HERRON TODD WHITE

Australian Property

Month in Review

June 2026

The Month in Review identifies the latest movements and trends for property markets across Australia.

Contents

CEO Address

Welcome to the June 2026 edition of Month in Review

After a relentless run of rate rises, the Reserve Bank finally took its foot off the brake at June's meeting, holding the cash rate steady at 4.35 per cent. It's the first pause we've seen this year, and a welcome one. Whether it marks the top of the cycle or merely a breather is the question most stakeholders are grappling with.

The decision was helped along by a shift in the global backdrop. A Memorandum of Understanding in the Middle East has raised hope that the fighting will cease and the Strait of Hormuz will reopen. If that holds, the eventual easing in energy, fuel and fertiliser prices removes one of the more stubborn sources of imported inflation and gives the Reserve Bank room to keep its powder dry.

Closer to home, the federal budget continues to dominate the conversation, and not in the way the government would have hoped. While the changes to the capital gains tax discount and negative gearing on established residential property remain untouched, the government has already softened its CGT position for small business and start-ups in response to the pushback. It's a telling concession, and one worth watching. While reversing any of the proposed established-housing settings will prove more challenging, they look set to be a key platform on which the opposition parties will campaign both now and into the next election in two years.

For property investors, that uncertainty is real, and it lands on a market already short of rental stock. Any policy that dampens the after-tax return on residential property risks tightening rental supply precisely when the nation can least afford it.

Any policy that dampens the after-tax return on residential property risks tightening rental supply precisely when the nation can least afford it.

Against this backdrop, the June edition of Month in Review gets to the heart of what your money can secure as an investor or homebuyer.

Our report includes the first economic update from Herron Todd White's recently appointed chief economist, Cameron Kusher. His read on the state of the economy and property market, particularly the National Accounts, inflation and the labour data, makes for compelling reading.

Our residential section reaches a genuine milestone. For more than a decade, we've examined the "lazy money" theme, progressively ratcheting up our benchmark figure as markets across Australia recalibrated. This month, for the first time, it becomes the lazy $1 million. That alone tells you how far the goalposts have moved. A seven-figure budget is now the baseline for a standard family home across much of the country, and our teams reveal exactly where a million dollars buys a trophy, where it buys genuine value, and where the smart money is heading.

Our commercial specialists turn to new construction and refurbishment in the retail sector. With construction costs high and tenant incentives heavy, feasibility is the watchword, yet population growth in our outer corridors continues to demand new convenience retail, and owners are refurbishing to lift building grade and hold quality tenants.

Our rural teams examine the grazing sector where, for example, drought across New South Wales has driven record cattle turnoff and a clear two-tier market. Prime, well-watered holdings continue to attract competitive interest, while secondary country sits longer on the market.

As always, it's our national network that turns these macro forces into ground-level intelligence. Please enjoy the June edition of Month in Review.

Peter Maloney
CEO
Herron Todd White

HERRON TODD WHITE

Economic and Property Market June Update

Australia's national economic performance remains quite varied which has been highlighted in the data published over the past month.

The latest National Accounts for the March 2026 quarter showed that the economy grew by 0.3 per cent over the quarter and 2.5 per cent over the year. Whilst annual growth was steady, quarterly growth slowed significantly from 0.9 per cent over the December 2025 quarter. Annual economic growth is Australia has actually been stronger than most of advanced economies although it is slightly lower than the US and much lower than in China.

On a per capita basis, economic growth is much weaker and was 0.1 per cent lower over the quarter and only 1.0 per cent higher over the year.

The weaker economic conditions over the quarter reflect weakening consumer and business confidence and the early impact of two increases in the cash rate over the quarter, remembering that one was late in the quarter and there has since been another increase.

The unemployment rate is also trending higher although it fell over the month from 4.5 per cent to 4.4 per cent however, it is up from 4.1 per cent a year ago. With economic growth slowing and inflation remaining elevated, I wouldn't be surprised if it continues to drift higher over the coming months.

Inflation remains at an elevated level with headline inflation 4.0 per cent higher over the year to May 2026, down from 4.2 per cent in April. We should note however, that the Reserve Bank's (RBA) preferred measure of underlying inflation is trending higher and was 3.6 per cent higher over the year, the highest it has been since September 2024. Recall that the RBA's target rate of inflation is 2.5 per cent so both are well above the target.

The combination of high inflation, higher interest rates, weakening economic growth, and softening consumer and business sentiment is starting to weigh on conditions.

Despite inflationary pressures remaining elevated, after three consecutive 25 basis point increases to the cash rate the RBA decided to keep interest rates on hold in June. In their statement they made it clear that inflationary pressures remain and whilst expectations of further interest rate increases have faded there remains a risk interest rates could rise further.

The federal budget's changes to negative gearing and the capital gains tax discount are also weighing heavily on consumer and business sentiment.

Consumer sentiment, business confidence and business conditions are all sitting well below long-term average levels and highlighting increased pessimism. This is weighing clearly on residential property markets but is also impacting segments such as retail and office too.

Looking at the housing market, the combination of high inflation, higher interest rates, weakening economic growth, and softening consumer and business sentiment is starting to weigh on conditions.

According to Cotality, in May 2026 national dwelling values were unchanged, which was the first time values were unchanged over the month since January 2025. Value growth conditions are varying significantly throughout the country which is highlighted by combined capital city dwelling values falling 0.1 per cent over the month and combined regional market values rising 0.6 per cent.

Each of the rest of state markets recorded a rise in values over the month, whilst in the capital cities, value growth typically slowed with values falling in Sydney, Melbourne and Canberra.

Although some capital cities have seen values decline over recent months, values continue to rise elsewhere with Perth and regional Western Australia seemingly showing no signs of slowing and Darwin continuing to see values climb.

In terms of where growth is occurring and where it's not, the lower end of the market, where there is more activity from investors and first home buyers, continues to see home values rise. Conversely, the higher end of the market with fewer buyers and which experiences greater

RESIDENTIAL

Every capital city is seeing rental vacancy rates below their long-term averages

impact due to reductions in borrowing capacities, is where values are declining.

One of the other factors impacting on the performance of the housing market is the volume of properties available for sale.

According to SQM Research, in May 2026 there were 77,270 newly listed properties for sale which was 5 per cent higher over the month and 12 per cent higher over the year. The total number of properties advertised for sale has been trending higher over recent months and increased another 10.4 per cent over the month to be 0.8 per cent higher over the year, reaching 258,803 properties for sale.

Throughout the capital cities, the number of properties for sale in Sydney, Melbourne and Canberra are now back at historic highs. Although listings remain low in Brisbane, Adelaide, Perth and Darwin, they have been consistently increasing so far this year.

High stock levels and low consumer confidence are contributing to the value declines being recorded in Sydney, Melbourne and Canberra. Meanwhile, if the volume of properties for sale continues to climb elsewhere, which I would anticipate, then that is likely to be a precursor to a further slowing of housing market conditions.

While housing value growth is slowing in most areas of the country, it's a different story when it comes to the rental market. Our ongoing high volume of population growth at a time when housing delivery remains low is creating more pressure on rents.

This has resulted in an acceleration of rental growth since the middle of last year with Cotality reporting that rents are 5.9 per cent higher over the past year. Each capital city and rest of state market has recorded increases in rents over the past year too.

The standout markets for rental growth over the past year have been regional Tasmania (+10.3%), Darwin (+10.0%), regional WA (+8.7%) and Hobart (+8.0%).

Rental vacancy rates also remain at very low levels. Historically, rental vacancy rates have sat at around 2 per cent or higher according to SQM Research whereas they currently sit at 1.5 per cent.

Every capital city is seeing rental vacancy rates below their long-term average with Brisbane, Adelaide, Perth, Hobart and Canberra all having sub-1 per cent vacancy rates currently.

It's important to understand the data can only tell you so much and often trends have shifted long before it shows up in the data. That's why the Herron Todd White Month in Review is so valuable. It allows you to read the on-the-ground insights about property market conditions from the nation's largest team of valuers.

With conditions expected to continue to slow over the coming months, the Month in Review will let you know exactly what's happening right across the country before the news hits the headlines.

Cameron Kusher
Chief Economist
Herron Todd White

HERRON TODD WHITE

Prestige Property

June 2026

HTW Prestige Property Monitor

HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

May Average Prestige Index

61/100

The Herron Todd White Prestige Property Monitor is a monthly window into Australia's prestige real estate, showcasing exceptional sales and the insights shaping the top end.

This month marks a milestone for the HTW Prestige Property Monitor, with the Gold Coast joining our coverage for the first time. As one of Australia's most dynamic luxury markets, headlined this month by a $30 million off-the-plan penthouse at Burleigh Heads, its inclusion adds an important new dimension to our national picture, and we welcome the team's inaugural contribution.

The June HTW Prestige Index registers a national average of 61 out of 100, unchanged from May. That headline stability, however, deserves a closer look. Across our five founding cities, sentiment has continued to drift lower, now averaging 58, with the Gold Coast's debut reading of 75 lifting the national figure. Viewed over the life of the monitor, the trend is one of gradual recalibration: from an equivalent reading of 66 at our launch in February to 65 in March, 62 in April, and 61 through May and June.

The city-level divergence is now pronounced. Perth is the clear outlier, surging from 70 to 80 as transactions in the western suburbs continue and astute buyers back the market's momentum. Brisbane holds steady at 62, while Adelaide eases from 75 to 70 even as it celebrates a new residential price record - $15.5 million at Medindie.

Sydney and Melbourne have both slipped from 45 to 40, anchoring the lower end of Balanced territory.

The drivers being highlighted by our team are consistent nationally. Three cash rate increases in 2026, the May Federal Budget's changes to negative gearing and capital gains tax settings, and ongoing geopolitical instability are all weighing on buyer psychology, even at the high end of the market. Yet the flight to quality endures, with A-grade, turnkey homes in tightly held precincts continuing to transact with conviction, while secondary stock faces longer selling periods and harder pricing questions.

In markets moving at two speeds, granular, independent intelligence matters more than ever. Our Directors are on the ground in these markets daily, and their insights in the following pages will help keep you ahead of any shifts.

Source: realestate.com.au

Sydney

After three interest rate increases this year, and changes to negative gearing and capital gains tax rules outlined in May's federal budget, the wider Sydney residential market is in decline, which has been led by the upper quartile of dwellings.

The Sydney prestige market forms a small portion of this upper quartile but has been experiencing softening market conditions since late 2025. Whilst price declines have been evident in the $5 million to $10 million prestige space, which is generally more sensitive to interest rate movements, above $10 million has seen a drop off in new listings and sales transactions. In May, there were only a handful of sales above $15 million across Sydney.

Despite this, the overall number of listings for properties above $15 million remains solid, which could see an increased number of transactions as we head into the second half of the year.

Shaun Thomas
Director, Prestige Residential

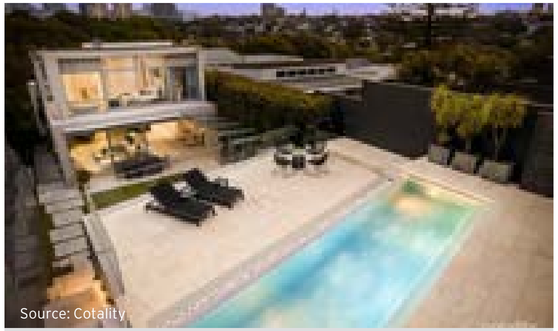
HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

40/100

Source: Cotality



Source: Cotality

31 Warren Road, Bellevue Hill, sold May 2026 (Pending Settlement) for **$18.2 million**

Positioned on the Double Bay side of Bellevue Hill, this 808 square metre allotment has a north to rear aspect. The property, which sold through The Rubinstein Group, comprises a 2014 built, three-storey dwelling with four bedrooms, five bathrooms, lift, three-car garage, pool and detached studio with additional bathroom. It last transacted back in March 2009 for $1.825 million, comprising an original single level bungalow dwelling.

Source: Cotality

Source: Cotality

7 Bay View Street, Lavender Bay, sold May 2026 (Pending Settlement) for **$19.5 million**

This strata-titled duplex unit is positioned in a 1997 built, harbour-fronting complex overlooking Lavender Bay on Sydney's Lower North Shore and enjoys high quality Harbour Bridge and Opera House views. Comprising the upper two levels of the building, this renovated unit has four bedrooms, three bathrooms, study, internal lift, balcony, terrace and one-car garage with an additional car space in front. The complex has a common pool and jetty.

PRESTIGE WRAP

HERRON TODD WHITE

Melbourne

Melbourne's $5-million-plus tier is operating under a new norm of high volatility and fragmentation with an emotional versus financial disconnect. Agents on the ground report that while the desire for premium streets and lifestyle properties remains incredibly strong, the wealth transmission mechanism (the financial depth of the younger, incoming buyer cohort beneath the ultra-wealthy) has structurally weakened.

There's a two-speed separation in the market. A turnkey premium is evident for A-grade, fully completed architectural or heritage homes in absolute prime positions which are still igniting fierce competition and hitting top expectations. By contrast, B-grade properties requiring major renovations, located on secondary streets, or lacking scarcity value are experiencing longer days on market, frequent pass-ins at auction, and stiff price resistance from disciplined buyers.

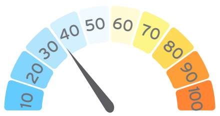
Perron King
Director, Prestige Residential

HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

40/100



Source: realestate.com.au

3 Wolseley Grove, Brighton, 27 March 2026 - sold for $11.628m

This property is a part two level, 2025, contemporary, charred timber clad dwelling that provides four-bedroom and five-bathroom accommodation with a four-car secured carport. Designed by Macchia Design Studio, features to the dwelling include a modern stone kitchen with WOLF appliances, modern bathrooms, oak floors, fitted study, fitted cellar, sand-laced wall render, fluted windows, ceiling fans and custom concrete basins. Ancillary improvements include fencing, landscaping, pool, barn-style pool house kitchen and bathroom and a separate gym. The living area is 538 square metres on a land area of 1630 square metres.

Source: realestate.com.au

8 McEvoy Street, Kew, sold 30 May 2026 at auction – pending settlement for **$7.9m**

This property is a circa 2010, three-storey, detached, architect-designed, rendered and copper clad dwelling that provides six bedrooms, five bathrooms and three-car basement accommodation. Features to the dwelling include modern internal fitout and features, with open plan living, high ceilings and large terraced balcony area. The lower ground level comprises the basement car parks with rumpus and theatre room opening up into an alfresco area with built in BBQ. The site faces north with restricted city skyline views. It has a living area of 532 square metres on a land area of 783 square metres.

PRESTIGE WRAP

HERRON TODD WHITE

Brisbane

Buyers remain cautious and price-sensitive with sentiment broadly easing as a result of recent cash rate increases, volatile global markets and the ongoing instability in the Middle East.

The Brisbane prestige market is considered somewhat two-speed and segmented, where unique high-end properties are rarely brought to market but when traded, are still experiencing reasonable demand. Meanwhile, those that fall short of market expectations are seeing a disconnect between vendor and buyer pricing, increased days on market and price adjustments. Buyers are generally exceedingly selective and thus take a conservative stance on any purchase decisions, with most demand concentrated in highly sought-after traditional prestige and riverfront areas. Reduced buyer enquiry, lower auction clearance rates, longer days on market and reduced property transactions are all currently being experienced in the Brisbane prestige market.

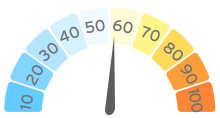
David Notley
Director, Prestige Residential

HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

62/100




Source: realestate.com.au


Source: realestate.com.au

298 Jesmond Road, Fig Tree Pocket, sold 23 March 2026 for $8 million

This property is a 3693 square metre riverfront allotment in the riverside suburb of Fig Tree Pocket. It has restricted city skyline and Brisbane River views as well as approximately 35.7 metres of frontage to the river. Improved with a two-storey contemporary residence providing a good standard of four-bedroom, three-bathroom accommodation and three car built-in garage, it also features an 18-metre lap pool and established landscaped surrounds.


Source: realestate.com.au


Source: realestate.com.au

40 Teneriffe Drive, Teneriffe, sold 23 May 2026 (Under Contract) – Pending Settlement for $7 million

Positioned on the exclusive Teneriffe Hill within the highly-regarded inner city locality of Teneriffe, this 1065 square metre property is elevated with district and Brisbane River views towards Hamilton Hill. Improved with a circa 1908 Queenslander dwelling, it provides a fair standard of five-bedroom, three-bathroom accommodation and three-car garaging. The property has development approval with architectural plans to construct an extensive Carmen & Co Architects designed residence.

PRESTIGE WRAP

HERRON TODD WHITE

Perth

The federal budget changes are unlikely to dent the undercurrent of confidence in the Perth prestige residential market. Significant transactions continue to occur in a range of top end suburbs. This month we have seen six homes go under offer in the range of $8 million to $13 million across City Beach, Swanbourne, Cottesloe, Peppermint Grove and Mosman Park. Commercial confidence means we cannot report the property addresses at this stage.

Astute buyers continue to search for opportunities. Cottesloe has yet another off-market transaction occurring, this time at $11 million for a substantial dwelling on a significant land holding. Additionally, there is a block value purchase of $5.3 million. This sale reflects an uplift in value of $1.15 million in 25 months - that's an uplift of 28 per cent or $46,000 per month, a great example of the growth in the Perth prestige market.We expect this activity to continue. The astute buyer is confident that values in the prestige western suburbs of Perth will hold up and potentially continue to surge.

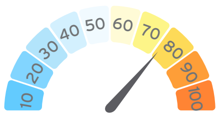
Brendon Ptolomey
Director, Prestige Residential

HTW PRESTIGE INDEX

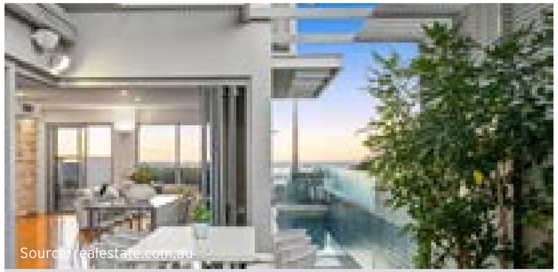
Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

80/100



Source: realestate.com.au



Source: realestate.com.au

200 Marine Parade, Cottesloe, sold May 2026 for $8 million

Beachfront Cottesloe is where you want to be, across the road from a turquoise natural ocean pool that changes colour with the time of day and the time of year. This 20-year-old, immaculately maintained, three-level, four-bedroom, three-bathroom home affords views to the west of the Indian Ocean and beyond to Rottnest Island, but also north along Cottesloe Beach to Swanbourne and up to Hillarys, making this a special location. The home is set on a below-average land area of 430 square metres which, coupled with buyer reaction to the age of the home, may have held the value back slightly.

Source: realestate.com.au

Source: realestate.com.au

10 Branksome Gardens, City Beach, sold May 2026 for $9.5 million

This property is a 2024 built, luxury dwelling with ultra-modern design for the best in beachside living. It's set on a 589 square metre infill corner lot 300 metres from South City Beach. The home is constructed over two levels with a rooftop deck to take advantage of the Indian Ocean glimpses. It comprises four bedrooms, two bathrooms, double garage, alfresco outdoor living and Tristan Peirce designed pool and landscaping. The internal and external design features of the home set it apart, including the curved staircase and the built-in conversation-pit-style furniture.

HERRON TODD WHITE

Adelaide

The local prestige market has become increasing selective, driven by a number of key local and global factors. Adelaide's prestige market continues to benefit from comparatively good value compared to some other capital cities around the country. The market for well-presented properties in tightly-held locations remains prevalent, generating good interest and enquiry. Appropriate pricing in this market remains critical. The top end of the prestige market has hit new heights with the recent transaction of 11 The Avenue, Medindie for a staggering $15.5 million in May 2026, eclipsing the previous highest open market sale of 4 Victoria Avenue, Unley Park for $12.5 million in August 2024. There are several key listings currently being closely watched which will assist in painting a clearer picture of the state of the local prestige market and the outlook moving forward in 2026.

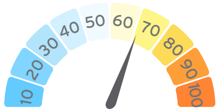
James Khabbaz
Valuer, Prestige Residential

HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

70/100



Source: realestate.com.au

Source: realestate.com.au

11 The Avenue, Medindie, settled 20 May 2026 for **$15.5 million**

A landmark property known as "Fairlea" breaks the residential sale price record for Adelaide, re-calibrating the top end of the local prestige market. The property provides an extensively renovated historic two storey stone dwelling providing a total of six bedrooms, eight bathrooms, six covered car spaces, swimming pool with spa and sunken bar, tennis court, covered entertaining areas and extensive landscaping. The property comprises a prime land holding of 2851 square metres in arguably the most prestigious suburb in metropolitan Adelaide.

Source: realestate.com.au

Source: realestate.com.au

307 Young Street, Wayville, settled 5 June 2026 for **$6.9 million**

"Clovelly" is a circa 1912 state heritage-listed gentleman's bungalow in renovated condition providing six bedrooms, four bathrooms, multiple living areas and a three-car detached garage. The home includes a swimming pool, detached studio and covered entertaining areas. The property is a sprawling estate of some 3455 square metres positioned within three kilometres of the Adelaide CBD. The property previously transacted for $5.5 million in August 2022, with market conditions and prices broadly improving since this time.

