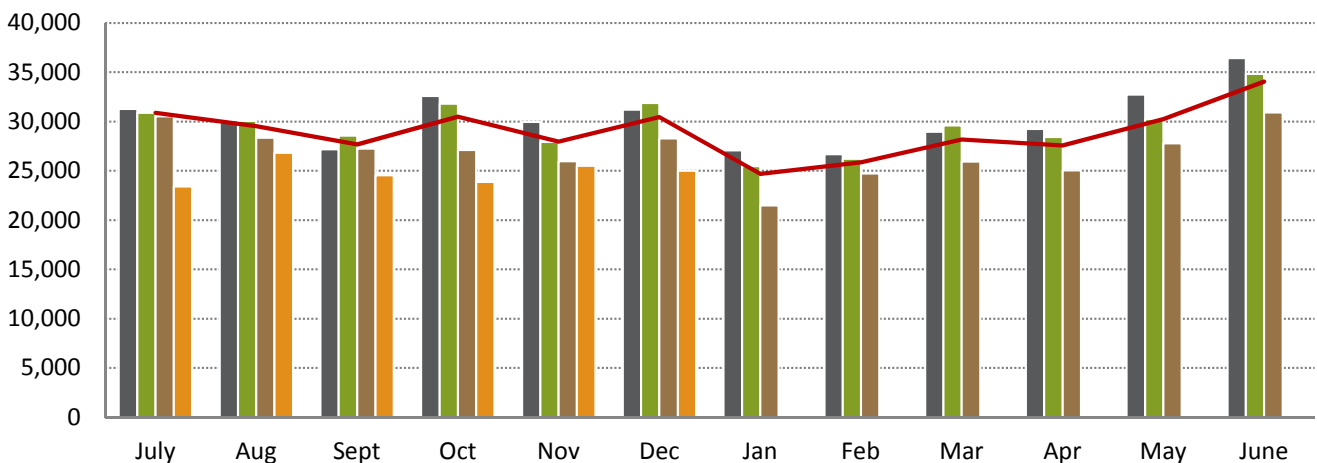
Total document lodgements 2016/17 year to date (149,194) reflect a 10.96% decrease when compared to the same time 2015/16 (167,549).



Financial Year	13/14	14/15	15/16	16/17
Total Lodgements July to June	363,477	356,010	323,474	
Total lodgements year to date	182,327	181,189	167,549	149,194

## Total document lodgements, by month

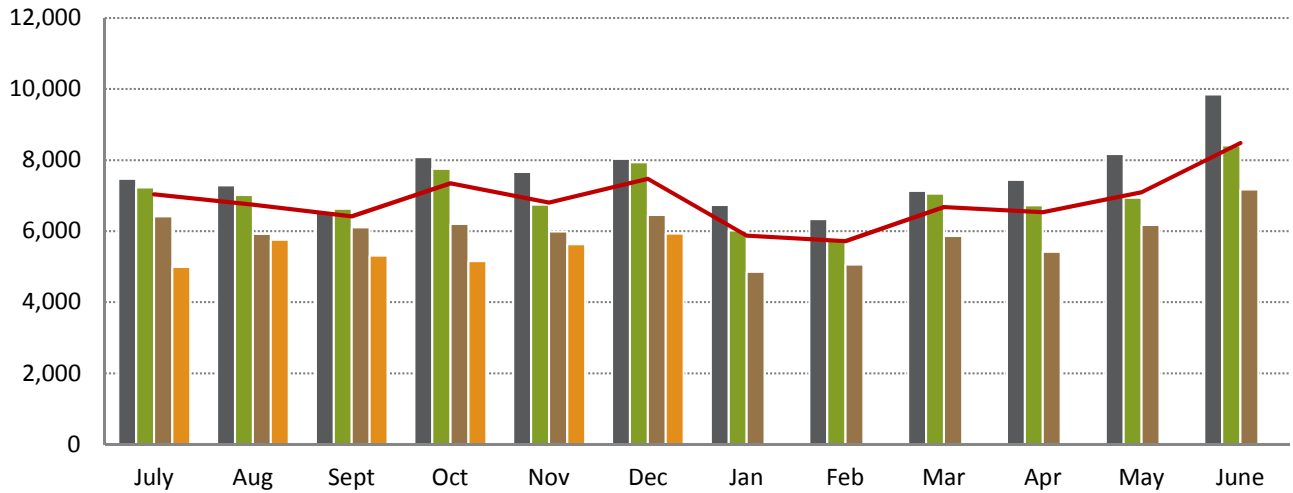
The number of documents lodged in December 2016 (25,020) decreased 1.91% from the previous month (25,507) and decreased 11.56% from December 2015 (28,291).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	31,263	30,118	27,174	32,606	29,965	31,201	27,093	26,669	28,956	29,261	32,748	36,423
14/15	30,898	30,068	28,560	31,816	27,949	31,898	25,483	26,213	29,617	28,417	30,239	34,852
15/16	30,525	28,376	27,270	27,105	25,982	28,291	21,495	24,723	25,930	25,042	27,801	30,934
16/17	23,394	26,832	24,556	23,885	25,507	25,020						
3 Year Avg (13/14 - 15/16)	30,895	29,521	27,668	30,509	27,965	30,463	24,690	25,868	28,168	27,573	30,263	34,070

## Transfer lodgements, by month

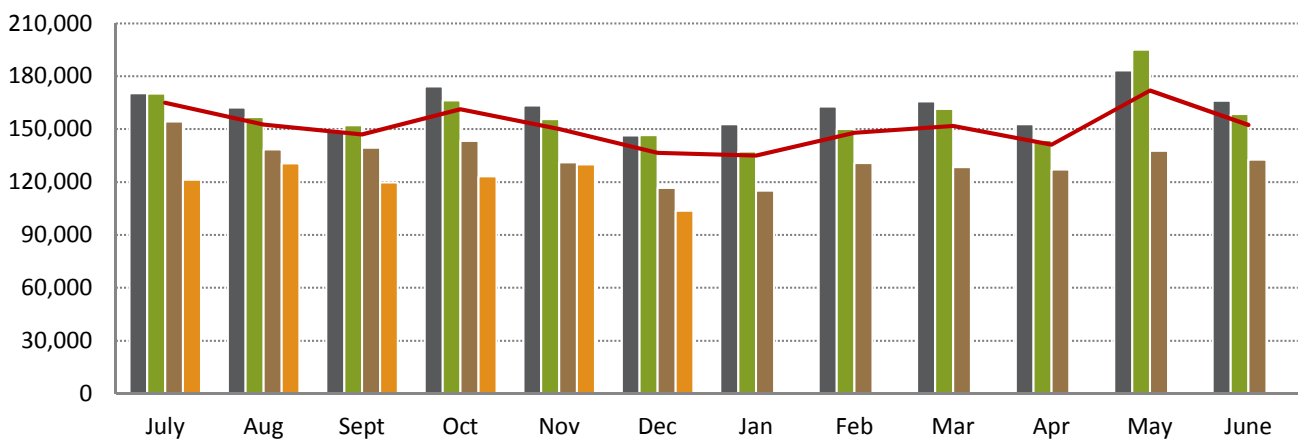
Transfer documents lodged in December 2016 (5,929) increased 5.24% from the previous month (5,634) and decreased 8.22% from December 2015 (6,460). The number of mortgages lodged during December 2016 (7,024) increased 2.06% from the previous month (6,882) and decreased 15.19% from December 2015 (8,282).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	7,475	7,294	6,530	8,085	7,672	8,036	6,741	6,335	7,131	7,449	8,175	9,851
14/15	7,228	7,016	6,626	7,759	6,742	7,938	6,018	5,759	7,053	6,730	6,940	8,413
15/16	6,414	5,927	6,106	6,204	5,993	6,460	4,853	5,064	5,861	5,414	6,172	7,174
16/17	4,990	5,754	5,314	5,153	5,634	5,929						
3 Year Avg (13/14 - 15/16)	7,039	6,746	6,421	7,349	6,802	7,478	5,871	5,719	6,682	6,531	7,096	8,479

## Search activities, by month

The number of searches for December 2016 (103,667) decreased 20.30% from the previous month (130,069) and decreased 11.09% from December 2015 (116,599).