Gold Coast

The prestige residential market on the southern Gold Coast continues to operate against a backdrop of significant economic uncertainty, including sustained inflation, three consecutive RBA rate increases in 2026, escalating geopolitical instability and the federal government's recently announced budget changes. Specialist agents advise that improving demand was evident for luxury property throughout 2025 and into early 2026, with value levels trending higher across most prestige market segments and the target buyer proving more resilient to the ebb and flow of the economic cycle. However, recent sales activity has revealed a level of inconsistency, with noticeable premiums achieved in some transactions but not others. Anecdotally, specialist agents report a very recent easing in buyer enquiry as a level of caution has entered the market, with some buyers adopting a wait-and-see approach. The thin numbers of buyers at this level are inherently discerning, meaning sale prices and selling periods can be heavily influenced by individual preferences.

Luke Nichols
Director, Prestige Residential

HTW PRESTIGE INDEX

Score	Market Condition
0-9	Stagnant
10-19	Cold
20-39	Cool
40-60	Balanced
61-80	Warm
81-90	Hot
91-100	Frenzied

HTW Prestige Index

75/100


Source: realestate.com.au

One Burleigh, 1801/88 The Esplanade, Burleigh Heads, under contract 14 February 2026 for **$30 million**

Sold off the plan and subject to confirmation, this penthouse property is due for completion in Quarter 1, 2027. Built across the entire 18th and 19th floors, this will be an ultra-modern, architect designed penthouse of two-level, five-bedroom plus study and media room, four-bathroom accommodation with four basement car spaces. This esplanade-fronting building allows a north-easterly aspect appreciating extensive views to the distant city skyline. The apartment has a private rooftop terrace with outdoor lounge and dining areas, sauna, powder room, bar, built-in barbecue, sundeck and rooftop swimming pool.


Source: realestate.com.au


Source: realestate.com.au

160 Tallai Road, Tallai, sold 14 March 2026 for **$21.5 million**

This property is improved with two dwellings collectively branded as "The Estate", comprising a very large main residence and a separate, detached guest house consisting of three self-contained flats. The main residence is an architect designed, circa 2007 home that was extensively renovated in 2025. The allotment is 8888 square metres rising up from the road to the rear southern boundary, and also has a partial west to east cross fall.

PRESTIGE WRAP

HERRON TODD WHITE

Commercial Property

June 2026

National Retail Overview

In recent months, consumer sentiment had been very low; however, the Westpac-Melbourne Institute Consumer Sentiment Index demonstrated a slight increase in May 2026, up by 3.5 per cent to 83, due to a range of factors, including an easing in the rapid rise of fuel prices of the previous months. Consumers remain deeply pessimistic and indicated ongoing concerns about the economy and the continuing economic and financial impacts of geopolitical conflicts. Homebuyer sentiment declined sharply. Many consumers remain concerned about the challenging year ahead for their personal financial situations and the economy, including expectations of increasing unemployment levels.

Vanessa Hoey,
Director

In many areas of Australia, leasing conditions remain challenging, and downward pressure on rents will continue for some retail tenancies.

Household spending growth has remained low over the past 12 months as consumers spend less on discretionary goods in response to cost-of-living pressures, high inflation, and rising interest rates. The Australian Bureau of Statistics Monthly Household Spending Indicator for April 2026 showed that monthly household spending fell 1.1 per cent from March 2026. Over the year from April 2025, annual household spending rose 4.9 per cent, demonstrating some resilience by consumers. Discretionary spending is likely to remain at low levels as households focus on essentials such as mortgage or rent payments, energy costs, and food.

Reduced retail spending in addition to rising costs such as wages and energy puts pressure on retailer affordability of rents and other outgoings. In many areas of Australia, leasing conditions remain challenging, and downward pressure on rents will continue for some retail tenancies. There are positive signs with increased leasing activity levels evident in many retail precincts, and landlords and tenants are more willing to negotiate to achieve mutually agreeable outcomes.

There has been a significant slowdown in the volume of new retail developments commenced in recent years due to very high construction costs, which are limiting project profitability. In some instances, achievable market rental levels on completion and high levels of tenant incentives result in projects being unfeasible. The supply of retail space is likely to remain constrained, and demand is forecast to increase as the population increases, particularly in growth corridors. With many large-scale residential developments of either apartment complexes or outer suburban estates, there is a requirement for retail space to service the needs of residents within the community.

Some new retail developments either underway or planned include:

- **Ferny Grove Central,** in Ferny Grove, Queensland, approximately 12 kilometres north-west of the Brisbane CBD, is being developed by Honeycombes Property Group and MaxCap Group. Construction of the retail precinct is scheduled to be completed in late 2026. Upon completion, Ferny Grove Central will comprise a convenience-based retail centre of approximately 13,000 square metres, including a Woolworths supermarket, Dan Murphy's liquor store, a Goodlife Health Club and a cinema. The Ferny Grove development includes a residential complex with 82 apartments. The site was the Ferny Grove railway station commuter car park and the new development will be integrated with the railway station.

- **The Bradmill Quarter** retail precinct in Yarraville, Victoria, approximately 7.5 kilometres west of the Melbourne CBD, is being developed by Frasers Property Australia. Construction of the retail precinct is scheduled to commence in late 2026 and is expected to be completed in 2028. Upon completion, Bradmill Quarter will comprise a convenience-based retail centre of approximately 8,000 square metres, including a Woolworths supermarket, plus approximately 15 specialty stores, a childcare centre and a medical centre. Adjacent to the retail centre will be a food and dining precinct. Bradmill Quarter forms part of the Bradmill Yarraville mixed use project which will provide 1,500 townhouses and apartments on a 26 hectare former industrial site previously used as a cotton mill and denim manufacturer. The heritage-listed buildings will be retained.

Although some projects have been placed on hold in recent years due to rising construction costs and difficulty obtaining planning approvals, there remains a longer-term trend in the retail property sector toward increasing mixed-use and higher-density development on existing sites. Many retail landlords are seeking to redevelop or expand their properties to include other uses such as medical, childcare, office, and residential, particularly on large sites well located next to transport hubs, providing convenience and amenities for customers and residents.

Some examples of proposed longer-term redevelopments on existing shopping centre sites include:

- **Victoria Gardens Shopping Centre,** an existing regional shopping centre in Richmond, approximately three kilometres east of the Melbourne CBD, is proposed for redevelopment by Salta Properties and Vicinity Centres. The proposed development which has received planning approval includes approximately 45,000 square metres of new retail and commercial offices and multi-level residential buildings of up to 17 levels providing over 1600 apartments.
- **Bankstown Central,** an existing major regional shopping centre in Bankstown, New South Wales, approximately 16 kilometres south-west of the Sydney CBD, is proposed for redevelopment by Vicinity Centres into a large mixed-use precinct. The proposal includes the addition of 300,000 square metres within multiple new buildings on the 11.4-hectare site and will include retail and dining, offices, a hotel, serviced apartments, student accommodation, 1300 apartments and childcare facilities. Development has not yet commenced and is expected to be completed in stages over an extended period.
- **Westfield Belconnen,** an existing major regional shopping centre and the largest shopping centre in Canberra, located approximately seven kilometres north-west of the Canberra CBD, is proposed for redevelopment by Scentre Group. The proposal includes a large-scale project which will provide a mix of retail and office space and residential apartment towers. Rezoning approval has been granted for the site, providing the opportunity for the development of buildings of up to 28 storeys.

There remains a longer-term trend in the retail property sector toward increasing mixed-use and higher-density development on existing sites.

Many retail centres have undergone recent refurbishments and expansions. Continuing areas of focus for consumers are convenience and ease of access to shopping centres and experiences. In recent years, supermarkets have been modified, expanded or redeveloped to include click and collect drive-through services and direct-to-boot facilities. Expanded and upgraded fresh food precincts and dining areas have also been a key trend in recent developments to meet consumer needs. Another factor driving change in retail property refurbishments, particularly from consumers and tenants, is a focus on sustainability, including improvements in energy efficiencies and the use of recycled and sustainable materials. Technology upgrades and integration will also continue to be very important moving forward for tenants and consumers in retail property.

National Property Clock: *Retail*

Entries coloured purple indicate positional change from last month.

Peak of Market:
Central Coast
Port Macquarie
Townsville

Approaching Peak of Market:
Bundaberg
Fraser Coast
Gold Coast
Mackay

Rising Market:
Ballarat
Bendigo
Brisbane
Emerald
Gladstone
Ipswich
Rockhampton

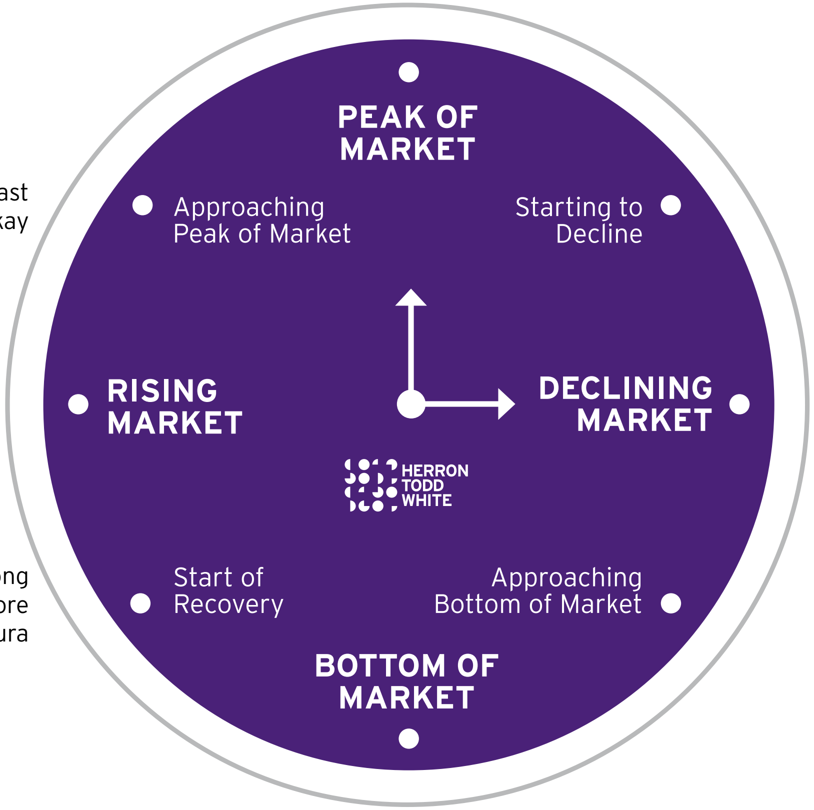
Start of Recovery:
Adelaide Hills
Barossa Valley
Cairns
Geelong
Lismore
Mildura

Bottom of Market:
Alice Springs
Perth
South West WA
Toowoomba

Approaching Bottom of Market:
Melbourne
Sydney

Declining Market:
Adelaide
Canberra
Coffs Harbour
Darwin
Echuca
Esperance
Geraldton
Illawarra
Newcastle
Sunshine Coast

Starting to Decline:
Ballina/Byron Bay
Burnie-Devonport
Gippsland
Hobart
Launceston
Mid North Coast



HERRON TODD WHITE

New South Wales - Retail 2026

Sydney

As the first half of 2026 unfolds, Sydney's retail property market continues to experience subdued conditions, heavily weighed down by broader macroeconomic headwinds. Persistent inflationary pressures and the cumulative impact of interest rates have started to erode discretionary consumer spending. This contraction in retail turnover has directly translated into a cautious occupier market, characterised by waning tenant demand and a notable decline in transaction volumes.

Because little has been built in established metropolitan areas recently, Sydney's retail supply has split into two different markets.

With development opportunities severely constrained in the inner city, focus has shifted to the rapidly expanding housing estates in Sydney's outer west, south-west and north-west. These include Leppington which is proposed to have a new town centre and Box Hill Village, slated for completion in Quarter 2, 2027. These master-planned hubs will also attract a mix of large-format bulky goods retailers, quick-service restaurants and essential services, with smaller specialty tenancies largely absorbed by local operators.

Conversely, new retail supply within established inner-city precincts has been almost exclusively confined to ground-floor strata suites within mixed-use residential developments. Over the past decade, this has led to localised oversupply, resulting in protracted selling periods and elevated vacancy rates.

Because little has been built in established metropolitan areas recently, Sydney's retail supply has split into two different markets.

Ground-floor strata retail suites face challenges that limit their capital and rental growth prospects. These include logistical constraints, most notably restricted pedestrian flow, poor visibility and inadequate customer parking. High residential vacancy rates during the post-construction period create a lag in demand and construction zones restrict road access and deter pedestrian traffic. Consequently, these tenancies generally fail to attract premium national brands and are predominantly occupied by local, small businesses reliant solely on the immediate residential catchment above.

Given the prevailing headwinds characterising the Sydney retail sector, investors should be cautious. Looking ahead, we anticipate a continued softening in yields and capital values as investors and occupiers navigate this prolonged period of economic uncertainty.

Angeline Mann
Director, Commercial

Wollongong

The Wollongong retail market is facing some pretty stiff headwinds at present, mainly due to macroeconomic forces outside of its control. These forces are being experienced nationwide and are not exclusive to Wollongong.

Setting aside macro conditions, local fundamentals are sound with a strong local economy that has transformed over the past decade or so. The revitalisation of the Wollongong CBD has attracted national retailers, providing residents with a diverse offering. Nonetheless, there is a pretty solid ceiling on rents and capital values for strip retail due to the amount of supply more broadly, noting that each new apartment complex contains a ground-floor retail component, adding further supply. The retail market is pretty fractured, with the CBD seemingly containing multiple distinct shopping and restaurant precincts that are quite spread out.

Investors are currently attracted to convenience and neighborhood-based assets that are focused on non-discretionary consumer spending, as opposed to assets in the higher end discretionary segment.

New construction has been confined to: service centre style complexes where fast food is incorporated; large format retail; or town centre and village centre precincts of master planned communities such as Calderwood where an anchor tenant such as Woolworths enables these projects to get off the ground.

Scott Russell
Director, Commercial

Newcastle

The major news in development, retail or otherwise in the Newcastle area is the just announced development of Honeysuckle HQ, the final stage of the Honeysuckle development project.

According to the Newcastle Herald, the final stage of Newcastle's harbourfront urban renewal has been unveiled with the announcement of Honeysuckle HQ, a massive $1.6 billion mixed-use precinct led by Canberra-based developer DOMA Group. The project will transform a three-hectare piece of public land on the city's former industrial waterfront into a vibrant precinct featuring 1000 new homes, a 180-room luxury hotel and a 500-seat conference and events centre. Aimed at injecting new life into the heart of Newcastle, the development will dedicate over a third of its site to public spaces, including a new waterfront park called Honeysuckle Green, while seamlessly extending the CBD to the harbour.

Retail and commercial activation play a major role in the master plan, which is designed to ultimately accommodate 4000 workers. The lifestyle-driven precinct will provide an array of commercial spaces throughout its layout, offering room for cafes and restaurants, providing options for both casual and fine dining. Additional lifestyle and entertainment spaces are also tightly integrated into the proposal, which includes plans for a cinema and a local brewery to anchor the waterfront's social scene.

The rollout of the development will be delivered across six distinct stages, with initial site

Honeysuckle HQ artist impression Source: NSW Government

preparation and mine grouting works slated to begin this year. The retail aspect will take centre stage during the initial phases of construction, as groundwork for Stage 1 – scheduled to begin in 2028 – is specifically tasked with delivering the first phase of retail spaces alongside residential homes. Notably, the largest residential portion of the project, spanning two towers with over 320 homes, will feature dedicated ground-level commercial space anchored by a grocer to serve the incoming community.

Ed Thwaites
Director, Commercial

Retail and commercial activation play a major role in the master plan, which is designed to ultimately accommodate 4000 workers.

Victoria - Retail 2026

Melbourne

The Melbourne retail property market has experienced a stabilisation in capital growth, alongside reduced sales and leasing volumes at the beginning of 2026, as a result of local factors, the elevated interest rate environment, and heightened geopolitical uncertainty. While there appears to be a general slowdown in development activity, current market conditions have prompted a shift towards strategic reuse and adaptation of existing accommodation. Supported by large-scale, state-backed public-private partnerships, this strategic pivot is repositioning Melbourne's retail landscape to maintain viability during a period of potential cyclical deceleration.

The cost of a completely new build tends to outweigh that of refurbishing or repurposing existing accommodation to suit the tenant's needs. Existing large commercial complexes or tenancies can be reconfigured to create multiple smaller commercial tenancies which often appeal to a wider range of tenants due to lower initial and shared ongoing expenses. The environmental benefits associated with fully or partially retaining existing structures is also being considered.

Retail property refurbishments take on a range of styles. Rezoning of precincts throughout Melbourne, more often from industrial or mixed use towards commercial (with provision for upper level residential), encourages the repurposing of existing accommodation such as warehouses towards showroom or office oriented uses in the short to medium term with longer term redevelopments resulting in the complete demolition and construction of new complexes.

At the smaller end of the scale, refurbishments of retail premises will typically look to shift an existing premises within an established strip to a higher standard of accommodation. This typically occurs after a tenant has been secured with some landlords undertaking significant modification and improvement works as part of landlord contributions at the commencement of a new lease.

There are also large scale revitalisation projects underway driven by the state government and supported by the private sector. The Gurrowa Place component of the Queen Victoria Market precinct renewal project commenced in May 2026 with an estimated cost of $1.7 billion. The project aims to redevelop approximately 1.8 hectares of land bordering the Queen Victoria Market site by transforming the existing public car park into the new Market Square precinct. This is through the construction of the new Queens Corner Building, refurbishment of the Franklin Street Stores plus the construction of a new underground car park beneath the repurposed public open space.

While there appears to be a general slowdown in development activity, current market conditions have prompted a shift towards strategic reuse and adaptation of existing accommodation.

Gurrowa Place Source: City of Melbourne

Possibly as a result of high underlying land values and Land Tax liabilities in metropolitan areas, Bunnings appears to have shifted away from traditional horizontal big-box layouts towards more sophisticated multi-level store formats. This has provided an opportunity for existing stores to be adapted and reused. For example, the former Fountain Gate Central store is in the process of being repurposed for new retail uses and will now include five major commercial spaces anchored by a combined Super Retail Group hub (Rebel Sport, BCF, Macpac and Supercheap Auto), alongside an open-air Grill'd restaurant pad. Reported added benefits of retaining the existing shell include reducing embodied carbon by 50 per cent.

Large-scale revitalisation projects are also underway around Melbourne, including the Revitalising Central Dandenong initiative, which

Faced with compressed development margins, the market is prioritising refurbishment and tenancy reconfiguration.

commenced in early 2026. The project is a public-private partnership between Development Victoria and the private sector. Capital Alliance has been tasked with transforming central Dandenong to include a new Little India Precinct, construction of new dwellings and a range of retail and commercial spaces to increase local amenities. Upon completion the project will reportedly incorporate approximately 12,000 square metres of ground level retail space and more than 117,000 square metres of commercial and mixed use space.

From a refurbishment and redevelopment perspective, the current macroeconomic headwinds flattening Melbourne's retail property sector have accelerated a calculated shift towards asset optimisation over capital-intensive expansion. Faced with compressed development margins, the market is prioritising refurbishment and tenancy reconfiguration to mitigate risk and capture risk-averse tenant demand. This approach effectively lowers initial capital expenditure. Major public-private initiatives such as the Gurrowa Place and Central Dandenong revitalisations provide essential long-term structural support to the market. While short-term transactional and leasing activity remain subdued, the underlying fundamentals of Melbourne's retail sector are being systematically upgraded to ensure long-term resilience and alignment with modern commercial requirements.

Nathanial Ramage
Associate Director, Commercial

Queensland - Retail 2026

Brisbane

Brisbane's retail property market continues to show a clear divide between high-performing convenience retail and older centres struggling to remain relevant. New retail construction remains active across growth corridors, although elevated construction costs, softer yields and tighter finance conditions are making developers far more selective than in recent years.

Current development activity is largely centred around smaller-format convenience centres anchored by supermarkets, medical operators and service-based tenants. Growth areas across Brisbane's north, south and west continue to attract new projects as residential population growth outpaces existing retail supply. Inner-ring precincts such as Newstead, West End and Albion are also continuing to see retail delivered through mixed-use developments, supported by urban renewal and major infrastructure investment including the Cross River Rail.

Tenant demand is continuing to shift towards operators that provide experience, convenience and essential services. Food and beverage, cafes, health and wellness, beauty, fitness and medical tenants remain highly active, while traditional discretionary retailers continue to face pressure from online competition. This shift is heavily influencing both new development feasibility and refurbishment strategies across the market.

> *While Brisbane's population growth and infrastructure pipeline remain strong long-term drivers, softer retail yields and elevated construction costs are impacting project feasibility.*

While Brisbane's population growth and infrastructure pipeline remain strong long-term drivers, softer retail yields and elevated construction costs are impacting project feasibility. Developers are increasingly focused on sites with strong catchment demographics, high exposure and secure anchor tenant pre-commitments before proceeding with construction.

Refurbishment activity remains a major theme throughout the retail sector, particularly across older neighbourhood and sub-regional centres developed during the 1980s and 1990s. Many owners are refurbishing assets to reposition tenancy mixes towards food, health and service-based retail while improving presentation, activation and customer experience. In stronger catchments, refurbishments are also being undertaken to reposition centres from B-grade towards A-grade quality to attract stronger tenants and maximise rental growth. ESG upgrades, including solar installations and energy efficiency improvements, are also becoming increasingly common, particularly for institutional-grade assets.