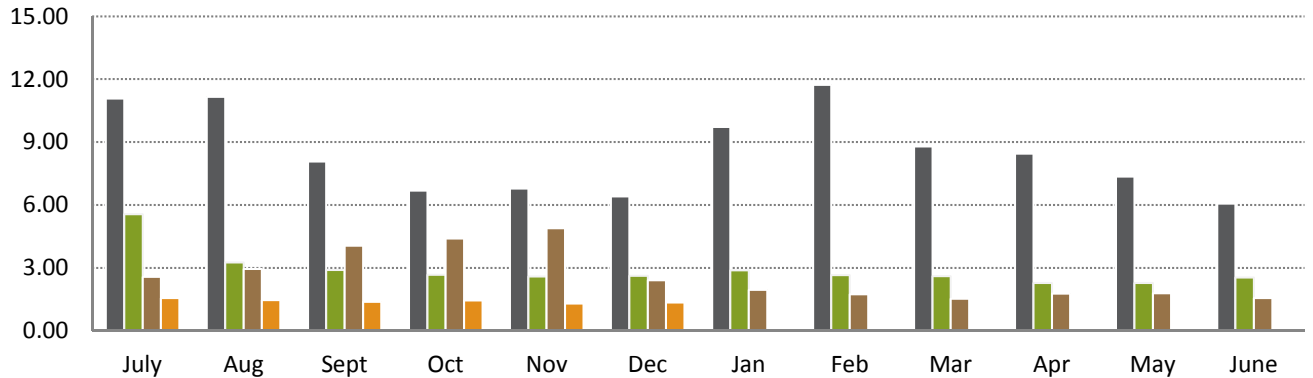


	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	170,374	162,359	149,405	174,207	163,439	146,356	152,792	162,818	165,751	152,837	183,237	166,079
14/15	170,172	156,893	152,229	166,408	155,655	146,637	137,368	150,146	161,484	143,831	195,083	158,516
15/16	154,413	138,603	139,497	143,355	131,093	116,599	115,180	130,809	128,384	127,037	137,730	132,768
16/17	121,355	130,631	119,837	123,182	130,069	103,667						
3 Year Avg (13/14 - 15/16)	164,986	152,618	147,044	161,323	150,062	136,531	135,113	147,924	151,873	141,235	172,017	152,454

## Time to register a transaction against a Certificate of Title, by month

Target: 75% of documents within 5.2 days

During December 2016 the average number of days to register a transaction against a Certificate of Title was 1.36 days, an increase compared to the previous month (1.30 days).

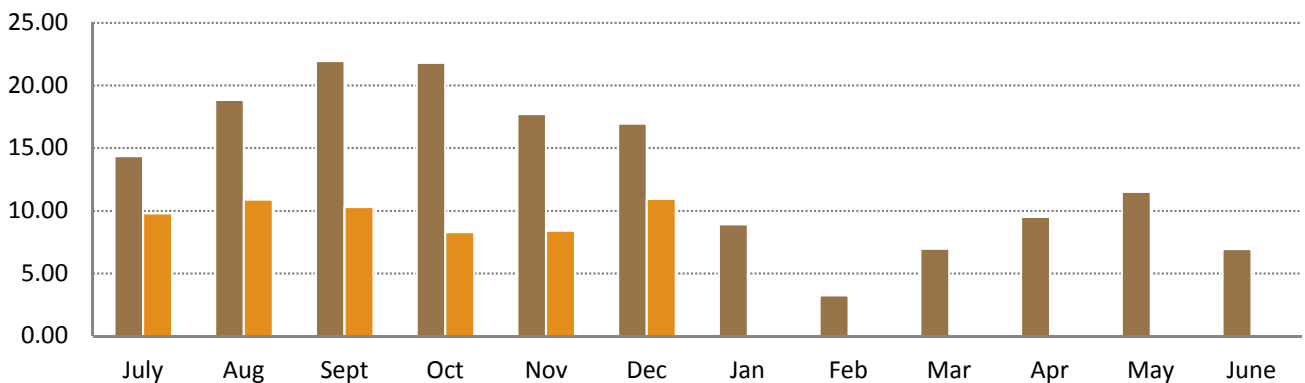


	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	11.08	11.16	8.08	6.68	6.79	6.41	9.73	11.73	8.80	8.45	7.35	6.07
14/15	5.56	3.26	2.90	2.68	2.59	2.62	2.88	2.66	2.61	2.28	2.29	2.55
15/16	2.57	2.95	4.06	4.41	4.90	2.41	1.95	1.74	1.53	1.78	1.80	1.57
16/17	1.56	1.46	1.39	1.45	1.30	1.36						

## Time to register a Certificate of Title for a large subdivision, by month

Target: 10 days

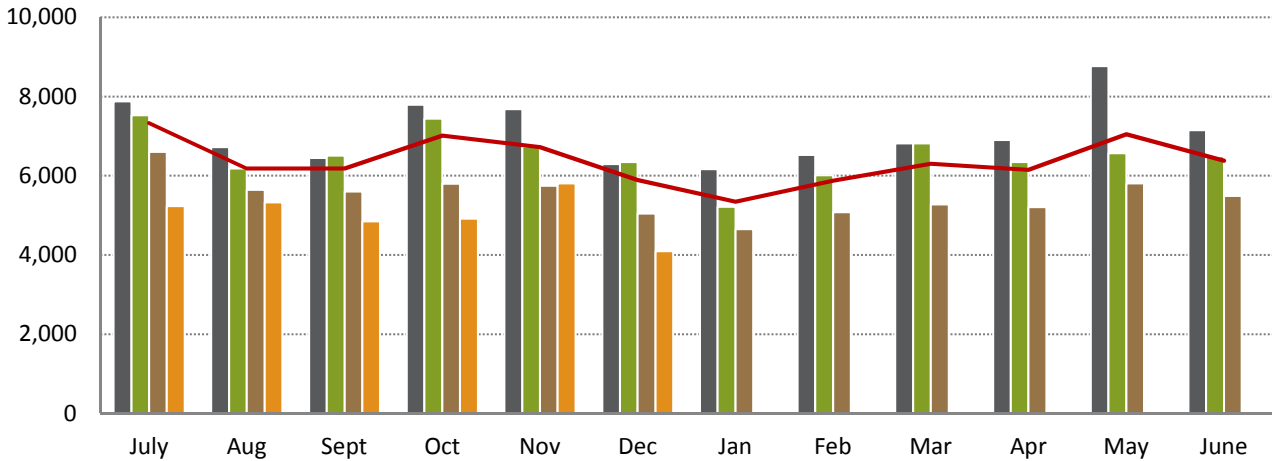
During December 2016 the average number of days to register a Certificate of Title for subdivisions was 10.95 days, an increase compared to the previous month (8.40 days).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
15/16	14.36	18.84	21.95	21.80	17.72	16.95	8.91	3.25	6.98	9.50	11.52	6.94
16/17	9.80	10.90	10.30	8.30	8.40	10.95						