Terry Munn
Director, Commercial

Gold Coast

From capturing greenfield opportunities in expanding western growth corridors to delivering high-end hospitality and retail offerings along the established coastal strip, developers are navigating a complex feasibility environment across the broader Gold Coast retail market.

This month, we are focusing on the dynamics of new construction and refurbishments across the retail sector, examining the major projects underway and the innovative ways developers are bringing new product to market.

A significant driver of new retail construction is the low land cost base in the western corridors, which fundamentally underpins project viability. However, universally rising construction costs are putting upward pressure on the economic rents required to make these new builds stack up.

Conversely, in the prime coastal areas, feasibility is driven by performance and demographics. A perceived gap in the luxury retail market, combined with a thriving Gold Coast hospitality scene, is giving established restaurateurs and developers the confidence to upscale and reinvent existing offerings.

A major theme is the significant retail redevelopment activity occurring around The Spit at Main Beach. Marina Mirage is actively progressing the demolition of its original shopping centre to make way for a $500 million mixed-use redevelopment. This precinct is slated to include a luxury hotel, residences, dining, retail, wellness, and marina-related uses, with a targeted reopening around 2029.

Further south, the boutique coastal retail market is also showing strength, evidenced by The Alfred at Mermaid Beach, which is reported to have successfully secured substantial pre-commitments from several well-known local restaurateurs.

A particularly interesting trend gaining traction is the emergence of boutique, artisan-style retail developments capitalising on the popularity of industrial estates within coastal localities. These projects are servicing the retail and hospitality needs of both the industrial workforce and the surrounding residential catchments.

However, establishing new retail assets in these neighbourhood/industrial zones is heavily impacted by council approval difficulties, primarily due to a lack of car parking where basement levels are not common. A creative "workaround" has seen some small-scale microbreweries, bars, and restaurants gain approval by restricting their primary food service hours to after 4pm, thereby bypassing peak daytime parking constraints.

In the western corridors, the focus is squarely on servicing growing residential populations. Major developments currently underway consist largely of new service-based retail and recreation facilities designed to support new communities. While large format retail is being mooted for these areas, it is generally considered to be some time off until populations reach the critical mass required to support those assets.

Ultimately, whether it is a $500 million luxury precinct or a cleverly repurposed industrial warehouse, successful retail developments in 2026 are heavily reliant on identifying specific community needs, managing construction overheads, and creatively navigating town planning constraints.

Ryan Kohler
Director, Commercial

Successful retail developments in 2026 are heavily reliant on identifying specific community needs, managing construction overheads, and creatively navigating town planning constraints.

Sunshine Coast

Following our mid-2025 review of the Sunshine Coast's retail landscape, the pipeline for retail construction and development remains relatively unchanged. Despite general economic headwinds and selective consumer spending, sustained population growth, averaging 8000 new residents annually, continues to underpin retail demand.

With the region on track to pass 500,000 residents by 2041, development remains focused on master-planned, walkable neighbourhood hubs.

Key milestones achieved over the past 12 months include:

- **Aura (Caloundra South):** Capital Property Group's $80 million, 20,000 square metre Aura Home + Life precinct is 85 per cent leased and nearing completion, with an official opening set for September 2026. Confirmed national brands include Spotlight, Anaconda, The Good Guys and Rebel. Concurrently, Stockland officially broke ground in March 2026 on Stage 1 of the Aura Town Centre. This 16,300-square-metre build will feature full-line Woolworths and ALDI supermarkets, alongside 55 specialty stores, with a targeted opening in late 2027.
- **Maroochydore City Centre:** In the new greenfield CBD, construction is underway on Walker Corporation's $300 million mixed-use tower, SOL by Walker. The dual 19-storey towers are rising vertically and will deliver over 2000 square metres of ground-floor retail, dining, and cafes by late 2027. Nearby, Sunshine Plaza continues to anchor the central coast by refreshing its tenant mix with new lifestyle and destination brands.
- **Established Growth Pockets (Pelican Waters, Sippy Downs and Bokarina Beach):** Development in these sectors has shifted to localised street-level retail and small convenience hubs matching recent housing handovers. Leasing activity here remains dominated by daily-needs retail, medical services and local food and beverage operators.

According to economic data from BDO Australia, the Sunshine Coast retail sector employs nearly ten per cent of the region's workforce, with spending in the southern catchment area alone forecast to grow by over $720 million over the next decade. The focus is heavily shifting towards non-discretionary town centres and experiential lifestyle hubs to service the 50,000-plus residents moving into the region.

Looking Ahead: As new infrastructure shapes the southern and central corridors, attention is expected to drift towards older commercial zones. Over the medium-to-long term, the Caloundra and

Nambour CBDs are increasingly positioned for secondary retail refurbishment and urban renewal.

Jaydon McDowell
Associate Director, Commercial

Mackay

A mixed-use commercial and residential property at 34 Gordon Street, Mackay sold in March this year for $950,000 to show an analysed market yield of 6.37% with a WALE of 1.37 years. It included three ground-floor tenancies (two with street frontage) and an upper-level three-bedroom, one-bathroom residence.

On an unrelated note, the Larrikin Hotel at Bowen was sold as a freehold going concern in late 2025 at $3.25 million. This is a substantially renovated, two-storey hotel comprising public bar, dining room, beer garden, 12 EGMs, commercial kitchen, TAB and Keno facilities, manager's residence, 16 accommodation rooms (not in use) and drive-through bottle shop (also not in use). This was an underperforming hotel sold by vendors transitioning into retirement.

Gregory Williams
Director, Commercial

Townsville

Townville's entry-level retail sector has performed relatively well over the past two years. The typical price range now commences in the sub $1 million bracket, which includes standalone fringe CBD and strip commercial ribbon development along major roads. Buyers are both owner-occupiers and entry-level investors. The mum and dad investor market remains buoyant up to $3 million with larger scale retail investment sales reaching price points of circa $20 million, well below the peak sale of Willows Regional Shopping Centre in late 2024 at $212,550,000.

Small standalone commercial offices, showrooms, multi-tenanted strip retail, large format retail, childcare centres and standalone fast-food properties remain highly sought after, although supply remains limited. Yields continue to firm across most assets and range between 5.50% and 7% generally.

New major constructions are relatively scarce, hamstrung by rising construction costs and labour shortages, placing downward pressure on project margins and returns. Whist retail spending has been trending upwards since 2023, the future short-term outlook may be somewhat more pessimistic on the back of forecast consecutive interest rises and plateauing business confidence.

We do not envisage elevated risk in the sub $5 million range given the depth of participants. The current interest rate cycle may temper investor attitudes in terms of higher priced assets, with entry-level assets such as fast-food assets proving to be somewhat of a safer bet.

Jason Searston
Director, Commercial

New major constructions are relatively scarce, hamstrung by rising construction costs and labour shortages, placing downward pressure on project margins and returns.

Toowoomba

Toowoomba's retail market has performed well in recent years, and this trend is continuing in 2026 in line with the broader property markets. Sale volumes remain subdued with supply continuing to be a limiting factor.

Sales in the circa $1 million to $1.5 million range have transacted at sub-6 % yields. These sales are generally on the back of strong lease covenants. An exception is the fast-food market with sub 5% yields common. There are a number of fast-food outlets in the planning stage, which raises a potential concern that the increasing number and potential oversupply may affect medium-term yields. As such, the development activity is likely to span an extended period.

New construction continues to be restricted by increasing construction costs and availability of suitable sites. It is also generally considered that planning hurdles continue to be a deterrent for developers within the Toowoomba Regional Council local government area.

Recent developments of note include:

- The new $32 million Officeworks complex of circa 3,000 square metres has recently opened and includes a Provincial Home Living outlet of 758 square metres and two smaller drive-through tenancies of circa 220 square metres leased by KFC and Starbucks.
- Brisbane developer Capital Transactions has submitted plans for a new commercial precinct on Brisbane Street, Drayton featuring a 1,650 square metre supermarket and three speciality shops over 290 square metres.
- Construction of The Habitat, an 800-lot residential subdivision, has commenced with a

survey plan lodged for Stage 1. The masterplan includes a supermarket, tavern and retail outlets with an expectation that these will not commence until the residential development is substantially advanced beyond current levels.

- Construction of a Woolworths-anchored shopping centre with 900 square metres of retail tenancies in North Toowoomba.
- Plans to transform the 10,569 square metre Gasworks site into a retail-focused, mixed use development are also underway.
- A food outlet with drive-through at 360a and 360b Bridge Street, Wilsonton (opposite Wilsonton Shopping Centre).
- A food outlet with drive-through at 350 Bridge Street, Wilsonton (adjoins Red Rooster). This project was originally linked with Mad Burgers but the site has recently been marketed for sale with the development approval.
- Recent completion of a large format retail complex opposite Bunnings Warehouse on Anzac Avenue with tenants including BCF and Supercheap Auto.

There has been limited activity in the refurbishment space. The former Officeworks site in Hume Street recently sold for $7.25 million and it is understood the building is to be refurbished to provide healthcare services. Refurbishment of the former AR Baileys building, centrally located on the corner of Ruthven and Margaret Streets, has recently been completed following its sale in 2024 for $2.4 million. The building has five levels, including a basement and mezzanine, with up to seven tenancies available, ranging from 171 to 392 square metres, targeted at a mix of hospitality, clothing, retail and office tenancies. At this stage one tenancy has been leased.

In summary, the Toowoomba retail market is considered to be relatively flat with a low level of both sales and leasing, largely attributed to macroeconomic conditions, including current cost-of-living pressures.

Ian Douglas
Director, Commercial

The Toowoomba retail market is considered to be relatively flat with a low level of both sales and leasing, largely attributed to macroeconomic conditions, including current cost-of-living pressures.

South Australia - Retail 2026

Adelaide

The first half of 2026 has seen continued pressure on retail development and refurbishment from wider market forces. Global instability, specifically the conflict in the Middle East and the resulting fuel price increases, is driving up costs and could cause construction delays. Furthermore, cost-of-living pressures and higher interest rates are factors that may impact development activity.

Significant shopping centre developments have been announced in the northern areas to meet the demands of the rapidly expanding residential communities of Riverlea and Roseworthy. Simultaneously, the CBD's retail offerings are undergoing a transformation to modernise and offer quality retail hubs.

The Palms Shopping Village
In Riverlea, the Palms Shopping Village is an $80 million development by Walker Corporation to serve the community, creating a retail and wellness hub of over 10,000 square metres. The shopping centre will be anchored by Coles and have over twenty-five specialty stores including Liquorland, Priceline and Anytime Fitness. The shopping centre is due to be completed and open by mid 2026.

Artist Impression of The Palms Shopping Village Source: Walker Corporation

Roseworthy Town Centre
Construction is currently underway on the Roseworthy Town Centre, a significant $250 million development by Land Vision Group. The first phase of this project is scheduled to open in 2028. Covering over 18,000 square metres, the shopping centre is designed to feature a comprehensive mix of offerings, including a supermarket, specialty retail outlets, various food and beverage venues, commercial office areas and a dedicated medical and wellness precinct. Coles is confirmed as the anchor tenant, with the initial stage set to include more than 30 retail shops.

Market Square
Market Square represents the most significant retail development currently underway in the Adelaide CBD. On completion, this precinct will boast over 120 tenancies, including elevated dining options. The retail offering on level one will be anchored by Coles and Liquorland, complementing the two levels dedicated to market traders. Furthermore, the development will incorporate parking for more than 1000 vehicles.

Artist Impression of Roseworthy Town Centre Source: St Yves Roseworthy


Artist Impression of Market Square Source: Market Square Adelaide

Significant shopping centre developments have been announced in the northern areas to meet the demands of the rapidly expanding residential communities.

Arcadia, 299 Pirie Street, Adelaide
The Arcadia development is a substantial $350 million mixed-use project, currently under construction. Spanning 27 storeys, it will feature residential units, diverse food and dining establishments, meeting facilities and a 251-room hotel operating under the Hilton franchise.

Artist Impression of Arcadia Source: Adelaide Economic Development Agency

Major retail developments, especially in the CBD, are increasingly adopting mixed-use formats that integrate office and commercial spaces. This trend capitalises on the refurbishment of underutilised sites such as Market Square and Arcadia. A key factor driving the creation of new retail spaces is the significant housing and population growth occurring in the north. A consistent objective across all these refurbishments is to attract high-quality tenants and achieve maximum rental yields.

Chris Winter
Commercial Director, Commercial

Western Australia - Retail 2026

Perth

The retail construction and refurbishment sector across the Perth metropolitan area is facing tough economic pressures that are forcing a major shift in how projects are done. High construction inflation, supply chain bottlenecks and a severe shortage of skilled trades have to an extent constrained new developments. At the same time, builders who signed fixed-price contracts have seen their profit margins completely wiped out which is increasing the risk of builder default. Because of these risks, the market is in some areas moving away from building on fresh, undeveloped greenfield land. Instead, investment is being funnelled into existing retail sites and complexes, extending the life of current assets, and upgrading spaces where utility infrastructure is already in place.

The sharp divide between project viability and market constraints is starkly evident in how different major retail hubs are progressing. On one side of the coin, the massive $750 million-plus Westfield Booragoon expansion remains stalled indefinitely. Despite holding full planning approvals, the sheer scale of trying to double the size of an existing hub from scratch proved too cost-prohibitive in a market starved of resources, prompting the owners to secure a construction extension out to 2029. In contrast, the market is actively favouring more targeted, lower-risk brownfield overhauls, as demonstrated by the $240 million Galleria Morley redevelopment. Rather than breaking massive new ground, this project is successfully forging ahead with a late-2026 completion date, focusing capital strictly on modernising its fashion mall, refreshing its existing major anchors, and adding a curated indoor/outdoor dining precinct.

The sharp divide between project viability and market constraints is starkly evident in how different major retail hubs are progressing.

Galleria Morley redevelopment artists impression Source: Stantec

At the same time, consumer demand is no longer just about location; it is heavily driven by how well an asset performs and what local communities actually need. Landlords are moving away from clothing and discretionary retail, which suffer when people cut back on spending, and are prioritising medical centres, wellness services, and everyday food venues. There has also been a notable trend of integrating childcare centres into existing retail complexes and neighbourhood shopping centres, with a number having been built in recent times to create essential daily focal points for families. These low-risk, high-draw tenants bring in steady traffic and are supported by rapid population growth from interstate and overseas migration, which keeps suburban fringe services full.

Because building from scratch remains too expensive, there are opportunities for refurbishment and repositioning of older, typically secondary assets. A clear example of this asset transformation is the Maddington Village Shopping Centre. Once an older-style neighbourhood centre that was characterised by extensive vacancy and anti-social issues associated with the surrounding demographic, it was completely overhauled and repositioned by a local developer who refurbished the original complex, introduced a new IGA supermarket anchor, and unlocked under-utilised land to build dedicated pad sites for a childcare centre and a fuel station. Proving the financial viability of this strategy, the fully leased, upgraded centre was sold last year for over $20 million. As the construction cost environment continues to apply pressure to development viability, there are likely to be more instances of less capital intensive refurbishments across Perth in the coming years.

Greg Mullins
Director, Commercial

Northern Territory - Retail 2026

Darwin

As a broad observation, Darwin's retail property market remains a tightly held and relatively thin one, underpinned by a modest population base and a steady local economy. Trading conditions have held up reasonably well, supported by ongoing public and private investment across the Top End. Even so, the high cost of construction in our remote market continues to weigh on the feasibility of new development, so the prevailing theme is one of renewal rather than expansion.

Darwin's retail property landscape is dominated by retail upgrades and conversions rather than new builds.

Of most note are the upgrades to Casuarina Square, Darwin's premier retail destination. The Woolworths supermarket tenancy is being fully upgraded, and a $25 million refurbishment of 'The Quarter' as a social and dining destination is well advanced. Constant re-imagining of the available space is a necessity to maintain visitor numbers, and the owner is certainly carrying that out at Casuarina. Combined with the improvement in management of social issues, Casuarina Square should maintain its position in Darwin's retail space.

On a much more modest scale, we are seeing some redevelopment works being done by the City of Darwin on Chapel Lane in the CBD, which should increase patronage in that area.

And on an individual property level, we note some owners are beginning to redesign their spaces to attract patrons. This is a much more affordable option than seeking to develop new premises from scratch due to high building costs. The old Globetrotters site in Mitchell Street is a good case in point, with new smaller-scale tenancies now in place.

There is a small retail property market segment in Greater Darwin, and it is often the case that this type of property is partly used for office as well. The recent sale of Satepak House in Palmerston CBD provides a good case in point, with strong interest shown when it was made available for sale earlier this year. A yield of under 6.50% is very low in the Darwin market, but was achieved in this case due to the very limited supply of retail/commercial property in Greater Darwin at that price point.

This month, the redevelopment of The Hub in Palmerston CBD was announced. This is a 13,600-square-metre site in the Palmerston CBD. The existing cinema building there is being refurbished into office/retail tenancies, and a new quick-service food tenancy is to be developed near the intersection of Temple Terrace and Roystonea Avenue. This tenancy will be occupied by Guzman Y Gomez and will complement the KFC and Hungry Jack's already located along this strip.

Re-badged as Palmerston Junction, this redevelopment will use the long-vacant cinema building and should increase pedestrian traffic in the area. This will benefit not only Flynns Palmerston (the existing tavern in the complex) but also help bring more people back to the Palmerston CBD, which was largely deserted when the nearby Gateway centre was developed.

Taken together, these examples point to a retail market that is adapting rather than expanding. With new construction largely on hold, the most active part of the sector is the reworking of established space, whether at the scale of a major centre or a single CBD tenancy. Tightly held stock and limited supply should continue to support values for quality retail assets.

Terry Roth
Director, Commercial

Darwin's retail property landscape is dominated by retail upgrades and conversions rather than new builds.

Residential Property

June 2026

National Residential Overview

In this edition of our Month in Review, we look at the lazy million. In previous years we have deep-dived into the lazy $750,000, but by necessity, we're stepping it up a notch.

Driven by relentless population growth and a structural undersupply of housing across much of Australia, a seven-figure budget has rapidly shifted from a luxury purchase to the new baseline for standard family homes in most of our major capital cities.

Despite recent interest rate hikes, Australia's major capitals are moving at vastly different speeds:

Chris Hinchliffe
Director

- **Sydney:** A distinct two-speed market has emerged. While the top 25 per cent of properties saw a 2.7 per cent drop in the three months to April, the affordable lower quartile rose 1.5 per cent, propped up by government deposit schemes. A million dollars here buys a house on the distant outskirts or a secondary location – pushing smart money into resilient inner-ring units.
- **Melbourne:** The sub-$950,000 market remains competitive, with first homebuyers and budget-conscious purchasers actively competing in the lower-value brackets, whilst several suburbs that traditionally sat around the $1 million mark have been demoted to below it.
- **Brisbane:** While broad market demand has softened slightly, the appetite for attached townhouses and units on the edge of the inner ring remains exceptionally strong, with solid capital growth expected.
- **Perth:** Once a high-end budget, $1 million is now the standard benchmark for a metropolitan family home, or merely the entry point for a unit in a prime, blue-chip location.

For investors, navigating the current market means managing significant macro headwinds. Adding to the complexity, the recent announcement in the federal budget of proposed changes to negative gearing and capital gains tax are sure to dent consumer confidence, but after years of chronic undersupply in many markets, what will the real damage be? While these reforms will likely dampen near-term investor enthusiasm, above-average immigration and a stubborn failure to hit dwelling construction targets mean price impacts are likely to be targeted to specific products in specific locations.

Ultimately, parking a lazy million today isn't necessarily about buying a trophy asset outright; it's a strategic game of choosing between Sydney's resilient lower-tier units, Brisbane's high-demand inner fringes, Perth's tightly held family footprint or maybe what is starting to look like value for money in Melbourne.

Outside of the capitals, $1 million may sound like a big number in many of our more remote regional centres, but our analysis shows a mixed bag of some absolute bargain areas where a rock star house remains attainable, to those towns where the secret is out, and the money has already poured in.

What you can be sure of is that there is something for everyone, as our team brings to you a plethora of examples of what a lazy $1 million can buy you around Australia.

National Property Clock: *Houses*

Entries coloured orange indicate positional change from last month.