## Electronic Advice of Sale (EAS) lodgements, by month

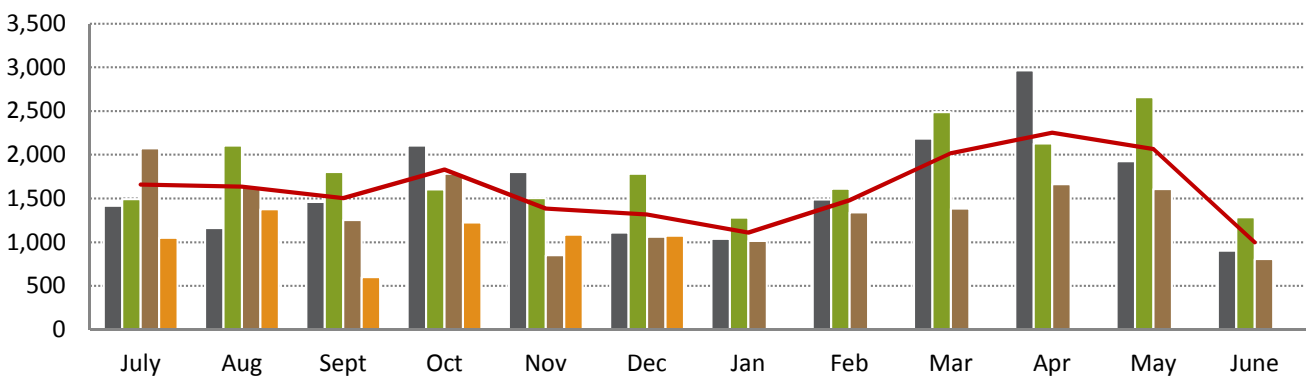
A total of 4,096 lodgements were registered during December 2016, a 29.44% decrease from the previous month (5,805) and a 18.81% decrease from December 2015 (5,045).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	7,877	6,720	6,448	7,797	7,678	6,296	6,165	6,522	6,817	6,905	8,767	7,149
14/15	7,524	6,184	6,507	7,443	6,743	6,345	5,220	6,015	6,821	6,345	6,565	6,491
15/16	6,599	5,643	5,602	5,799	5,743	5,045	4,649	5,078	5,274	5,208	5,810	5,493
16/17	5,236	5,332	4,850	4,921	5,805	4,096						
3 Year Avg (13/14 - 15/16)	7,333	6,182	6,186	7,013	6,721	5,895	5,345	5,872	6,304	6,153	7,047	6,378

## Number of subdivisional lots, by month

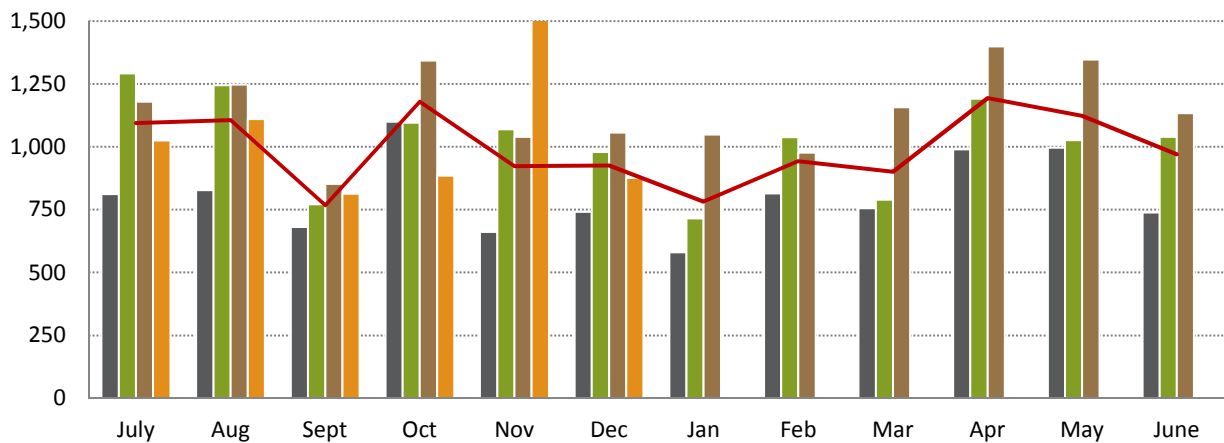
During December 2016, 1,073 sub-divisional lots were created, a 1.38% decrease from the previous month (1,088) and a 1.13% increase from December 2015 (1,061).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	1,418	1,162	1,459	2,104	1,803	1,110	1,037	1,487	2,186	2,965	1,927	904
14/15	1,493	2,106	1,803	1,602	1,503	1,781	1,281	1,612	2,487	2,128	2,658	1,284
15/16	2,072	1,634	1,252	1,781	851	1,061	1,014	1,343	1,383	1,665	1,609	807
16/17	1,052	1,376	601	1,225	1,088	1,073						
3 Year Avg (13/14 - 15/16)	1,661	1,635	1,505	1,829	1,386	1,317	1,111	1,481	2,019	2,253	2,065	998

## Number of strata title lots, by month

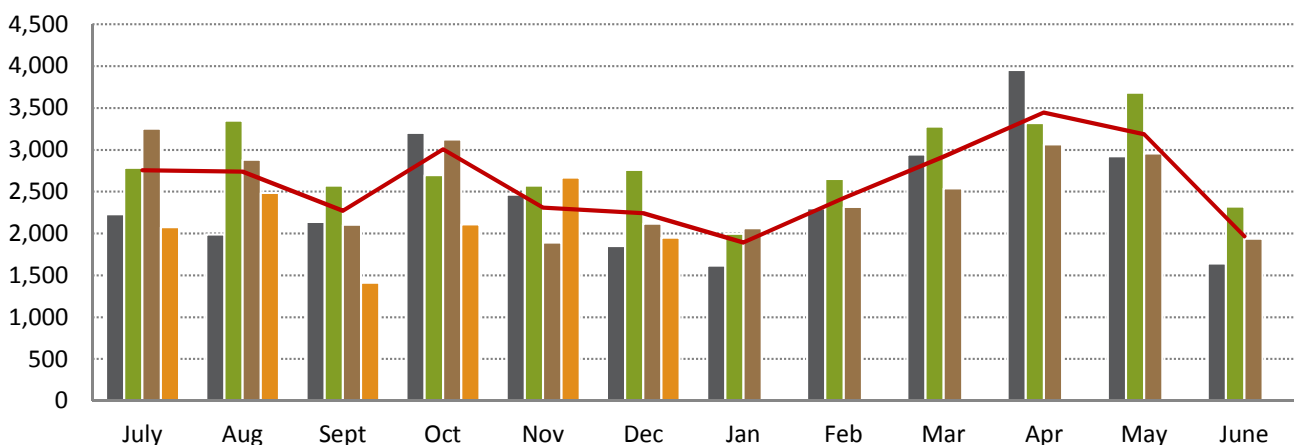
During December 2016, 163 strata plans were lodged creating 876 strata lots, a 44.52% decrease from the previous month (1,579) and a 17.12% decrease from December 2015 (1,057).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	812	828	681	1,100	661	741	581	814	756	990	996	739
14/15	1,292	1,245	771	1,096	1,069	979	715	1,038	789	1,191	1,026	1,039
15/16	1,179	1,247	852	1,343	1,039	1,057	1,049	976	1,157	1,399	1,347	1,133
16/17	1,025	1,110	813	885	1,579	876						
3 Year Avg (13/14 - 15/16)	1,094	1,107	768	1,180	923	926	782	943	901	1,193	1,123	970

## Number of new lots, by month

A total of 1,949 new lots were created during December 2016, a 26.92% decrease from the previous month (2,667) and a 7.98% decrease from December 2015 (2,118).