Bundaberg
Dubbo

Mount Gambier
Toowoomba

Gladstone
Mildura
Shepparton

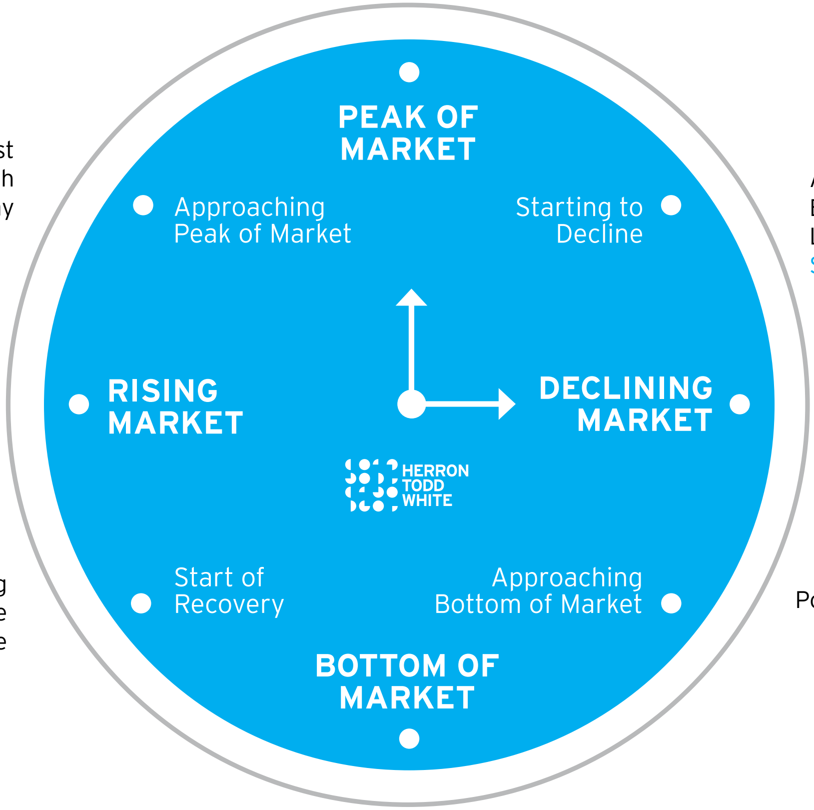
Sunshine Coast
Tamworth
Whitsunday

Alice Springs
Burnie/Devonport
Launceston
Sydney

Adelaide
Adelaide Hills
Albany
Albury
Barossa Valley
Brisbane
Broome
Cairns
Coffs Harbour

Darwin
Emerald
Esperance
Fraser Coast
Geraldton
Gold Coast
Hobart
Illawarra
Kalgoorlie

Karratha
Mackay
Newcastle
Perth
Port Hedland
Rockhampton
South West WA
Townsville
Wodonga



Bathurst
Canberra
Central Coast

Geelong
Lismore
Melbourne

Port Macquarie

Ballina/Byron Bay
Ipswich
Southern Highlands

National Property Clock: Units

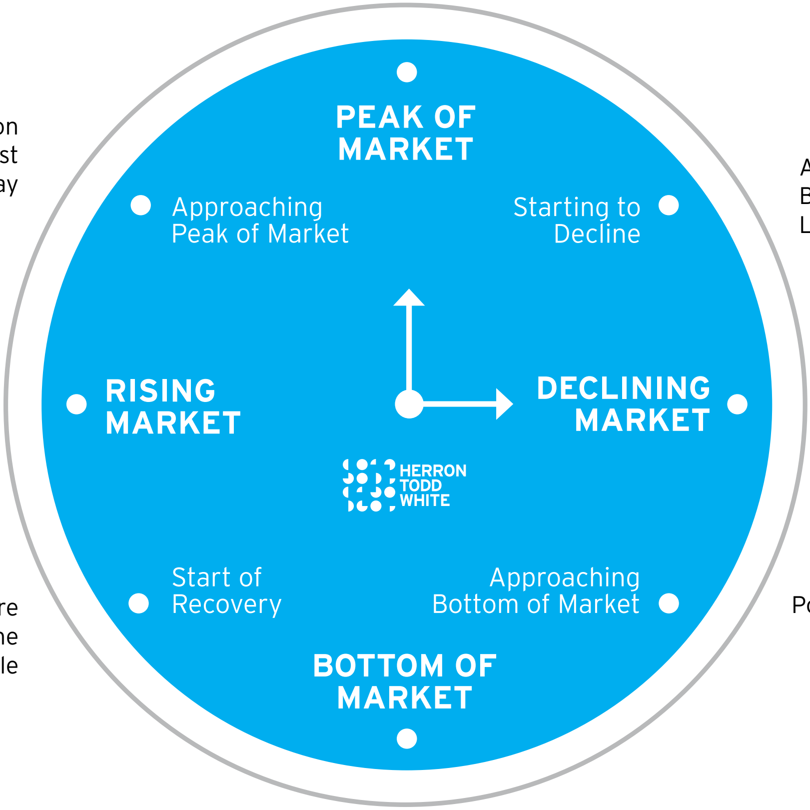
Entries coloured blue indicate positional change from last month.

Bundaberg
Burnie/Devonport
Mount Gambier
Sydney
Toowoomba

Gladstone
Mildura
Port Hedland
Shepparton
Sunshine Coast
Whitsunday

Alice Springs
Bathurst
Launceston

Adelaide
Adelaide Hills
Albany
Albury
Barossa Valley
Brisbane
Broome
Cairns
Coffs Harbour
Darwin
Dubbo
Emerald
Esperance
Geraldton
Gold Coast
Hobart
Illawarra
Ipswich
Kalgoorlie
Karratha
Mackay
Perth
Rockhampton
South West WA
Tamworth
Townsville
Wodonga



Fraser Coast

Canberra
Central Coast
Geelong
Lismore
Melbourne
Newcastle

Port Macquarie

Ballina/Byron Bay
Southern Highlands

New South Wales - Residential 2026

Sydney

Options for a lazy $1 million to spend in Sydney in 2026 look very different depending on which part of the city you are looking to buy in. Despite three recent interest rate increases, the lower quartile is the best-performing part of the market with the federal government's five per cent deposit scheme for properties up to $1.5 million helping to support prices.

In the three months to the end of April, Cotality showed the bottom 25 per cent of dwelling values having a 1.5 per cent increase in value, compared to a 0.4 per cent gain for the middle 50 per cent, and a 2.7 per cent loss for the top 25 per cent.

For houses across Sydney, the lower quartile sits roughly around that $1 million mark. In most cases though that means properties either on the outskirts of the greater Sydney area, or with small land areas or in secondary locations such as main roads.

If a buyer is determined to buy into a more premium location, they will more than likely need to consider purchasing a unit. Sydney units had a median value of $907,431 at the end of April according to Cotality, meaning that the majority of units fall below the $1 million mark. First homebuyer activity in this market has helped units sustain growth so far in 2026, albeit a modest 0.4 per cent. Houses on the other hand have experienced a 1.2 per cent year to date decline.

Recently announced changes to capital gains tax and negative gearing in the May federal budget are likely to have the most impact on properties below $1 million, where most property investors participate. These changes should help dampen demand in this market, however with continued above-average immigration levels and a stubborn lack of supply of new dwellings below federal and state government targets, the overall impact of these changes on prices is expected to be minimal.

Western Sydney

The $1 million price point in Western Sydney can provide numerous options for buyers, upgraders and investors.

Located approximately 50 minutes north-west of the Sydney CBD is the suburb of Grantham Farm, which is part of the growing Rosebank estate focusing on family-friendly, affordable housing near transport and schools. This area has been transformed from former rural land into low density residential housing as part of the North West Growth Area. This can be seen by the sale of a vacant block of land at 30 April Crescent, Grantham Farm for $1 million. This block of land has a whopping 18.3 metre frontage and encompasses 487 square metres.

The $1 million mark represents mid-level buying, where purchasers are seeking more substantial sized blocks to build bigger homes or a bigger backyard. Often a premium will be paid at this price point so established couples or young families can design their dream home. Depending on location, the land size might be slightly smaller or larger than this block of almost 500 square metres.

Approximately 45 minutes south of Grantham Farm is the south-west suburb of Austral. A vacant block of land here, at 52 Eighteenth Avenue, sold for $980,000 in April. This 500 square metre corner block sale with a frontage of 10.5 metres illustrates consistent buying behaviour in different patches for similar sized blocks of land.

30 April Crescent, Grantham Farm Source: realestate.com.au

52 Eighteenth Avenue, Austral Source: realestate.com.au

Moving on from vacant land, the Blacktown to Penrith corridor is your best bet for improved blocks of land around the circa $1 million mark.

An example is the sale at 34 Bridge View Street, Blacktown for $1 million in March. This property is an updated three-bedroom, one-bathroom, weatherboard-clad dwelling improved upon 639 square metres. The property was previously sold in October 2018 for $550,000, representing annual compound growth of 8.4 per cent.

34 Bridge View Street, Blacktown Source: realestate.com.au

Further west, on the edge of Greater Sydney is the sale at 14/62 Bradley Street, Glenmore Park. For $1.015 million, you get a newly-built, semi-detached duplex with three bedrooms, two bathrooms and a two-car garage. Improved upon 184 square metres, this residence is luxury living at the $1 million mark.

14/62 Bradley Street, Glenmore Park Source: realestate.com.au

For more of an established circa 2000s duplex, you can get this three-bedroom, one-bathroom and one-car garage semi-detached duplex in the suburb of Liverpool. 24 Christie Street, Liverpool sold for $1.03 million in April, showcasing an original kitchen, renovated bathroom, spacious living and an external alfresco.

24 Christie Street, Liverpool Source: realestate.com.au

In the south-west, the median house price in Campbelltown has now just clicked over the $1 million mark. For $1.01 million, you can get a three-bedroom, one-bathroom freestanding dwelling with two-car accommodation, as did the buyers of 9 Farnsworth Avenue, Campbelltown. This property features updated interiors, open plan living and a large rear alfresco improved upon 670 square metres.

9 Farnsworth Avenue, Campbelltown Source: realestate.com.au

If high rise living is more up your alley, then Castle Hill might be the place for you. The sale at 119/23-35 Crane Road, Castle Hill went for $1.01 million in March. Positioned in the Castlemount Estate, this is a two-bedroom, two-bathroom unit with two-car basement accommodation. The residence showcases open plan living with a private courtyard and enjoys the convenience of being within walking distance of Castle Hill Shopping Centre and Castle Hill Metro Station.

119/23-25 Crane Road, Castle Hill Source: realestate.com.au

If acreage is your choice, then the Hawkesbury region might be the place for you as it was for the buyers of 494 Tennyson Road, Tennyson for $950,000 in December. This block is set on five park-like acres with exceptional potential for renovation on the existing run-down dwelling. Whilst positioned in a semi-rural setting, this property also benefits from being located within the local school catchment area and just minutes away from local shops.

494 Tennyson Road, Tennyson Source: realestate.com.au

Upper North Shore

On Sydney's Upper North Shore, a lazy $1 million is limited to higher density living. Detached housing at this price point is now a long way out of reach. The type of higher density property available at this price point depends greatly on location, property type and the desired accommodation.

On the lower end of the North Shore, suburbs such as Killara, Lindfield and Roseville typically have smaller-scale developments of lower density. Downsizers are very active in these suburbs due to the low-maintenance appeal of unit living and these buyers and looking for larger units, with good levels of privacy. This sector of the market generally performs well, with good quality products close to amenities and transport in high demand. The $1 million price point will limit buyers to one- or two-bedroom units in these suburbs, depending on the attributes of the property.

As an example, a unit at 5 Havilah Lane, Lindfield, recently sold for $1 million. It's in a very popular development, opposite Lindfield Station and surrounded by amenities. This unit provides one-bedroom, one-bathroom accommodation, plus a large study, with a small balcony and single secured car space.

5 Havilah Lane, Lindfield Source: realestate.com.au

5 Havilah Lane, Lindfield Source: realestate.com.au

Another comparable transaction is 7/3 Boundary Street, Roseville, which sold for $931,000 in a suburb where the current median price for two-bedroom units is approximately $985,000 according to realestate.com.au. Positioned within an Art Deco walk-up block of only 10 apartments, the property comprises two bedrooms, one bathroom and a single lock-up garage. Additional features include a combined living and dining area, a separate study space, high ceilings and ornate cornices, all of which contribute to strong owner-occupier appeal.

The renovated kitchen and updated interiors provide modern functionality while retaining the character and charm associated with period-style apartments. The unit offers a residential feel more akin to a semi-detached dwelling rather than conventional apartment living. Located on the corner of Boundary Street and Hill Street, the property benefits from excellent accessibility, being within walking distance to Roseville railway station and surrounding retail amenities. While positioned on a busier road, the property's affordability, character appeal and proximity to transport continue to make it an attractive option for both investors and first homebuyers.

In the current market environment of elevated interest rates and increased construction and renovation costs, well-located apartments with lower strata levies, minimal immediate capital expenditure requirements and strong rental appeal are likely to continue to perform strongly. In addition, government incentives and first homebuyer assistance schemes are expected to support ongoing demand within this price segment.

7/3 Boundary Street, Roseville Source: realestate.com.au

Those looking for more bang for their buck with their lazy $1 million on the Upper North Shore will have to make sacrifices, including moving further north and having a stronger appetite for older units, positioned further from transport and amenities.

In certain sections of Hornsby, three-bedroom units can be obtained below $1 million. The three-

In certain sections of Hornsby, three-bedroom units can be obtained below $1 million.

HERRON TODD WHITE

bedroom unit sector attracts heavy competition from investors looking for a strong rental return, young families looking for a low-maintenance lifestyle and first-time homebuyers wanting to take advantage of New South Wales property transfer duty concessions.

An example of a such a product is 19/2 Bellbrook Avenue, Hornsby, selling in March this year for $950,000. This circa 1995 unit comprises three-bedroom, two-bathroom accommodation with a two-car basement tandem garage. Although this property is slightly less central to transport and amenities, it offers a good level of accommodation within a reasonably small development, offering adequate levels of privacy.


19/2 Bellbrook Avenue, Hornsby Source: realestate.com.au

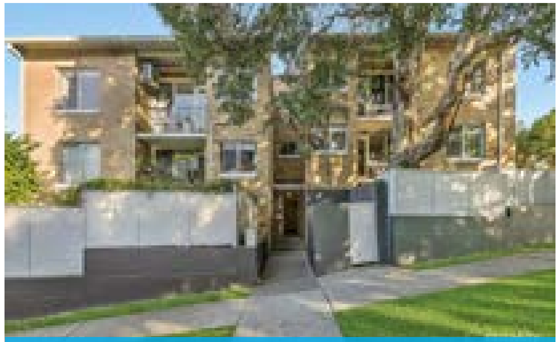

19/2 Bellbrook Avenue, Hornsby Source: realestate.com.au

With no freestanding dwellings currently available under $1 million across Sydney's Lower North Shore, buyers within this price bracket are generally restricted to apartment-style accommodation. Within this segment, older-style, two-bedroom units continue to represent one of the most attractive and practical entry points into the market.

In particular, 1970s-built walk-up complexes are highly sought after due to their generous internal proportions, solid brick construction and potential to add value through cosmetic improvements. These properties are often strategically positioned close to transport, parks, shopping precincts, cafes and lifestyle amenities, making them appealing to both owner-occupiers and investors.

An example is the recent sale of 25/216–220 Longueville Road, Lane Cove, which transacted for $960,000 in May 2026. The property comprises two bedrooms, one bathroom and a single lock-up garage, together with a separate lounge and dining area and external storage room. The unit forms part of a well-maintained 1970s complex with comparatively low strata levies. Recently renovated throughout, the property offers a modern kitchen and bathroom along with updated internal finishes, allowing purchasers to either lease the property immediately or occupy it without the need for additional renovation expenditure.

The location further enhances its appeal, situated just metres from public transport and within walking distance of local shops, cafes and restaurants. The sale highlights the continued demand from first homebuyers and young families seeking an affordable entry point into a tightly held Lower North Shore market without compromising on location or long-term capital growth prospects.

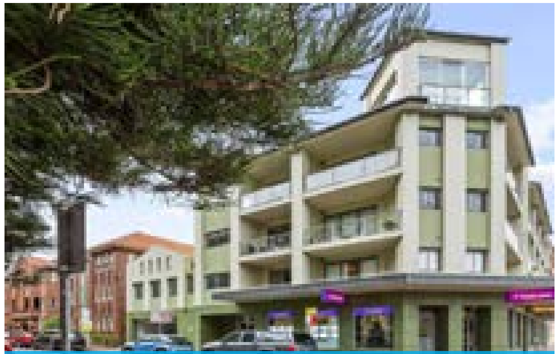

25/216-220 Longueville Road, Lane Cove Source: realestate.com.au

Northern Beaches

The $1 million threshold has opened opportunities for the same asset types across a broader range of Northern Beaches locations. We have identified approximately 80 transactions between $900,000 and $1 million to start 2026 (source: Cotality). These sales primarily consist of one- and two-bedroom units of varying age, quality and accommodation.

For prospective buyers seeking one-bedroom units, suburbs such as Queenscliff, Freshwater and Manly continue to offer opportunities within this price bracket. Buyers searching for two-bedroom units are finding additional options in Dee Why, Collaroy, Narrabeen, Newport and Brookvale. The age, quality and size of these units remain heavily influenced by their respective locations and proximity to beaches, transport and lifestyle amenities.

Recent sales include 204/10 West Promenade, Manly, which sold for $900,000 in May 2026. The property comprises a circa 2003 one-bedroom, one-bathroom unit without parking. The unit previously sold for $975,000 in September 2023. The estimated weekly rental is approximately $850 per week, reflecting a gross yield of 4.9 per cent, notably above the current median gross yield of 3.9 per cent for one-bedroom units in Manly.



204/10 West Promenade, Manly Source: realestate.com.au

First homebuyers and investors continue to underpin this segment of the market. Recent price adjustments have highlighted changing market conditions and created improved buying opportunities for purchasers operating around the $1 million price point.

Investor demand is expected to decline in the coming months following recent changes to capital gains tax and negative gearing policies. The extent and duration of this adjustment period remains uncertain, however markets traditionally reliant on investor activity are likely to experience greater pressure, particularly where rental yields do not sufficiently offset reduced investment incentives compared to markets more strongly supported by owner-occupier demand.

Another notable transaction is 5/95 Pacific Parade, Dee Why, which sold in May 2026 for $990,000. The property represents a typical two-bedroom offering within this price bracket, comprising a circa 1970s two-bedroom, one-bathroom unit with renovated interiors, a single lock-up garage and a south-facing aspect. The estimated rental is approximately $875 per week, reflecting a gross yield of 4.9 per cent, above the current median gross yield of 4.1 per cent for two-bedroom units in Dee Why.

5/95 Pacific Parade, Dee Why Source: realestate.com.au

Entry-level housing stock remains limited, although availability is marginally lower than in previous years. We identified no freestanding houses below $1.5 million, three properties between $1.5 million and $1.7 million, and six properties ranging from $1.7 million to $1.8 million. However, these offerings generally involve compromises including major road exposure, transmission line easements, steep topography or properties requiring substantial renovation.

Inner West

A lazy $1 million isn't so lazy in the current market given cost of living pressures including interest rate rises putting downward pressure on Sydney's inner west market. Over the course of the past 12 months there has not been a sale of a house across the region under $1 million. This is mainly attributable to the housing affordability crisis which has affected us for the past two decades or so. A push for more housing supply has seen more new apartments being built in particular areas such as Marrickville, Petersham and Annandale. However, most of these new modern apartments are also exceeding the $1 million value mark, especially for two-bedroom and three-bedroom apartments.

The sub $1 million market is generally dominated by first homebuyers and investors in the inner west, and is limited mainly to one- and two-bedroom units. Buyers seeking two-bedroom accommodation at this price level are competing for older two-bedroom, one-bathroom units within lower density 1960s to 1970s walk-up buildings in areas such as Marrickville, Petersham, Dulwich Hill, Ashfield and Summer Hill. These walk-up units tend to be attractive given they generally have lower strata levies and fewer neighbours and generally are less likely to be impacted by structural defects. As such their performance over the past twelve months has been better than many of the newer, higher density options.

The sale of 11/1-3 Arthur Street, Marrickville in March 2026 for $970,000 comprised a two-bedroom, one-bathroom unit with a one-car lock up garage. The property is a circa 1960s walk-up unit updated internally with laminate floors and stone kitchen benches and is situated near a railway line and local shops. The property previously sold in October 2020 for $770,000 in a similar condition.

A lazy $1 million isn't so lazy in the current market given cost of living pressures including interest rate rises putting downward pressure on Sydney's inner west market.

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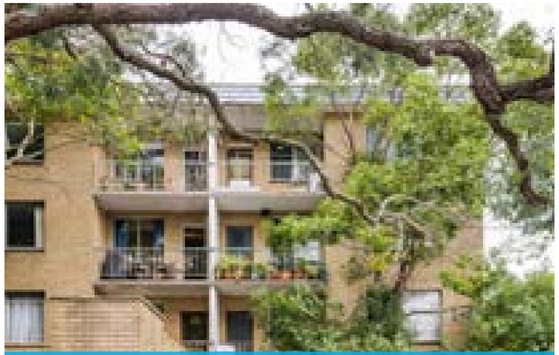
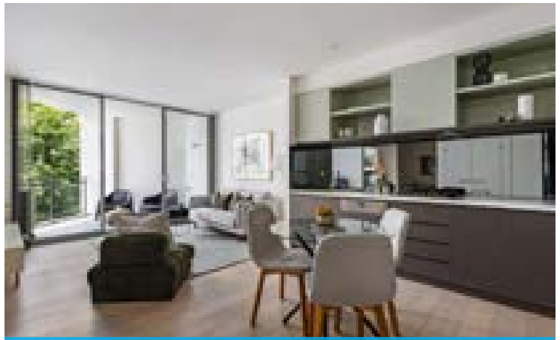
The sale price reflects a relatively modest $200,000 capital growth in five and a half years reflecting a 25.97 per cent increase (4.72 per cent per annum).



11/1-3 Arthur Street, Marrickville Source: realestate.com.au

Alternatively, buyers seeking modern accommodation can purchase one-bedroom units at a similar price point. However, the construction of a greater number of modern developments across the inner west has resulted in downward pressure on capital growth rates. This is illustrated by the sale of 202/38 Alice Street, Newtown in February 2026 for $835,000. The property was previously sold in an off-the-plan sale over a decade ago in December 2013 for $740,000. The property comprises a circa 2016-built, one-bedroom, one-bathroom unit with one secure basement car space. The parent complex has also been affected by special levies and remedial works, which have contributed to the lack of significant capital growth between the sale dates.