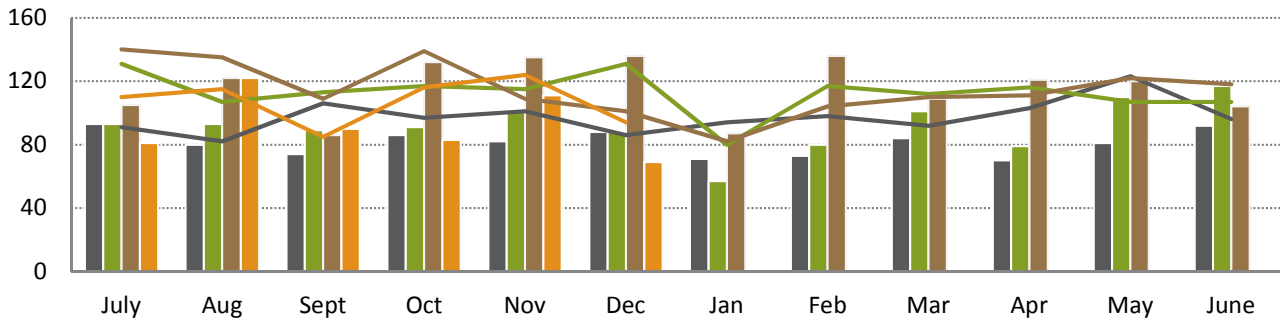


	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14	2,230	1,990	2,140	3,204	2,464	1,851	1,618	2,301	2,942	3,955	2,923	1,643
14/15	2,785	3,351	2,574	2,698	2,572	2,760	1,996	2,650	3,276	3,319	3,684	2,323
15/16	3,251	2,881	2,104	3,124	1,890	2,118	2,063	2,319	2,540	3,064	2,956	1,940
16/17	2,077	2,486	1,414	2,110	2,667	1,949						
3 Year Avg (13/14 - 15/16)	2,755	2,741	2,273	3,009	2,309	2,243	1,892	2,423	2,919	3,446	3,188	1,969



## Strata Plans (SP) and Survey Strata Plans (SSP) lodged, by month

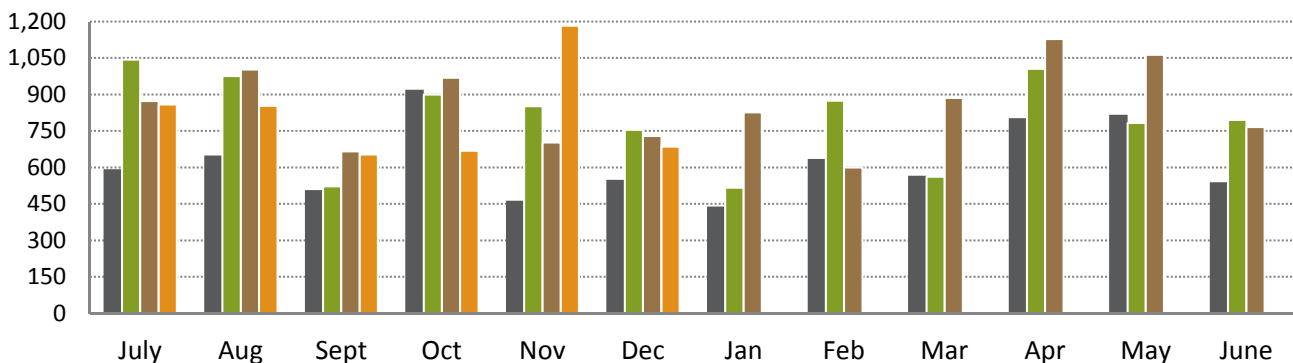
A total of 163 Strata Plans and Survey Strata Plans were lodged in December 2016, a 30.64% decrease from the previous month (235) and a 31.22% decrease from December 2015 (237).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14 SP	93	80	74	86	82	88	71	73	84	70	81	92
13/14 SSP	91	82	106	97	101	86	94	98	92	103	123	96
14/15 SP	93	93	89	91	101	88	57	80	101	79	110	117
14/15 SSP	131	107	113	117	115	131	80	117	112	116	107	107
15/16 SP	105	122	86	132	135	136	87	136	109	121	120	104
15/16 SSP	140	135	109	139	109	101	82	104	110	111	122	118
16/17 SP	81	122	90	83	111	69						
16/17 SSP	110	115	85	116	124	94						

## Strata Plans (SP) and Survey Strata Plans (SSP) lots created requiring Western Australian Planning Commission (WAPC) approval, by month

A total of 686 lots were created requiring WAPC approval in December 2016, a 41.96% decrease from the previous month (1,182) and a 5.90% decrease from December 2015 (729).