202/38 Alice Street, Newtown Source: realestate.com.au

The conundrum for investors is whether to buy a smaller, more modern unit in an area closer to the Sydney CBD, or an older, larger unit further west of the CBD. More modern apartments tend to also have higher strata levies and an increased risk of experiencing building defects.

The recent changes to capital gains tax and negative gearing laws will significantly decrease investor demand for these units as an investment vehicle as it is much harder to positively gear these properties due to the generally higher costs of outgoings.

Moving forward, investors will become more discerning, seeking out properties that may produce an income loss but have strong fundamentals that will promote capital growth over the longer term. For the inner west, at the $1 million price point, these properties are more likely to be lower density units with lower strata levies.

Home to some of the country's most premium addresses, Sydney's inner city is not known for its affordable properties however opportunities to purchase at or around $1 million do exist.

Rental yields between four and 5.5 per cent have been recorded in the current market which is well above the three to 3.5 per cent recorded in the years prior to 2020 and the COVID pandemic. The sale recorded above at 202/38 Alice Street, Newtown reflects a market gross yield of approximately 5.17 per cent.

A property at 3/358 Livingstone Road, Marrickville sold for $960,000 in May 2026. The unit is within a circa 1970s walk-up building and affords two-bedroom and one-bathroom accommodation as well as a single-car lock-up garage. The gross market yield has been analysed to 4.60 per cent. The property previously sold for $415,000 in June 2012 and reflects a capital gain of $545,000 over the course of over 14 years, reflecting a 131 per cent increase, or 9.38 per cent annually.

3/358 Livingstone Road, Marrickville Source: realestate.com.au

Inner Sydney

Home to some of the country's most premium addresses, Sydney's inner city is not known for its affordable properties however opportunities to purchase at or around $1 million do exist. Commonly these are one- or two-bedroom apartments within the CBD or city fringe locations and make popular investments for individuals seeking a strong rental return or owner-occupier pads for young professionals who want the lifestyle benefits of inner city living.

Often units at the lower end of the market are more popular with investors and as such typically experience a lower rate of demand and therefore growth compared to their more premium two- and three-bedroom counterparts. In addition, growing cost of living pressures and elevated interest rates have created some good buying opportunities within this market segment as investors look to offload currently under-performing properties.

Pyrmont is a rapidly evolving inner city suburb that is well connected to the CBD via light rail line, bus and footpaths. Pyrmont is set to benefit from the redeveloped Blackwattle Bay Precinct (around the newly opened Fishmarkets), as well as Pyrmont Place, a large disused site to the northern end of Wattle Street, and a new metro line (set to open in 2032). With strong rental demand due to its close proximity to educational institutions, the CBD and public transport, Pyrmont is a popular choice for owner-occupiers and investors.

One of the area's most recent good buys is 306/233 Pyrmont Street, which sold in March for $940,000. The unit is advertised as a 71 square metre, two-bedroom unit with a valuable parking space. The property presents in partly updated condition providing scope to improve the unit's value with cosmetic or bathroom updates. Similar units in neighbouring buildings appear to be leasing for circa $925 per week reflecting a gross return of 5.1 per cent, making this a solid investment or comfortable home in an area set for future capital growth as the surrounding area continues to improve.

306/233 Pyrmont Street, Pyrmont Source: realestate.com.au

Eastern Suburbs

For buyers holding a $1 million budget, the south-eastern pocket of Sydney's eastern suburbs currently offers the ultimate sweet spot for value, balancing lifestyle, coastal proximity and CBD access. Local agents report that this price point has been dominated by two key groups: first homebuyers and investors.

If you are looking to buy here, a $1 million budget firmly positions you in the two-bedroom apartment market, specifically in hubs like Kingsford and Maroubra.

Kingsford remains a perennial favourite due to its seamless light rail connectivity, vibrant dining scene and proximity to the University of New South Wales. A prime example of the current market is 17/255 Anzac Parade, Kingsford, which recently traded for exactly $1 million. The property is a circa-2000, two-bedroom, two-bathroom apartment with one car space, sold in original condition. The estimated rental return of $950 to $1000 per week provides a gross yield of around 5.1 per cent.

17/255 Anzac Parade, Kingsford Source: realestate.com.au

17/255 Anzac Parade, Kingsford Source: realestate.com.au

Just down the road lies Maroubra. While it lacks the light rail, it compensates with superior shopping amenities and closer proximity to the surf. Matching the million-dollar benchmark is 43/158 Maroubra Road, Maroubra, which also secured a $1 million sale The property is a 2005-built, two-bedroom, two-bathroom apartment with one car space in original condition, boasting district and distant CBD skyline views. It commands a premium rental yield

For buyers holding a $1 million budget, the south-eastern pocket of Sydney's eastern suburbs currently offers the ultimate sweet spot for value, balancing lifestyle, coastal proximity and CBD access.

of $1000 to $1100 per week, or around a 5.5 per cent gross yield.


43/158 Maroubra Road, Maroubra Source: realestate.com.au

Many of these circa million-dollar options are situated within large, multi-storey complexes in busy commercial centres. Historically, these properties have shown modest capital growth, but a more favourable rental return. Driven by a systemic shortage of new housing and rapid population growth, their strong rental yields are a magnet for investors, while their relative affordability keeps them within reach for first homebuyers.

Heading west slightly into the inner-south hub of Zetland, a $1 million budget similarly unlocks investor-grade, two-bedroom, two-bathroom, one-car apartments dating from the early 2000s. However, smart money is looking closely at asset age.

While 2000s-era builds offer immediate, robust rental returns, a more regular supply of newly constructed developments does hold back capital growth. These brand-new two-bedroom units generally exceed the $1 million mark due to their modern, higher-end finishes.

For buyers prioritising long-term wealth creation, the real opportunity may lie in the past. Units constructed between the 1960s and 1990s are currently showing far greater potential for upgrade and capital growth, making them the hidden gems of the inner-south market.

Matt Greenland
Associate Director, Residential

Newcastle/Hunter Calley

As the Newcastle and Lake Macquarie regional areas become more and more expensive, the dream of owning a $1 million home is no longer a prestige thought, just a normal way of life. Whether you're looking in the city, the outer fringes, or the Hunter, $1 million is close to becoming the average price.

To put this into perspective, here are just a few median house prices in suburbs where 10 years ago, this would have been just a crazy and unrealistic dream:

- Mayfield: $1,067,927
- Maryland: $947,147
- Gateshead: $1,019,513

Just 10 years ago these suburbs were the less-favoured locations to buy, yet over time, due to neighbouring suburbs becoming expensive, the adjacent suburbs became the next best thing.

The Hunter Valley is more sensibly priced in the scheme of things but still close to the $1 million and it's only a matter of time before the median price hits the magic figure.

Gillieston Heights is one of the more popular locations with a median price of $882,508 and particularly popular with owner-occupiers and investors.

Many of the buyers in this region are a mix of owner-occupiers and investors, with city yields hovering around three to five per cent return, the number of investors buying in city suburbs is reducing. This can't be said for the Hunter Valley, though, where yields average between 5.2 per cent and six per cent.

Having considered the above, the best value for money is centred around the Hunter Valley as you get more property for your money.

An example is 23 Undercliff Street, Cliftleigh, on the market for $849,000. The property offers a modern four-bedroom, two-bathroom, two-car garage on 450 square metres. The suburb has seen rising property prices for the past five years and as other locations price buyers out the market, this particular location gives the family buyer everything they want.


23 Undercliff Street, Cliftleigh Source: realestate.com.au

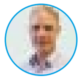
This same location is also very popular with investors, with an average rent of around $750 per week and good potential for capital growth.

If Newcastle is the place to find something within budget, how about Maryland? 12 Gunsynd Close, Maryland has a price guide of $990,000. It's a slightly older four-bedroom, two-bathroom and two-car garage home on 526 square metres. With a slightly dated internal condition, there is scope to renovate and add value, whilst having a good size lot to provide a pool.

12 Gunsynd Close, Maryland Source: realestate.com.au

Again, the rental potential is also good due to the lack of availability, and this offers opportunities to both owner-occupiers and investors.

Overall, the local region has plenty of options for the $1 million purchaser; however, time and effort are required to find the best value for money. Time is on the purchaser's side, though, as with a slightly quieter market currently, there are fewer willing buyers and most take their time, so property is staying on the market longer.



Darren Sims
Valuer, Residential

Lismore/Casino/Kyogle

"Home ownership is like keeping snakes as pets or ballroom dancing competitions.... that's fine, if that's what you're into... I just don't see the appeal" (Jack Reacher, Reacher, Season 2, Episode 3 Amazon Prime).

It would appear that home ownership is not a priority for Jack Reacher. Well, considering that the RBA has raised the cash rate for the third time since the beginning of 2026 due to rising inflation and geopolitical pressures in the Middle East, some of the Aussie populace may be having similar reservations.

How does this all have an impact on what you can buy for a lazy $1 million? Let's see.

The Northern Rivers region has broadly experienced strong growth since early 2026, particularly in the $500,000 to $1 million range, which represents the majority of residential zoned housing stock across Lismore, Casino and Kyogle. However, over the past six months, the suburban residential market in the $1 million-plus bracket has shown some signs of easing. This higher-end segment is typically influenced by acreage properties and premium rural residential holdings in surrounding areas such as Richmond Hill, McLeans Ridges, Clunes, Modanville, Boat Harbour, Wyrallah and Tullera. In the Casino and Kyogle districts, comparable properties are generally found in locations like Spring Grove, North Casino and the newer rural residential estates within approximately five kilometres of Kyogle.

Those residential houses targeted within the Lismore City suburban area are generally priced between $600,000 and $1 million. For duplex units, it is within $550,000 to $750,000 and around $350,000 to $450,000 for smaller units within a complex.

The more well-presented and established residential properties within these price brackets are picked up quickly by qualified borrowers as the availability of listings is restricted, so competition within this realm is relatively strong.

The mixture of the residential product available for around $1 million may have varied slightly, particularly within Lismore City, at both ends of the sale price range and more so in the regional areas within Richmond Valley and Kyogle Council areas.

From February 2026 to May 2026, the RBA has permitted three consecutive 25-basis-point (0.25 per cent) rate hikes, bringing the current cash rate to 4.35 per cent. This is likely to cause more pain and be rather poisonous to the household budget, particularly as food, fuel and fauna prices and services continue their upward trend.

The majority of the residential zoned dwelling sales in the Lismore City area (suburbs) takes place within the large suburb of Goonellabah. To date, there have been six confirmed sales of single residential dwelling house sales over the $1 million mark since the beginning of 2026. The other surrounding suburbs of Lismore Heights, East Lismore and Girards Hill registered only five.

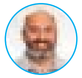
This is a clear indication of the market activity taking a sedate stroll for those properties over $1 million.

Combined, in the rural townships of Casino and Kyogle, there have been no sales of standard residential zoned dwelling properties over $1 million since the beginning of 2026. However, this is to be expected as the vast majority of the household product for Kyogle and Casino is from $400,000 to $900,000.

The established dwellings in the nearby rural residential estates of postcodes 2480, 2470 and 2474 which are above $1 million usually deliver the full quota of features from air-conditioning, good quality appointments, pool, established landscaping or a full renovation.

These rural residential properties are typically situated near the town centres of Casino, Kyogle or Lismore, and consist of allotments ranging from 4000 square metres up to five hectares. In more semi-remote areas, larger holdings between 40 and 100 hectares can still be acquired for under $1 million, often featuring modern homes and well-established additional improvements. However, opportunities like these are becoming increasingly scarce.

In summary, the purchasing power of a lazy $1 million is likely to erode over time. That said, there are still opportunities in the short- to medium-term for those willing to do their homework, stay disciplined, and potentially adjust their expectations. If interest rates continue to rise throughout 2026 and in 2027, some parts of the market may soften, creating chances to secure properties typically valued above $1 million at more favourable prices as certain sellers look to exit to escape the stresses and worries that are becoming more apparent in a somewhat chaotic global setting.



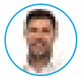
Vaughan Bell
Valuer, Residential

Shoalhaven

The Shoalhaven residential property market continues to soften and slow as it faces significant uncertainty, like many other markets in the state. This uncertainty stems from the details of the recently released federal budget, the conflict in the Middle East, possible future interest rate rises by the Reserve Bank of Australia and the current cost-of-living pressures affecting many households. Considering these factors, let's quickly examine how the market is performing and where to invest your lazy $1 million in the Shoalhaven region.

Despite the current uncertainty surrounding residential real estate, local agents advise that the entry and middle levels of the market remain in high demand and are performing well. This contrasts sharply with the upper end of the market and rural residential lifestyle properties. You could purchase a new Torrens-titled, three- to four-bedroom duplex in the new suburb of Badagarang for circa $770,000. In established suburbs close to Nowra, such as Worrigee or South Nowra, you could purchase a modern four-bedroom, two-bathroom property for circa $900,000. Closer to the coast, in suburbs such as Callala Bay, Callala Beach and Culburra Beach, there are plenty of options for properties less than $1 million. In other coastal suburbs such as Vincentia, Hyams Beach and Huskisson there are definitely fewer property options available under $1 million.

The lower and middle sectors of the Shoalhaven residential property market remain strong with good demand levels. Agents are advising that there is plenty of interest, good sale results and good numbers at open houses for anything under $1 million. It will be interesting to see whether this continues as the year progresses, especially in the investor market as a result of the recently released federal budget changes to negative gearing and capital gains tax.



Joshua Devitt
Associate Director, Residential

Clarence Valley

In the Clarence Valley, a lazy $1 million can get you two houses or three units in the regional centre of Grafton or a brand new home in a new estate in the coastal towns of Yamba or Iluka. For around this price, a comprehensive rural residential property can be purchased around the Grafton and Maclean areas. Over the past several months investors have been buying well-positioned property in Yamba and renovating to then sell. Capital gain is more likely in Yamba as this coastal town is becoming more sought after, particularly from retirees selling in capital cities and moving to the coast. In Grafton one can expect a higher rate of return due to the cheaper prices. At the lower end, a healthy turnover of cheaper properties including duplex pairs is still the norm, offering gross yields of around six per cent.

24 Rosella Road, Gulmarrad Source: realestate.com.au

16 Clarence Street, Ashby Source: realestate.com.au

The recent federal budget, higher interest rates and higher cost of living are slowing interest at the higher end of the market. The examples above indicate what approximately $1 million in the Clarence Valley can provide a buyer - a large family home on an acre in Gulmarrad or an Ashby Clarence River-front property.

Simon Evans
Valuer, Residential

Illawarra

The Illawarra residential property market continues to show resilience despite broader national and global economic uncertainty. The region is benefiting significantly from its proximity to Sydney. Buyers are actively seeking better value and coastal lifestyle alternatives, keeping Wollongong and its suburbs top of mind. A $1 million budget is a current sweet spot in the local market. This is a highly competitive entry point for premium locations and a strong purchasing position in emerging growth corridors.

At the moment, a $1 million budget provides different opportunities depending on where you look along the coast. In the highly sought-after northern suburbs, where the median house price sits well above $1.3 million, a $1 million budget pushes buyers into the townhouse sector. For example, in popular village pockets like Balgownie, $1 million can secure a well-maintained townhouse with good lifestyle amenity. Conversely, driving slightly south or towards the escarpment opens up the detached housing market. In established family areas such as Unanderra or further south in Warilla and the Shellharbour growth corridor, $1 million translates to an established three- or four-bedroom freestanding home on a generous block, often with scope for future renovation.

Two primary buyer demographics currently active in this market are first homebuyers and Sydneysiders looking to make the move south.

The Tamworth residential market is shifting towards a multi-speed environment, as rising interest rates and cost-of-living pressures are directing activity towards more affordable segments.

The recent expansion of government incentives, including revamped first home buyer guarantees and stamp duty concessions, has supercharged local entry-level demand. At the same time, a steady stream of young professional families and downsizers moving from Sydney is treating the $1 million mark as a value play. To a buyer priced out of Sydney's inner ring, a spacious townhouse near the beach or a freestanding house in a family suburb represents an affordable luxury, allowing them to secure a piece of the Illawarra lifestyle.

We expect the $1 million price bracket in the Illawarra to continue to perform well, with steady resilient growth rather than rapid market-wide spikes. Overall, the sector is entering a period of healthy consolidation where well-located, quality properties will continue to attract highly active buyer pools.

Chris McKenna
Director, Residential

Tamworth

The Tamworth residential market is shifting towards a multi-speed environment, as rising interest rates and cost-of-living pressures are directing activity towards more affordable segments. While the upper and prestige sectors have seen slower capital growth and rising listings above $1 million due to serviceability constraints, conditions remain stable with values consolidating or increasing slightly.

With $1 million to spend, what would best resemble a good buy in Tamworth? One market segment within the Tamworth greater region where buyers could benefit is the new and modern family home residential market (i.e. four- to five-bedroom, two-bathroom dwelling on land parcels from 700 to 2000 square metres).

Generally, the focus of new home construction has slowed, largely due to continued building cost increases and inflationary pressures keeping building materials and local labour costs up. Ready to build vacant land is considered to be balanced and newly registered stages within developing residential subdivisions are still waiting to come on market. Circa 2023 to 2026 built four- to five-bedroom family homes in Moore Creek, Hillvue, Calala and North Tamworth have been the best performing for property around the $1 million price. Residential estates in the Moore Creek area such as Eagle View, Windmill Hill, Moore Creek and Windmill Downs and Valley have shown the best capital growth rates together with strong sales evidence in 2026. Another reason to keep the area on the radar is the current development of the long-awaited commercial centre in the Windmill Hill estate. The centre will support the Northern Residential Precinct with a supermarket, medical centre, childcare and tavern proposed to be completed in the next nine months.

A current listing from local agency Mcgrath, 9 Sauvignon Close, Tamworth is a modern style brick dwelling located in Moore Creek's Windmill Hill Estate. The listing features a modern style brick

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veneer and Colorbond roof construction, with four bedrooms, two bathrooms, an open style main living area, a second living area and an office. The property is currently listed for sale with an asking price of just over $1 million.

9 Sauvignon Close, Tamworth Source: realestate.com.au

The most likely buyer profile for this market segment is the family homeowner (i.e., a growing family). Overwhelmingly, participation in sales negotiation or enquiries are either people looking to return to regional New South Wales or currently residing within the local area. The motivating factors of this type of purchaser are largely reflective of the perceived affordability, lifestyle benefits and access to schooling and other education.

In summary, the Tamworth regional property market has generally stabilised for property priced around the $1 million mark. Indications from local agents suggest that buyer enquiry has been slightly subdued over the past three to four months, with serviceability and affordability in mind. This is something typical of the cooler seasons. There are expectations and early signs of rental values firming in the Tamworth residential market, with housing demand still high and new home construction pace slowing. This is expected to maintain an incremental annualised capital growth rate for residential property in the region.

Nick Humphries
Valuer, Residential

Warnambool

In the past few years, $1 million has become a more achievable price point for homes in Warrnambool. Views or a central location are the primary factors that allow a property to achieve this number or above within the locality of Warrnambool.

A central location with a weatherboard or stone home built in the early 1900s will begin at the $1 million price point. These homes are usually in need of renovating. The most likely buyers of these types of properties are young couples and families looking to renovate or extend. Investors are not looking to purchase these properties unless they come with enough land to subdivide into further allotments.

Modern homes that reach the $1 million price point in Warrnambool are built with a high standard of internal improvements or have ancillary improvements such as extensive shedding or a pool. These properties are generally located in developing estates on the northern fringe of Warrnambool.

Homes that far exceed $1 million include those with ocean views, however due to a recent development in East Warrnambool, there are affordable properties of standard modern construction that offer restricted ocean or river views. These range from $800,000 to $1 million and above.

For properties around the $1 million mark, the new estate in East Warrnambool would be considered to offer a better investment opportunity. Homes with sea or river views hold a unique feature and will generate higher values in the future than those without views.

Fletcher Steere
Valuer, Residential

In the past few years, $1 million has become a more achievable price point for homes in Warrnambool.

Victoria - Residential 2026

Melbourne

Middle ring

In the established middle ring of Melbourne's north, a $1 million budget serves as a fascinating dividing line between housing types. For detached housing, this figure no longer guarantees a pristine character home, but it will comfortably secure an unrenovated three-bedroom, one-bathroom brick veneer home on a standard 500 to 600 square metre allotment in suburbs like Reservoir with a $950,000 median (REIV) or a smaller, neat family home in Lalor for well under $1 million.

The sale at 52 Allenby Avenue, Reservoir for $910,000 exemplifies this. It's a circa 1970s brick unrenovated dwelling on a 667 square metre corner allotment.

52 Allenby Avenue, Reservoir Source: RP Data

Conversely, if you pivot to the attached housing sector within this exact same ring, $1 million elevates you into the premium tier. It buys a new, high-spec two- to three-bedroom, two-bathroom townhouse with modern street appeal in a highly sought-after pocket of Northcote ($1.8 million median), providing buyers with a direct trade-off between land component and structural turnkey luxury.

A $1 million budget serves as a fascinating dividing line between housing types.

1A McColl Street, Preston is a brand new two-bedroom, two-bathroom townhouse that sold for $930,000.

1A McColl Street, Preston Source: RP Data

The inner ring of the northern suburbs, encompassing lifestyle hubs like Brunswick, Coburg, and Preston, is seeing a distinct demographic dominating, primarily young professional couples and affluent first homebuyers heavily backed by the bank of mum and dad who have been firmly priced out of freestanding houses in these gentrified locations where medians sit well above $1 million. Despite the Reserve Bank of Australia's rate adjustments to 4.35 per cent, these buyers should feel confident entering the market as Melbourne is currently displaying an extreme value arbitrage compared to Sydney, trading at roughly a 45 per cent discount, meaning these inner-north buyers are purchasing historically undervalued, highly resilient real estate right at the start of a projected 6.6 per cent capital growth in 2026 (Build New Homes Australia, 2026).

When searching for the absolute sweet spot where capital appreciation potential meets relative value for money, the southern pocket of the middle ring stands entirely unmatched. Suburbs like Reservoir and Preston represent the best performing locations at the $1 million mark because they act as a geographic spillover zone for buyers priced out of Thornbury and Northcote. In these specific middle-ring areas, $1 million dollars retains significant buying power, allowing an investor to target established homes on generous blocks close to the train lines, yielding superior land-to-asset ratios.

For an investor single-mindedly focused on maximizing rental yields or building a multi-property portfolio without venturing past the city fringe, the outer ring northern growth corridors provide an incredible runway. With a $1 million budget, an investor does not need to look at regional zones. Instead, they can comfortably

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acquire two assets, most likely units, in master-planned hubs like Donnybrook (median unit sale $548,000) or Craigieburn ($515,000 median for units, REIV) effectively doubling the rental income streams.

2/30 Bainbridge Close, Craigieburn, a moderntwo-bedroom, one-bath townhouse, sold for $477,000. Investors could pair this with another similar asset in the outer northern regions as they offer excellent affordability.

2/30 Bainbridge Close, Craigieburn Source: realestate.com.au)

South-East
Melbourne's south-east presents various opportunities for buyers to spend $1 million. For this budget you can secure a strong investment or family home in a suburb such as Berwick, Chelsea or Dromana.

For those seeking to raise a family, Berwick has strong family appeal and developed infrastructure, including public and private schools, parks, shopping centres and public transport. 34 Warrawong Drive, Berwick sold for $975,000 in April 2026. This modern home features five bedrooms, two bathrooms, and a three-car garage on 568 square metres of land, located in a peaceful pocket of Berwick. This home suits a family's needs and offers a generous backyard. Buyers should be confident buying into this market as there is currently less demand due to three consecutive interest rate rises. For investors, rents in Berwick have been relatively stable over the past 12 months, and there should be more opportunity for growth as rents in Berwick are now becoming more similar to those in Clyde North which is an inferior location.

34 Warrawong Drive, Berwick Source: realestate.com.au)

For those seeking a laid-back, affordable beachside suburb, Chelsea represents a strong purchase area. 26 Jacksons Road, Chelsea sold for $910,000 in March 2026 and is a renovated three-bedroom, two-bathroom, two-car garage home on 524 square metres of land. For this price point, buyers will be priced out of a four-bedroom home which could make Chelsea out of reach for families. Those seeking to purchase property in Chelsea should be cautious as the market has been volatile for both houses and units over the past three years. Currently the market in Chelsea is strong, however based on past trends this could change suddenly. The rental market in Chelsea has been stable since 2024 and a property like this would suit a buyer either looking to live in it or lease it.

26 Jacksons Road, Chelsea Source: realestate.com.au)

For those seeking the Mornington Peninsula lifestyle, Dromana provides a relaxed lifestyle with a calm beach, walking tracks, picnic areas and a shopping centre. 12 Corey Avenue, Dromana sold in November 2025 for $960,000 and is a four-bedroom, two-bathroom, two-garage home on 706 square metres of land.

12 Corey Avenue, Dromana Source: realestate.com.au)

This property suits a wide range of buyers such as investors looking to rent it out, families seeking to raise children and developers seeking to build two or three units on the site. Buyers should be cautious about buying into the declining Mornington Peninsula market, however Dromana has been relatively stable over the past 12 months giving buyers more confidence here than in other areas.

Western Suburbs

Melbourne's western suburbs continue to offer strong opportunities at the $1 million price point, particularly compared to many eastern and bayside locations. Buyers can still secure quality family homes, modern townhouses or investment-grade properties in areas benefiting from strong infrastructure growth, improving amenities and increasing demand from owner-occupiers and investors alike.

At around $1 million, buyers can typically purchase an older style three- or four-bedroom home in an established suburb such as Yarraville, Sunshine or Altona North, while growth suburbs like Tarneit and Werribee still offer larger modern family homes. For unit and townhouse buyers, the budget provides access to low-maintenance homes in lifestyle-focused suburbs closer to the CBD such as Footscray and Maidstone.

A recent example is 11 Gordon Parade in Yarraville, an older-style weatherboard home that sold for $955,000 in May 2026. Offering three bedrooms, one bathroom and a single-car garage, the result demonstrates the type of established home buyers can still secure just under the $1 million mark in Melbourne's inner west.

11 Gordon Parade, Yarraville Source: realestate.com.au)

The main buyers at this level are upsizing families, professional couples and investors seeking value compared to Melbourne's inner and eastern suburbs.

The main buyers at this level are upsizing families, professional couples and investors seeking value compared to Melbourne's inner and eastern suburbs. Most buyers should feel confident purchasing in the current market, particularly in well-located suburbs with strong transport access and long-term owner-occupier appeal.

For value and future growth, suburbs such as Sunshine West, Braybrook and Maidstone continue to stand out. These areas offer relative affordability while benefitting from ongoing gentrification, infrastructure investment and proximity to the CBD.

Another recent example of what buyers can secure at this price point is 15 Hilma Street in Sunshine West. The property features a newly renovated three-bedroom, two-bathroom home with the added benefit of a studio at the rear, all positioned on a 574-square-metre allotment. It sold for $907,500 in March 2026, highlighting the value still available in Melbourne's western suburbs.

15 Hilma Street, Sunshine West Source: realestate.com.au)

From an investment perspective, buyers could either purchase a quality family home in an established inner-west suburb for long-term capital growth or split the budget across two lower-priced properties in growth areas such as Werribee or Melton to maximise rental return. Detached homes on larger blocks remain strong long-term investments, while townhouses and boutique units in suburbs like Footscray and Maribyrnong continue to attract solid demand.

A recent example in a growth-area market is 17 Rosette Crescent in Rockbank, a modern home that sold for $575,000 in May 2026. Featuring three bedrooms, two bathrooms and a single-car garage, the property highlights the type of lower-entry investment buyers can secure in Melbourne's outer western growth corridor to maximise rental return and long-term growth potential.

17 Rosette Crescent, Rockbank Source: realestate.com.au)

The $1 million market in Melbourne's west is expected to remain resilient in the short- to medium-term due to affordability pressures, population growth and ongoing infrastructure investment. Well-located homes with strong lifestyle and transport appeal should continue to perform steadily over the coming years.

Geelong & Bellarine Peninsula
A budget of $1 million is above the median house price for many inner suburbs of Geelong, including Highton, Belmont and East Geelong which range between $725,000 and $890,000. Most suburbs across Geelong saw price growth reach unsustainable levels following the pandemic exodus from Melbourne before rising interest rates caused a correction and left the region's property market down 11 per cent.

Unlike other Geelong suburbs, the market for Manifold Heights peaked in February 2025 with a median house price of $1.265 million, but is down nine per cent, bringing the suburb into the $1 million budget range with a current median house price of $1.02 million. Manifold Heights is a premium inner-suburb popular with families for larger land holdings, heritage appeal and proximity to Newtown's college precinct and Geelong CBD. These fundamentals provide a strong base for long-term growth.

146 Minerva Road, Manifold Heights Source: realestate.com.au)

The property at 146 Minerva Road, Manifold Heights is an example of what you can buy with a $1 million budget. It sold for $1.006 million on 19 December 2025. It is a Californian Bungalow on 697 square metres with three bedrooms, two bathrooms and an upstairs rumpus or fourth bedroom.

The median house price for Barwon Heads is $1.405 million, down 2.8 per cent in the past 12 months to April 2026. However, the house at 26 Tremont Court, Barwon Heads sold for $1.015 million on 10 March 2026. It represents an entry into the area with three bedrooms and two bathrooms on 719 square metres if you are prepared to undertake an internal renovation. Alternatively, units in Barwon Heads are within the budget with a median unit price of $999,000, down 0.2 per cent in the past 12 months to April 2026.

26 Tremont Court, Barwon Heads Source: realestate.com.au)

Ocean Grove has a median house price of $965,500, down 0.7 per cent in the past 12 months to April 2026. This house at 42 Penleigh Crescent, Ocean Grove sold for $990,000 on 2 April 2026. It is a single level brick veneer house with four bedrooms, study, two bathrooms, two living areas and a double garage on 622 square metres.

42 Penleigh Crescent, Ocean Grove Source: realestate.com.au)

The median house price for Highton is $890,000, however, this large house at 4 Reston Court, Highton sold for $1.01 million on 25 April 2026. It has five bedrooms, study, three bathrooms and two living areas on 732 square metres.

4 Reston Court, Highton Source: realestate.com.au)

Along the Great Ocean Road, the median house price for Torquay, Jan Juc, Anglesea and Lorne are all in excess of the $1 million budget, however under budget for units in all areas except for Jan Juc which comes in slightly above the budget with a median unit price of $1,039,750, up 14.3 per cent in the past 12 months.

Perron King
Director, Residential

Mildura

In the Sunraysia region, $1 million is firmly entrenched in the prestige and premium lifestyle sectors. With Mildura's median house price currently hovering around the mid-$550,000 range, a seven-figure budget goes a long way and provides buyers with top-tier options that would be largely unattainable in major metropolitan markets.

In Sunraysia, the million-dollar price tag will usually buy a large home with shedding and occasionally a pool on half an acre to one acre in the outer suburbs of Mildura. Alternatively, this price point also comprises modern or older renovated dwellings within the heart of Mildura on smaller allotments. The primary buyers at this price point are established local families, upgrading professionals and downsizers.

For a pure $1 million purchase, the best-performing and most highly sought-after properties are typically found on the city fringes. Nichols Point is a standout – its median house price has surged to over $940,000 this year. It offers exceptional relative value, providing large lifestyle allotments (one to two acres), substantial modern or character homes, and a semi-rural community feel while remaining just minutes from the Mildura CBD. Other premium pockets include the tightly held Irymple corridor where a $1 million budget secures prime positioning.

If an investor approached us with $1 million seeking the best blend of capital gain and rental return, the conversation would likely pivot from a single prestige purchase to a portfolio approach, with most buyers opting to split the $1 million into two separate purchases of detached, core-family homes in Mildura (priced around the $480,000 to $520,000 mark).

We expect this price sector to perform steadily in the short to medium term. The prestige market (above $800,000) is somewhat sensitive to broader economic headwinds and interest rates.

Jake Garraway
Valuer, Residential

For a pure $1 million purchase, the best-performing and most highly sought-after properties are typically found on the city fringes.

Queensland - Residential 2026

Brisbane

It was always an enlightening task each year when we at Herron Todd White Brisbane had the opportunity to discuss where to spend a "lazy" few hundred thousand dollars in our region. We seemed to keep consistently watching the buying power of each dollar shrivel as the decades went past.

And here we are today with this annual report theme having finally hit the $1 million mark – and perhaps most surprising of all, this is no longer even the median home price in our city.

According to Cotality, the Brisbane median home value now sits at approximately $1.1 million, positioning us as the second most expensive capital city after Sydney.

Despite recent challenges to value growth and property market confidence, the fundamentals for Brisbane remain solid. We continue to see strong net interstate migration into Queensland, with a large share of those new arrivals travelling up from New South Wales to be here.

In addition, housing supply remains tight, with new housing construction simply not keeping pace with demand. Building constraints could continue, too, as demand for labour and materials from major infrastructure projects across Brisbane reaches new heights, leaving fewer tradespeople available to build houses.

So, in short, while $1 million does not go as far as it did a few years ago (or even last year), there are still buying options for both homeowners and

Index results as at 30th April 2026	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	-0.6%	-0.9%	4.2%	7.3%	$1,292,157
Melbourne	-0.6%	-1.5%	2.0%	5.5%	$822,969
Brisbane	1.2%	4.7%	19.7%	23.7%	$1,116,180
Adelaide	1.1%	3.5%	12.2%	16.3%	$944,673
Perth	2.1%	6.8%	26.0%	31.0%	$1,039,949
Hobart	0.2%	2.6%	8.5%	13.2%	$744,296
Darwin	1.3%	3.0%	19.6%	27.2%	$619,351
Canberra	0.0%	0.4%	5.6%	9.9%	$898,242
Combined capitals	**0.2%**	**1.1%**	**9.1%**	**12.6%**	**$1,031,838**
Combined regional	**0.9%**	**3.1%**	**12.0%**	**16.9%**	**$765,769**
National	**0.3%**	**1.6%**	**9.8%**	**13.6%**	**$940,048**

Home Value Index — Source: Cotality

Net interstate migration by state and territory - annual

	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Interstate arrivals	81,654	72,931	97,705	23,523	36,566	12,791	13,836	19,220
Interstate departures	105,007	72,490	78,613	24,549	26,294	14,435	15,932	20,906
Net interstate migration	-23,353	441	19,092	-1,026	10,272	-1,644	-2,096	-1,686

Net Interstate Migration — Source: ABS

investors – and, best of all, there remain plenty of reasons to feel bullish about price growth going forward as well.

Another notable change is that first homebuyers are now operating at this price level. Whether through strategies such as buying with friends and relatives, rentvesting, or purchasing a property with a view to renting out spare rooms, this cohort has accepted that $1 million is probably what they will need to spend.

Let us now look at what this money could secure around the Brisbane region.

Inner and northern Brisbane
We cannot imagine you will find a liveable detached home at this figure within the inner-city confines anymore.

This money would buy an average two-bedroom, two-bathroom unit in a CBD or city-fringe location such as Newstead or South Brisbane.

A good example of what is on offer is the modern two-bedroom, two-bathroom unit market in South Brisbane and Newstead, where well-appointed apartments of around 90 to 110 square metres regularly trade between roughly $900,000 and $1.1 million. These properties typically combine secure parking, quality finishes and a walkable lifestyle close to the river, restaurants and public transport, appealing strongly to both owner-occupiers and investors. For example, 204/28 Masters Street, Newstead sold in May for $1 million. This is a two-bed, two-bath, one-car apartment.

204/28 Masters Street, Newstead Source: realestate.com.au

204/28 Masters Street, Newstead Source: realestate.com.au

First homebuyers should feel relatively confident about spending $1 million here.

First homebuyers should feel relatively confident about spending $1 million here, given there are still good growth prospects and that they will likely hold ownership over the very long term.

Turning to the northern suburbs, and in the inner north we are looking at a very basic post-war house (probably needing some renovation), or a modern townhouse or unit, in Newmarket, Grange or Lutwyche for $1 million.

Contemporary three-bedroom, two-bathroom townhouses are found across these inner-north suburbs, which typically sell from the high $900,000s to just above $1 million. These low-maintenance homes suit professionals and downsizers wanting an inner-ring lifestyle without the upkeep of a house block. This property at 11/48 Thistle Street, Lutwyche is a great example, having sold in February for $1.08 million. It's a little dated now but in a great location with plenty of accommodation.

11/48 Thistle Street, Lutwyche Source: realestate.com.au

While extremely rare, a basic post-war timber home in Grange could be on the cards for close to the magic number if you're lucky. In these areas, original-condition dwellings on modest blocks have been changing hands for just over $1 million. Buyers are paying for the land and location, with most of these homes presenting an opportunity to renovate over time.

80 Raymont Road, Grange sold in February for $1.169 million. It's a very basic two-bedroom, two-bathroom home on 404 square metres.

80 Raymont Road, Grange Source: realestate.com.au

Looking across the options in this figure, three- to four-bedroom townhouses continue to make great sense as a property type with plenty of upside. You get good bang for buck in these areas, and the ongoing demand expected from downsizers bodes well for continued price growth.

If you are looking for ongoing capital gains and rental returns, we think a unit or townhouse in a mid-ring inner suburb close to transport and shopping would be a good choice. Think locations such as Nundah.

An example is the two-bedroom apartment at 603/1 York Street, Nundah, which sold under the hammer for $1,003,000 in February 2026 – one of the highest prices ever paid for a two-bedroom unit in the suburb.


603/1 York Street, Nundah Source: realestate.com.au

With Nundah's median unit value having climbed sharply in recent years and rental demand running hot, this sale demonstrates the capital growth and income potential on offer in well-located mid-ring attached housing.

Further out to the north, in areas such as Griffin, Brighton and Mango Hill, your $1 million has plenty more buying power.

In Griffin you will buy a circa-2020, four-bedroom, two-bathroom home with a two-car garage on a sub-400-square-metre block.

In Brighton, it will be a circa-1950s-to-1970s three-bedroom, one-bathroom, one-car home, slightly renovated, on a 405-square-metre site. Anything on a circa-600-square-metre lot in this location would probably be in original condition at this price point and further removed from the waterfront.

Looking to Mango Hill, the money would secure a circa-2020 three-bedroom, two-bathroom, two-car lowset brick home. For example, 77 Madden Road, Mango Hill sold for $1 million in March. It's a lowset three-bed, two-bath, one-car home on a 280 square metre site.


77 Madden Road, Mango Hill Source: realestate.com.au

The Redcliffe Peninsula has continued to evolve beyond its retiree-haven profile of a decade or two back to become one of our region's most impressive lifestyle destinations. In fact, much of the $1 million activity is now with first-time homebuyers. You can be part of this story, with $1 million securing a home in Clontarf, Woody Point or Margate. In those suburbs, most non-modern or unrenovated three-bedroom properties on 400-to-600-square-metre sites will hit the mark. In fact, this sort of detached home would be among the best options here if you want strong fundamentals with growth potential.

An example of entry-level dwelling sales this year is 1 Conley Street, Clontarf – a three-bedroom, one-bathroom, two-car home on a 602-square-metre block – which sold for $1 million in February 2026. It is a prime example of how the entry point to the peninsula is now pushing through the seven-figure mark.

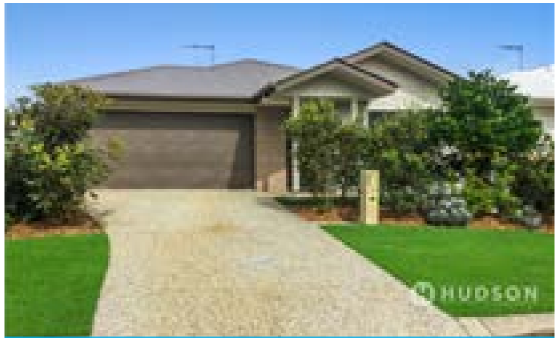

1 Conley Street, Clontarf Source: realestate.com.au

The unit market in Redcliffe continues to perform well, with modern two-bedroom, two-bathroom units with no particular views selling for around $900,000. These units offer a low-maintenance, walk-to-the-water lifestyle that continues to attract both downsizers and investors.

If we were suggesting some options with capital-gain upside in the region, then townhouses across Mango Hill and Griffin are performing quite well. They are generally at a slightly lower price point, now circa $750,000 to $850,000. While that is below the $1 million mark, the lower end of the market is performing well.

Looking at some other suburbs, in the mid-outer northern suburbs, such as Warner, you will find homes like this one at 13 Carey Street, Warner, a circa-2016 three-bedroom, two-bathroom, two-car home on a 375-square-metre block which sold in March 2026 for $1,002,000.

If we were suggesting some options with capital-gain upside in the region, then townhouses across Mango Hill and Griffin are performing quite well.



13 Carey Street, Warner   Source: realestate.com.au

In Bray Park you can get a highset 1970s basic home on a decent-sized lot, like the three-bedroom home at 33 Tamarix Avenue, which sold for $1 million in April 2026 on a generous 673-square-metre block. It is a classic example of solid, decent-condition stock on a good parcel of land that buyers are happy to pay around $1 million for.

33 Tamarix Avenue, Bray Park   Source: realestate.com.au

In Albany Creek you are restricted to a townhouse or villa at this price point, but we feel these are good investments based on the relative price of detached housing in the suburb. An example is 7/60 Leitchs Road South which sold in March for $1,007,000.

In Carseldine and Bridgeman Downs, you are again restricted to a townhouse or villa at this price point, but compared to the detached housing in these suburbs, these show good value.

All of these areas are seeing great first-homebuyer and local-investor activity at this price point, however this investor activity could change in response to tax reforms.

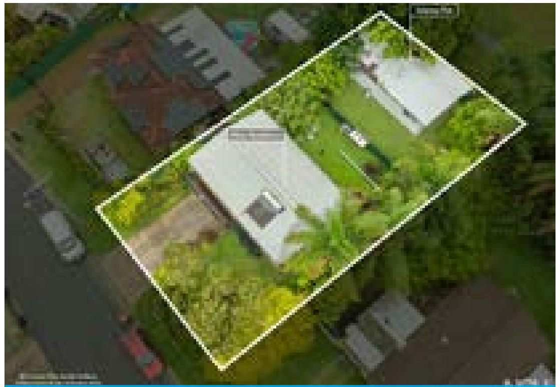
That said, detached housing in areas such as Bray Park, Warner and Strathpine still shows good value compared to other nearby suburbs such as Albany Creek and could have upside value potential.