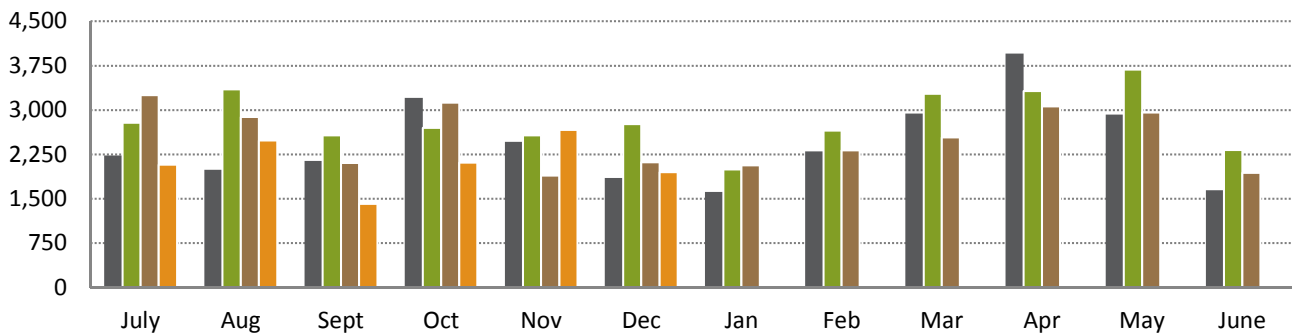
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14 WAPC	592	649	506	919	463	549	439	635	566	803	817	539
13/14 WAPC EX	220	179	175	181	198	192	142	179	190	187	179	200
14/15 WAPC	1,043	975	522	899	852	755	516	874	562	1,005	783	795
14/15 WAPC EX	249	270	249	197	217	224	199	164	227	186	243	244
15/16 WAPC	873	1,003	665	968	702	729	826	600	886	1,127	1,063	766
15/16 WAPC EX	306	244	187	375	337	328	223	376	271	272	284	367
16/17 WAPC	858	853	653	668	1,182	686						
16/17 WAPC EX	167	257	160	217	397	190						

Note: "EX" represents Exempt



## Strata Lots (SL) created as a % of all lots created, by month

A total of 1,949 lots were created in December 2016 of which 44.95% (876) were strata lots, a 44.52% decrease from the previous month (1,579) and a 17.12% decrease compared to the same time previous year (1,057).



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
13/14 All Lots	2,230	1,990	2,140	3,204	2,464	1,851	1,618	2,301	2,942	3,955	2,923	1,643
13/14 % SL	36.41	41.61	31.82	34.33	26.83	40.03	35.91	35.38	25.70	25.03	34.07	44.98
14/15 All Lots	2,785	3,351	2,574	2,698	2,572	2,760	1,996	2,650	3,276	3,319	3,684	2,323
14/15 % SL	46.39	37.15	29.95	40.62	41.56	35.47	35.82	39.17	24.08	35.88	27.85	44.73
15/16 All Lots	3,251	2,881	2,104	3,124	1,890	2,118	2,063	2,319	2,540	3,064	2,956	1,940
15/16 % SL	36.27	55.49	51.29	42.99	54.97	49.91	50.85	42.09	45.55	45.66	45.57	58.40
16/17 All Lots	2,077	2,486	1,414	2,110	2,667	1,949						
16/17 % SL	49.35	44.65	57.50	41.94	59.21	44.95						

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