Southern Brisbane
Locations south of the CBD provide plenty of options for buyers at the $1 million mark.

First, let us look at houses with granny flats, in suburbs such as Crestmead, Logan Central, Slacks Creek and Marsden. You can secure these for $950,000 to $1.05 million. They are still almost entirely owned by and demand-driven by investors, and they'll generate a combined gross rent of about $1000 per week, delivering consistent yields and a great return.

With population growth continuing in Logan City, there is still potential for good capital gains. With the number of dual-occupancy properties proposed for the area, this would normally result in reduced demand for rentals, but right now there is no sign of that abating.

Examples include 10 Forestwood Street, Crestmead, which sold for $935,000 as a dual-income holding. The highset three-bedroom, two-bathroom main residence is paired with a modern two-bedroom, one-bathroom granny flat at the rear, together returning a combined $1010 per week – an outstanding yield in a fast-growing pocket of Crestmead.



10 Forestwood Street, Crestmead   Source: realestate.com.au

10 Forestwood Street, Crestmead   Source: realestate.com.au

Now onto new builds in Logan Reserve and Park Ridge. Pretty much anything built within the past 12 months is now $900,000 to $1.1 million, depending on the estate and the land size.

Activity had started to slow down a little recently, but again, with population growth, further increases in construction costs, and families wanting new products, it could easily speed up again. You will find plenty of owner-occupiers at this price too. Rent is about $700 to $750 per week, so not as enticing as it used to be from an investment point of view.

1 Fariha Way, Park Ridge is a modern four-bedroom,

two-bathroom, two-car home on a compact 372 square metre allotment that sold in June for $977,000.

1 Fariha Way, Park Ridge Source: realestate.com.au

In Greenbank, $1 million secures a modern, recently built, on-ground four-bedroom, two-bathroom home with a two-car built-in garage on approximately 400 square metres, with a house size of around 150 square metres. An example is 93 Vineyard Drive, Greenbank, a four-bedroom, two-bathroom, two-car home that sold for $1 million in June.

House and land or brand-new product is available in this area too, but it is very hard to secure due to high demand from both owner-occupiers and investors. For example, a new land release recently took place in Everleigh, Greenbank, for 26 lots which ended up attracting 480 purchase offers.

Ipswich and the Western Corridor
Let's start with a general overview.

In the Greater Ripley region, $1 million buys a modern four-bedroom, two-bathroom home of around 200 square metres on a 400-to-450-square-metre allotment.

In the older areas of Ipswich, $1 million can buy a three-bedroom, one-bathroom character dwelling on 1000 square metres of land.

All the townhouses and units out this way are sub-$1 million at this stage.

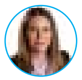
Due to population growth and affordability, the Ipswich market is expected to remain popular among first homebuyers.

In Collingwood Park and Redbank Plains, turnkey builds on 375- to 450-square-metre blocks are coming in at $925,000 to $975,000 for a four-bedroom, two-bathroom, two-car home, depending on the dwelling size and fit-out.

Dual-occupancy properties in this locality are typically selling for $1 million to $1.15 million. This price has been driven up in recent months by investors keen to secure these strong rental assets. As a result, yields have dropped from around 5.3 per cent to between 4.3 and 4.8 per cent over that time frame.

Bellbird Park and White Rock are seeing new builds and turnkey products around $950,000 to $1 million for a four-bedroom, two-bathroom, two-car home, and in some instances, around $1,050,000 in White Rock. In Spring Mountain, a small four-bedroom, two-bathroom, two-car home is typically $1 million to $1.1 million, and above that for larger land and dwellings; a decent-sized four-bedroom, two-bathroom, two-car home can be closer to or above $1.2 million.

In summary, there is plenty of opportunity to buy in Brisbane at $1 million with great homes available to meet most buyers' needs and long-term financial goals. The key to the best outcome is relying on independent expert advice.



Shannan Chandler
Director, Residential

Gold Coast

Central/Southern Gold Coast
Across the Central and Southern Gold Coast, the sub $1 million segment has experienced strong price growth over the past six to nine months, estimated in the order of five to 15 per cent. This has been largely driven by heightened demand following the introduction of the five per cent deposit scheme for first homebuyers in 2025, which has brought additional competition into an already tightly-held price bracket. More recently however, conditions have begun to stabilise slightly, with higher interest rates and broader policy responses contributing to a modest slowdown in momentum.

Within this price range, the market is overwhelmingly dominated by attached properties, with very limited (if any) house stock transacting under $1 million. In Mermaid Waters, 3/8 Jodie Court sold in January 2026 for $840,000, comprising a circa 1981, two-bedroom, one-bathroom unit with single car accommodation. Similarly, 6/215 Cottesloe Drive sold in March 2026 for $925,000, being a two-bedroom, two-bathroom townhouse within an established complex, reflecting ongoing demand for well-located but lower maintenance housing options.

3/8 Jodie Court, Mermaid Waters Source: realestate.com.au

More modern properties continue to achieve strong results where location and proximity to local amenities combine. In Varsity Lakes, 30504/2 Main Street is currently under contract at $900,000, comprising a circa 2023, two-bedroom, two-bathroom apartment with single car accommodation, highlighting continued buyer appetite for newer product in lifestyle-oriented precincts. In Robina, 7/1 Riverwalk Avenue sold in January 2026 for $905,000, being a circa 2005, two-bedroom, two-bathroom unit with dual car accommodation, reflecting the premium placed on space and amenity within established suburban areas.

30504/2 Main Street, Varsity Lakes Source: Cotality

At the upper end of the bracket, 1/452 Coolangatta Road, Tugun is under contract at $1 million, comprising a three-bedroom, two-bathroom townhouse with single garage, demonstrating the slight stretching of budgets into tightly held coastal locations.

1/452 Coolangatta Road, Tugun Source: Domain

Buyer demand in this segment is currently dominated by first homebuyers and owner-occupiers, with investor activity more cautious following recent budget-related changes impacting taxation settings and perceived yield returns.

It is becoming more difficult to define clear buyer confidence at present, as the market adjusts after a strong period of growth. While conditions are seeming to stabilise, the Gold Coast continues to attract steady interest from both local and interstate buyers, supported by lifestyle appeal and relative affordability compared to other major east coast markets.

From an investment perspective, rental demand remains a key underpinning factor, with rents continuing to hold firm and, in many cases, trend upward. This ongoing rental pressure is likely to provide a degree of support to values in the medium term.

From an investment perspective, rental demand remains a key underpinning factor, with rents continuing to hold firm and, in many cases, trend upward.

Overall, while short term conditions appear to be stabilising following a rapid growth phase, the sub-$1 million market on the Central and Southern Gold Coast remains fundamentally undersupplied. As such, it continues to present as a viable segment for both first homebuyers and investors, albeit with a more selective and value-conscious buyer pool than earlier in the cycle.

Central/Northern Gold Coast

Across the Central and Northern Gold Coast, the $1 million price point remains competitive, sitting within a segment where both owner-occupiers and investors are competing for limited affordable properties. At this level, buyers are generally choosing between established family homes in suburban areas and modern townhouses or units in well-located lifestyle corridors.

In Helensvale, $1 million typically secures a low set, detached home on a standard residential allotment within an established residential area. An example is 33A Serafina Drive, Helensvale, which sold for $950,000 in April 2026. The property comprises a circa 2000, semi-modern brick and tile home that has been renovated to a reasonable standard with three bedrooms, two bathrooms and a single garage. These homes continue to appeal to owner-occupiers seeking some land, functional layouts and proximity to local amenities.

33A Serafina Drive, Helensvale Source: Cotality

By comparison, the attached housing market reflects demand for more modern properties. 27/1 Citron Crescent, Helensvale, sold in March 2026 for $1.028 million and comprises a modern, part two-level, attached townhouse within The Surrounds Estate. It comprises three bedrooms and two bathrooms with double car accommodation. It illustrates the premium paid for low-maintenance living and complex amenities, albeit with reduced land content compared to detached housing.

27/1 Citron Crescent, Helensvale Source: Domain

In Labrador, the $1 million segment is defined by older homes on smaller allotments and larger units near the Broadwater. At 19 Warratina Street, Labrador, a three-bedroom, one-bathroom home on a 506 square metre allotment sold for $1.01 million in February 2026. Value here is primarily driven by location and land, with strong appeal to renovators and entry-level buyers looking for a detached home close to the water.

19 Warratina Street, Labrador Source: realestate.com.au

The unit market shows similar strength, particularly for larger floorplans. At 27/38 Labrador Street, a three-bedroom, two-bathroom unit within the Grand Bay Luxury Apartments complex sold for $985,000 in January 2026, reflecting ongoing demand for larger, owner-occupier style apartments close to the Broadwater.

27/38 Labrador Street, Labrador Source: Cotality

At this price point, demand is split between first homebuyers stretching budgets and investors targeting strong rental yields in coastal and lifestyle locations. Labrador units continue to offer good value for size and yield, while Helensvale remains preferred for houses due to land content, family functionality and access to local amenities.

Overall, the $1 million segment remains broadly undersupplied, supporting price stability across both houses and units. While demand has shown early signs of easing in some pockets, structural supply constraints are likely to underpin performance in the short to medium term, particularly for well-located properties.

At this price point, demand is split between first homebuyers stretching budgets and investors targeting strong rental yields in coastal and lifestyle locations.

Scenic Rim

Across the Scenic Rim, the $1 million price point now sits firmly within the family and lifestyle market, rather than representing the prestige segment as it once did. In many parts of the region, this figure is increasingly becoming the benchmark for modern owner-occupier housing, particularly in newer estates and lifestyle locations within commuting distance of Brisbane and the Gold Coast.

Beaudesert continues to emerge as one of the region's strongest growth markets. Median house values are now sitting around $931,000, following approximately 33 per cent growth over the past 12 months alone. Over a five-year period, values have reportedly increased by around 165 per cent, highlighting the significant uplift the township has experienced as affordability pressures push buyers further into the Scenic Rim.

The market in Beaudesert remains particularly strong. Vacancy rates are sitting around 0.54 per cent, median asking rents are approximately $630 per week and properties are averaging just over 20 days on market. Combined with around 171 house sales across the past 12 months, activity levels remain healthy despite broader affordability pressures.

Population growth is also playing a major role in supporting demand. Beaudesert's estimated population has reportedly increased to almost 17,000 residents as at early 2026, representing growth of more than 15 per cent since the 2021 Census. Much of this demand continues to stem from interstate migration and buyers relocating from Brisbane and the Gold Coast in search of affordability and lifestyle appeal. New residential estates such as Spring Creek, Brayford Estate and Tullamore Downs are continuing to expand to accommodate this growth.

At the lower end of the market, entry level housing in Beaudesert now generally starts in the low $700,000 range for older circa 1950s dwellings, often requiring renovation or deferred maintenance works. These properties continue to attract renovators and value-driven buyers looking to capitalise on the region's long-term growth prospects.

An example of this is 4 Ecole Street, Beaudesert which is listed for sale at offers over $730,000. This property is reportedly under offer. It comprises an 809 square metre allotment improved with an older style high set dwelling with two bedrooms, one bathroom and double car accommodation.

4 Ecole Street, Beaudesert Source: Platinum Edge Realty

Much of this demand continues to stem from interstate migration and buyers relocating from Brisbane and the Gold Coast.

At the $1 million mark, buyers in Beaudesert are generally purchasing newer house and land product within owner-occupier estates such as Spring Creek. Typically, this price point secures a modern turnkey four-bedroom dwelling on a 500 to 600 square metre allotment. While these properties appeal strongly to families seeking low maintenance living and modern finishes, the trade-off is generally smaller land content and less scarcity compared to the region's older lifestyle housing stock.

An example is 15 Chautauqua Road, Beaudesert which is listed for sale at $999,000. It comprises a 608 square metre allotment improved with a circa 2025 modern low set dwelling with four bedrooms, two bathrooms and double car accommodation.

15 Chautauqua Road, Beaudesert Source: Professionals

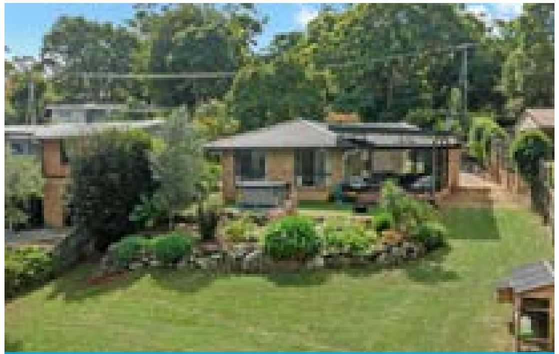
Interestingly, better value for money is shown in parts of Tamborine Mountain despite its substantially higher median house value of approximately $1.27 million. While the area has experienced strong growth of around 24.8 per cent over the past 12 months, the $1 million price point can still secure an older dwelling on a significantly larger land holding, often ranging between 800 and 4000 square metres.

Although many of these properties may require cosmetic upgrades or ongoing maintenance, they typically offer larger land content, greater privacy and a level of scarcity that is increasingly difficult to replicate within newer estate-style developments. Median asking rents on Tamborine Mountain are also sitting around $800 per week, while values have reportedly increased by more than 91 per cent over the past five years.

An example is 38 Kinabalu Drive, Tamborine Mountain which is listed for sale with a price range of $1.05 million to $1.15 million. It comprises a 1,435 square metre allotment improved with an updated single level dwelling with three bedrooms, one bathroom and single carport.

38 Kinabalu Drive, Tamborine Mountain Source: Bower

Another example is 21 Ocean View Parade, Tamborine Mountain which is listed for sale with a price range of $1.1 million to $1.175 million. It comprises a 1020 square metre allotment improved with an updated single level dwelling with three bedrooms, two bathrooms and detached shed.



21 Ocean View Parade, Tamborine Mountain Source: Bartle Real Estate

From an investment perspective, detached housing across the Scenic Rim continues to present as the strongest long-term proposition, particularly where land content and lifestyle appeal is constantly reducing stock levels. The attached housing market across the region remains relatively limited, with most demand continuing to centre around traditional detached family housing and acreage lifestyle properties.

If allocating $1 million in the current market, Tamborine Mountain would likely present the stronger long-term value proposition due to the larger allotments, established lifestyle appeal and constrained supply environment. While newer estate housing in Beaudesert continues to perform strongly due to population growth and affordability, the long-term scarcity of larger lifestyle properties within the Scenic Rim hinterland is likely to remain a key driver of future value growth.

Looking ahead, the Scenic Rim market is likely to remain supported by ongoing population growth, interstate migration and affordability pressures across south-east Queensland. However, buyers are becoming increasingly value conscious at higher price points, particularly where modern estate housing offers limited land content. As a result, well-located properties with usable land, lifestyle appeal and future scarcity are expected to remain the strongest performers over the short to medium term.

Logan Shire

Agents in the Logan Shire region have reported a noticeable shift in recent months with enquiry levels and open home attendance numbers decreasing. As a result, properties are experiencing longer marketing periods and selling at or below asking prices. A number of agents have even reported first homebuyers, owner-occupier buyers and investors rescinding offers or pulling contracts due to a change of mind or deciding to buy another property which may have previously been out of their budget but due to the downward shift in enquiry, the vendors have had to meet the market and drop the asking price. The changing enquiry levels and vendor expectations often not being realistic have resulted in a large number of properties being listed on the market with no asking price or best offers to allow the agent and vendor to gauge where the property may sit in terms of market enquiry and price.

Properties at the sub $1 million mark can still be secured in the inner Logan shire areas close to the M1, whether you're seeking a more modern dwelling in the Holmview or Bahrs Scrub region or a more established dwelling on a larger block in Edens Landing or Bethania. Three- and four-bedroom dwellings in these suburbs will typically fall somewhere in the range of $850,000 to $1 million depending on dwelling size, land size and ancillary improvements. Rents range from $600 to $800 per week. Under the $850,000 price tag you can still secure a two-bedroom (in the range of $700,000) or three-bedroom attached townhouse (in the range of $750,000 to $800,000) in Bethania where these complexes often feature a small common pool, barbecue facilities or gymnasium, however, the railway line runs through Bethania so the trade-off for the lower price range is the railway noise. Rents for three-bed townhouses in these complexes are often around the $600 to $620 per week range.

63/57 Station Road, Bethania is currently listed for sale at $700,000. It comprises a circa 2019, part two-level attached townhouse with two bedrooms, two bathrooms and single car accommodation.

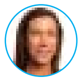
63/57 Station Road, Bethania Source: realestate.com.au

12/26-32, Radke Road, Bethania is currently listed for sale at $750,000. It comprises a circa 2017, part two-level detached villa with three bedrooms, two bathrooms and double car accommodation.

From an investment perspective, detached housing across the Scenic Rim continues to present as the strongest long-term proposition, particularly where land content and lifestyle appeal is constantly reducing stock levels.


12/26-32 Radke Road, Bethania Source: Cotality

Further west of the abovementioned areas, three-bedroom dwellings in developing areas of Yarrabilba, Flagstone and South Maclean can be secured in the high $700,000s to low $800,000, with some four-bedroom dwellings in the Flagstone region asking in the low to mid $800,000 range. Four-bedroom dwellings in the Yarrabilba and South Maclean region are often in the high $800,000 to $900,000 plus price range depending on property size and features. Jimboomba is more sought after so prices for modern non-acreage four-bedroom dwellings in this region often achieve prices in the $900,000s for smaller dwellings and over the $1 million price point for larger dwellings on circa 600 square metre plus blocks.


Jerusha King
Director, Residential

Sunshine Coast

It was bound to happen one day that we reach a major milestone: the annual "lazy $xxx,xxx" edition has officially hit the $1 million mark.

It is completely understandable to feel a bit shell-shocked by this shift. The dream of a Sunshine Coast champagne lifestyle is more popular than ever, but as we move through 2026, the gap between coastal dreams and bank account reality has widened. The old adage location, location, location remains the golden rule, but it now comes with a side of strategy, strategy, strategy.

With recent 2026 market data revealing that 90 out of 95 Sunshine Coast suburbs now command median house prices above the $1 million threshold, your purchasing power depends entirely on your willingness to compromise on asset type or location.

For a detached home on the Coast, $1 million is now essentially the entry-level baseline. Suburbs like Currimundi offer tidy homes right near the beach with medians hovering just over that $1 million mark. If you want the lifestyle without the soul-crushing mortgage, you have to choose your trade-off. For example, in the hinterland hubs like Glass House Mountains, Beerwah and other hinterland townships, there are good options. Here, you can often find a modern three-bedroom family home in the high $700,000s to low $800,000s.


14 Liesegang Street, Currimundi sold for $1.042 million Source: HTW


4 Blackbutt Street Beerwah sold for $722,000 Source: realestate.com.au

Meanwhile, as Noosa prices continue to orbit the moon, savvy buyers are heading north. In Tewantin, house medians sit around $1.21 million, meaning you'll need to stretch past your $1 million budget for a standalone home in that pocket.

If you insist on being within earshot of the surf, the unit market is your best friend. While a beachfront house might be out of reach, high-density living offers a fantastic option to access the best postcodes. Coastal areas continue to be a sweet spot where you can still find two-bedroom units in older, established complexes for the mid-to-high $600,000s in many locations. Up in Noosa, a one-bedroom unit in Noosa Heads will consume most of your budget at around $950,000, while Noosaville apartments sit just under the threshold at roughly $930,000.

At this price point, the market is buzzing with a mix of competing buyers. We are seeing first homebuyers utilising revamped government schemes to access the newly lifted $1 million cap, going head-to-head with downsizers and active

If you insist on being within earshot of the surf, the unit market is your best friend.

If you want to put your money to work for solid rental returns and capital gain, structuring your portfolio by housing type requires a bit of creativity.

retirees who are shifting from larger homes to low-maintenance units. Currently, a large portion of units are selling for between $600,000 and $900,000. This competition from both first homebuyers and downsizers is further impacting investor opportunities.

Despite this, buyers are proceeding with caution but with overall confidence. With the continued growth of the Coast and the countdown to the 2032 Olympics, the region's energy is undeniable. However, it's worth noting that the heavy competition from owner-occupiers is driving house prices beyond levels conducive to desirable rental yields.

The secret to 2026 property hunting is simple: value is found where others aren't looking.

If you want absolute value for money, the hinterland and areas further north are outperforming expectations. Gympie has transformed from a rural service town into a service centre for Noosa and the Sunshine Coast regions. There are spacious four-bedroom homes here that still sit comfortably in the $650,000 to $750,000 range.

For prime coastal locations, a micro-move seems to be a decent strategy. In 2026, many buyers are opting for smaller, well-located apartments over large houses. For example, you could be within walking distance of the new Maroochydore CBD and the Cotton Tree surf beach. The downsides are higher body corporate fees for building maintenance, but the lifestyle return on investment is solid.

If you want to put your money to work for solid rental returns and capital gain, structuring your portfolio by housing type requires a bit of creativity.

One avenue for investors seeking better yields is the regional dual income play for detached housing. This involves targeting properties with main dwellings and secondary dwellings, such as granny flats or annexed units, in both coastal and regional areas. These properties offer a balance between the purchase price and total potential rent. Additionally, secondary dwellings can enhance resale value by attracting buyers seeking rental income to offset mortgage costs, or families requiring multi-generational living arrangements due to affordability constraints. With a purchase price of $1 million, a property's combined estimated weekly rental assessment of $1080 from the main and secondary dwellings equates to a gross yield of approximately 5.6 per cent per annum, perfectly showcasing the potential of this investment strategy.

Alternatively, if you are looking at units or attached housing, you might consider the sweat equity gamble. Buying a renovator's delight is the fastest way to manufacture equity. You could purchase an older two-bedroom unit in a prime beachside area for under $750,000. However, with 2026 labour and material costs remaining firm, the beer budget renovator needs to be handy with a paintbrush and even better with a spreadsheet to ensure the project stays profitable.

Predicting how the economy and property markets will perform in the short- to medium-term remains challenging. However, the current rental market remains one of the strongest in Queensland, with vacancy rates hovering around one per cent. The underlying strength of the rental market and the enduring appeal of the Sunshine Coast lifestyle suggest continued opportunities for astute investors. You can't have it all on a budget, but you can certainly have the parts that matter most to you.

Stuart Greensill
Director, Residential

Townsville

In today's market, $1 million definitely isn't what it used to be. In recent memory, having that kind of money to spend on property could buy you three or four homes in outer suburbs, or purchase the dream home. In the current market, you would be lucky to get even two small homes in the outer suburbs or a nice family home in a more sought-after area, unlikely to be the dream home.

A quick search on RP Data indicates that in the past 12 months, transactions of residential properties above $1 million in the Townsville region were in the vicinity of 400 with the same search for the calendar year of 2023 indicating just over 100 transactions. With the majority of transactions in 2023 being in suburbs close to the city centre or having ocean views, the transactions over the past 12 months have generally been across all suburbs. Suburbs further from the city centre selling for the magic million are generally rural residential properties or modern homes in the newer estates.

Recent sales indicate that this trend doesn't appear to be slowing and mostly appears to be locals taking advantage of rising value of their existing property in order to upgrade. Talk of rising interest rates and global uncertainty may cause a slow down to this as people reevaluate their positions but at present that doesn't appear to have had any significant effect.

Adrian Bagent
Valuer, Residential

Cairns

Discussion this month is what can you acquire at a price point of $1 million in the Cairns market. The popular answer from local market followers would be a lot less than you could have acquired 12 months ago! The Cairns market has continued to perform strongly throughout the past year with solid gains in most market sectors, particularly cheap units in secondary locations which became very popular with investors and first homebuyers.

Not so long ago, a budget of $1 million had relatively good buying power in Cairns suburbs, but the continued strong market improvement has significantly eroded this buying power. In a surprise to many keen local market followers, even the outer suburbs of Cairns have seen widespread market improvement, which has narrowed your options with a lazy $1 million budget to localities within 25 kilometres of the Cairns CBD.

Starting on the northern beaches at Clifton Beach, approximately 22 kilometres north of the Cairns CBD, you could pick up a new, lowset, four-bedroom, two-bathroom residence with patio and two-car lockup garage with a total floor area of approximately 218 square metres for $1 million. The fitout is average to above average for this market. It is situated on a battle-axe-shaped 631-square-metre lot. Weekly rental return is approximately $800. This is a turnkey developer sale with everything complete, including extensive landscaping.

162 Cottesloe Drive, Clifton Beach Source: realestate.com.au

In the western suburb of Kanimbla, approximately six kilometres from Cairns CBD, you would be able to acquire this circa 2004, lowset, four-bedroom, two-bathroom dwelling with patio and two-car built-in garage with living area of 206 square metres, outdoor area of 47 square metres and garage space of 45 square metres. The property has an average quality, mostly original fit out with good presentation. It is located on a near level, irregular shaped, corner lot with no significant views and a land area of 711 square metres. Ancillary improvements include a pebblecrete inground pool with timber decking and extensive landscaping. The property was sold in February 2026 for $1.01 million. The weekly rental return would be in the order of $900.

17 Lucy Close, Kanimbla Source: realestate.com.au

In the outer southern suburbs of Cairns, your budget stretches a little further, although strong recent gains in the southern corridor have resulted in values only slightly below those of the Cairns suburbs. The recent sale of a property in Lora Close at Bentley Park, approximately 16 kilometres south of the Cairns CBD, is a good example. The property comprises a circa 2009, low set, detached, rendered masonry walls and Colorbond roof dwelling that provides five-bedroom and two-bathroom accommodation with patio and two-car built-in garage. The property has an above-average quality, mostly original fit-out in good condition. Ancillary improvements include a storage shed and a pebblecrete inground pool. The property is situated on a gently sloping 964 square metre lot backing onto a reserve. The weekly rental return would be in the order of $850.

3 Lora Close, Bentley Park Source: realestate.com.au

The recent federal budget tax policy changes around capital gains tax and negative gearing have softened market conditions in Cairns, however the owner-occupier market for properties such as the three mentioned above remains steady to strong. Recent mixed inflation and job vacancy statistics is forcing the Reserve Bank of Australia to weigh slowing employment against sticky inflation, which may indicate a holding pattern for interest rates, providing a bit more confidence for mortgage holders.

Smart investment money now has limited options unless it can source property that is positively or neutrally geared or with development potential to quickly turn a negatively-geared asset into a positive one.

Property around this price point is expected to slowly rise in value in the short to medium term. The market at this value level achieved strong gains from 2021 to 2025, however value and rental growth has moderated due to affordability and tax policy changes. An easing or holding interest rate cycle may add some strength to the market in the short term.

Danny Glasson
Director, Residential

Gladstone

And just like that, the lazy $750,000 becomes the lazy $1 million! It shows just how much so many of our markets have moved!

Going back only a few short years in Gladstone, $1 million was once considered prestige, but it's not quite the case today. In the current Gladstone region market, a $1 million budget offers a few different options:

- **Owner-Occupiers:** You can secure a well-appointed large home with a shed and a pool in an established urban suburb, typically on an allotment of 800 square metres or more. While sales at this price point in Gladstone City have been limited due to low stock, activity is higher in rural residential suburbs such as Beecher, Burua, Calliope, Benaraby and parts of Tannum Sands. In these areas, $1 million is essentially the entry-level price, typically securing a reasonably modern four-bedroom home with either a pool or a shed.
- **Investors:** A $1 million investment can secure a triplex or quadplex, typically yielding a gross return between six and 7.5 per cent.
- **Units:** High-end unit sales remain rare. Aside from a penthouse in Aspex that sold for $1.25 million a year ago, there have been no sales near the $1 million mark in over a decade. Currently, well-positioned riverfront units in Boyne Island top out at approximately $850,000.

Regan Aprile
Director, Residential

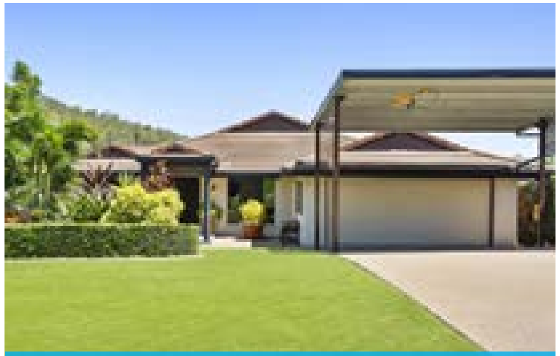
Rockhampton

The market in the Rockhampton region and surrounds has continued on the path of significant and sustained growth since late 2023 to the first half of 2026. Great news for existing owners, not so great for those wanting to get into the market.

Some recent examples of what $1 million can buy you in the Rockhampton region include a property at 17 Jeffries Street, in the sought-after locality of The Range. The property was purchased for $1 million in April 2026 and is a circa 1995, split level, detached, renovated dwelling with four bedrooms, three bathrooms and one-car accommodation located in the shed. Ancillary improvements are of a basic nature and include driveway, fencing, landscaping, retaining walls and front decks. The site faces south above road level with no significant views. The land area is 654 square metres. To highlight how the market has firmed in recent years, the home previously sold in June 2019 for $390,000 and has had no major renovations or structural changes.

17 Jeffries Street , Rockhampton Source: realestate.com.au

10 Haven Close, Norman Gardens located on the north side of Rockhampton sold for $1.025 million in January 2026 and is a circa 2007 single level modern dwelling with four bedrooms, two bathrooms, two-car garage and two-car detached carport. Ancillary improvements include driveway, fencing, established landscaping, solar panels and patios. The site faces north slightly below road level with no significant views. It has a land area of 811 square metres.



10 Haven Close, Norman Gardens Source: realestate.com.au

For the buyer looking at acreage, 89 South Yaamba Road, Alton Downs sold for $985,000 in February 2026 and is a circa 1990 onground dwelling with four bedrooms, one bathroom and car accommodation in the sheds. Ancillary improvements include an open-sided shed, storage sheds, gravel driveway, boundary and internal fencing, established landscaping, stables, cattle yards, rainwater tanks and dam. The site faces east at road level with rural residential views and has a land area of 7.76 hectares.

89 South Yaamba Road, Alton Downs Source: realestate.com.au

Sets of flats, however, are still likely to provide the best return on investment. 15 Orr Avenue, Kawana sold in December 2025 for $1.01 million. It comprises a three-unit triplex, each unit with two bedrooms and one bathroom with a detached three-car carport. Based on a gross rental of $58,552 per annum, this equates to a gross yield of 5.79 per cent.

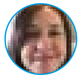
15 Orr Avenue, Kawana Source: realestate.com.au

The market in the Capricorn Coast region, much like the Rockhampton region, has continued on the path of significant and sustained growth since late 2023 to the first half of 2026. Great news for existing owners, not so great for those wanting to get into the market.

A recent example is the sale at 10 Neptune Avenue, Lammermoor (below) which sold in February for $1 million and is a circa 2021, onground, detached, modern dwelling that provides four-bedroom and two-bathroom accommodation with a two-car garage. It has basic ancillary improvements of driveway, fencing and landscaping only. The living area is 162 square metres on a land area of 741 square metres.

10 Neptune Avenue, Lammermoor Source: realestate.com.au

All eyes are firmly fixed on the market at present to determine if the recent (and certain future) interest rate rises will have an impact on our local market in the short term. Significant infrastructure projects continue to progress across the region, drawing population migration. It is considered that investing $1 million in the area remains a sound decision in the short- to medium-term compared with metropolitan residential markets.



Kym Cook
Valuer, Residential

Hervey Bay

At a lazy $1 million price point, buyers in Hervey Bay move past the city's median house price of roughly $750,000 to $760,000, opening the door to premium lifestyle properties, beachfront locations or high yielding investments.

You can secure a modern, executive four- to five-bedroom home with extensive ancillary improvements like shed and pool on a 700 square metre or larger block in most of the urban locations of Hervey Bay. In prestige acreage locations such as Dundowran Beach and Craignish, this price point is generally the starting point for most properties on 2000 square metres or larger. There are few units reaching this price point however those that do generally have oceanfront, Esplanade or Marina locations, three or more bedrooms, panoramic views and extensive common area improvements.

Buyers selling high value assets in Sydney, Melbourne or the Sunshine Coast are the primary drivers around this price point as they view Hervey Bay as value for money and often pay cash. Additionally, the significant investment in medical infrastructure in Hervey Bay is attracting health professionals seeking executive homes close to this precinct.

Given the current median price point, an investor could utilise $1 million for comfortable deposits on multiple detached dwellings or units across many locations and may achieve gross yields in the 4.5 to six per cent range.

At the time of writing, market confidence is volatile due to budget announcements and the potential impact of the proposed policies on future growth prospects. Enquiries and listings are easing, however prices are still pushing the upper limits with some sales setting new higher price points.

To conclude, the short to medium term outlook for Hervey Bay's $1 million price sector points towards steady and sustainable rather than dramatic price growth.

Doug Chandler
Director, Residential

Toowoomba/Darling Downs

After several years of sustained market growth, the Toowoomba property market has reached a maturity point where the traditional $750,000 benchmark no longer fully reflects the true breadth of buyer activity across the region. As a result, this edition shifts focus to the $1 million price point, which has increasingly established itself as a key volume and segment within the local market.

Even at this revised level, Toowoomba continues to compare very favourably with metropolitan parts of Australia. A $1 million budget still provides purchasers with a diverse, high-quality asset range. Depending on location and buyer preference, this budget can secure renovated character homes within inner established suburbs, original or updated brick homes dating from the 1970s through to the 2000s, newly constructed dwellings within emerging estates, or semi-rural lifestyle properties situated on larger acreage allotments in surrounding localities.

Importantly, the market at this price point continues to offer a degree of flexibility that is becoming exceptionally rare in larger capital cities, allowing buyers to secure housing options with comparatively limited compromise in terms of size, location or modern amenity. However, it is important to highlight that within the 4350 postcode (which covers the core Toowoomba urban area), a $1 million budget plays out differently depending on whether your goal is capital appreciation, lifestyle prestige or space.

At the $1 million level, buyers within the attached housing sector can readily access premium townhouse or luxury apartment-style accommodation.

At the $1 million price point, purchasers in the Toowoomba market are generally afforded a broad selection of established family housing across several highly-regarded suburbs. Buyer expectations at this level typically dictate a well-presented three- to four-bedroom residence with multiple functional family living zones, modern internal updates and a moderately-sized allotment.

Within tightly held inner-city locations such as East Toowoomba, opportunities at this level can become constrained, particularly where fully renovated character homes are concerned. This established blue-chip suburb continues to command premium pricing due to its period charm, tree-lined streets and proximity to sought-after private schooling, resulting in many character homes transacting well above the $1 million threshold.

Similarly, prestige suburbs including Mount Lofty, Rangeville, Prince Henry Heights and Middle Ridge are strongly associated with larger, contemporary homes positioned close to the escarpment, benefiting from elevated outlooks and scenic views. While many premium properties within these locations are now firmly positioned above the $1 million segment, buyers at this budget can still target opportunities within surrounding pockets or secure slightly smaller dwellings that may benefit from some renovation or upgrading works in the short to medium term.

At the $1 million level, buyers within the attached housing sector can readily access premium townhouse or luxury apartment-style accommodation. These assets typically feature multiple bedrooms and bathrooms, contemporary finishes and low-maintenance living within well-located suburbs.

This price point also unlocks strategic opportunities beyond traditional owner-occupier products. Duplex pairs or multi-unit holdings within mid to outer ring suburbs have attracted attention over the past few years from investors seeking risk diversification and rental appeal. In particular, attached housing configurations offering modern accommodation, functional layouts and proximity to key services continue to perform well within the current market environment.

For purchasers prioritising a lock-and-leave lifestyle, well-positioned townhouses and apartments closer to the CBD remain sought-after. Meanwhile, opportunities within surrounding suburban locations provide an optimal balance between affordability and land component.

Notable Performing Property Locations at $1 million

Identifying a single standout location is complex, as performance parameters depend heavily on individual investment goals. With that in mind, the following recent transactions highlight how a $1 million budget deploys across different market segments:

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Detached Family Dwelling in a Proven Growth Suburb
Address: 43 Entabeni Drive, Kearneys Spring. Sale Price: $980,000 (Sold 4 March 2026)


43 Entabeni Drive, Kearneys Spring Source: Cotality

- **Property Profile:** Built circa 2015; Four bed, two bath, two car on a 561 square metre single lot parcel.
- **Attributes:** Built-in wardrobes, split-system air conditioning and ceiling fans throughout. Well-presented modern brick construction.
- **Market Context:** The current median house price for Kearneys Spring sits at $810,500 (Source: realestate.com.au).

Kearneys Spring continues to be recognised as one of Toowoomba's most reliable family-oriented suburbs, benefiting from its convenient proximity to the University of Southern Queensland, major shopping precincts, schools and public transport networks. Supported by consistent median value growth over the past five years, the suburb has established itself as a well-rounded market offering an ideal balance of long-term capital growth and solid rental performance.

Character Dwelling in a High-Performing Blue-Chip Location
Address: 11 Burns Street, East Toowoomba. Sold $980,000 10 March 2026


11 Burns Street, East Toowoomba Source: Cotality

- **Property Profile:** 1920s character home with three-bed, two-bath and one-car accommodation.
- **Attributes:** Renovated and updated with modern appliances; good overall condition. 112 square metres of floor area on a 405 square metre allotment.
- **Rental Status:** Listed for rent at $650 per week.
- **Market Context:** The median house price for East Toowoomba reflects its premium status, with this transaction highlighting the entry-level price point for a detached house in this blue-chip pocket (Source: CoreLogic).

East Toowoomba continues to rank among the region's most tightly held and highly sought-after suburbs, supported by its established character charm, proximity to quality schools and leafy parklands. Reflecting relentless buyer demand, East Toowoomba's median house value recorded a further 22.2 per cent increase over the preceding 12 months.

Premium Attached Housing (Unit/Townhouse)
Address: 2/47 Pelican Drive, Rangeville. Sale **Price:** $980,000 (Sold 3 March 2026 - Pending Settlement)


2/47 Pelican Drive, Rangeville Source: Cotality

- **Property Profile:** Brand new (2026); three-bed, two-bath, two-car unit.
- **Attributes:** Excellent overall condition with premium-quality fixtures, modern architectural finishes and close proximity to the Middle Ridge Golf Club.

Purchasing a premium, multi-bedroom unit in a high-demand lifestyle pocket like Rangeville provides an attractive alternative for downsizers and professionals. This asset class yields robust capital appreciation alongside strong, low-maintenance rental yields.

Investing $1 million: Alternative Strategies
With $1 million to deploy, a broad range of investment strategies can be considered across the Toowoomba region.

Strategy A: Portfolio Diversification via Multiple Smaller Assets
Depending on stock availability, a $1 million budget allows for the purchase of two smaller units or townhouses in separate locations, mitigating

vacancy risk and maximizing overall rental yield. Alternatively, investors can target an entire duplex pair on a single title.

- **Asset Example (Single Unit):** 15/5-7 Uniplaza Court, Kearneys Spring. Sale Price: $450,000 (Sold 20 March 2026)

15/5-7 Uniplaza Court, Kearneys Spring Source: Cotality

- **Profile:** Built circa 2023; two bed, two bath, one car (open space); 62 square metre floor area in good overall condition.
- **Performance:** Listed for rent at $450 per week. Located within walking distance of University of Southern Queensland. A number of units within this and surrounding complexes have transacted between $425,000 and $450,000 over the past six months (Source: CoreLogic).
- **(Duplex Pair):** 36 Parkview Drive, Glenvale. Sale Price: $1.08 million (Sold 21 February 2026)

36 Parkview Drive, Glenvale Source: Cotality

- **Profile:** Built circa 2015; two x three0-bed, two-bath, one-car duplex pair; 95 square metre floor area per unit in good overall condition.
- **Performance:** Each unit was tenanted at $540 per week at the time of sale, representing a strong gross rental yield of approximately 5.2 per cent (Source: CoreLogic).

Glenvale continues to emerge as one of Toowoomba's more accessible, family-oriented suburbs, offering a balance of affordability, modern housing stock and convenience. Positioned on the western side of the CBD, the suburb has experienced ongoing residential growth, attracting strong demand from both owner-occupiers and investors. Predominantly comprising modern brick homes on level allotments, Glenvale appeals to tenants seeking functional, low-maintenance living. Relative affordability compared to inner-ring suburbs continues to support demand, leaving the locality well-positioned for ongoing growth as the broader Toowoomba region expands.

While Toowoomba itself presents strong opportunities, exploring established satellite markets slightly further afield offers a blend of semi-rural lifestyle appeal and substantial land components.

Strategy B: Venturing Beyond the City Fringe (Lifestyle & Space)

While Toowoomba itself presents strong opportunities, exploring established satellite markets slightly further afield offers a blend of semi-rural lifestyle appeal and substantial land components.

- **Asset Example (Highfields):** 6 Denaid Street, Highfields QLD 4352. Sold for $1.025 million (April 2026 -Pending Settlement Advice)

6 Denaid Street, Highfields Source: Cotality

- **Profile:** Circa 2000, four-bed, two-bath, five-car (built in garage and detached garage) family home with a renovated kitchen.
- **Land Size:** 2576 square metres (acreage lifestyle allotment).

Highfields continues to be a primary target for tree-changers, established families and downsizers seeking larger spatial footprints without sacrificing modern amenities. Located roughly 12 kilometres north of the Toowoomba CBD, the locality has seen robust median value growth, supported by highly regarded schools, expanding retail precincts (such as Highfields Village) and a premier semi-rural lifestyle. At the $1 million mark, buyers are able to successfully transition from standard residential blocks to larger half-acre plus allotments or modern/new built dwellings on standard residential allotments.

Solid Investing by Housing Type

- **Detached Housing:** Solid investing in detached housing at this price point involves targeting established suburbs with consistent, long-term demand from families. Investors should look for properties with good structural bones, potential for minor capital improvements to add value and direct proximity to reputable school catchments. These areas maintain inherent stable rental demand and capital growth prospects.

- **Units/Attached Housing:** Modern townhouses or well-maintained apartments in central locations near the CBD tend to attract professional tenants and downsizers. This demographic profile translates into minimal vacancy rates, strong rental yields and good potential for value appreciation as land supply near the city core becomes scarcer.

Short to Medium Term Market Outlook

The outlook for the Toowoomba property market over the short to medium term remains positive, albeit with a clear shift towards a more moderated rate of growth or stabilisation over the course of 2026.

- **Sustained Population Growth:** Inward migration to Toowoomba from larger metropolitan centres continues to be a popular option for both owner-occupiers and investors. Buyers are continually attracted by Toowoomba's relative affordability and lifestyle advantages, though the frantic pace of price growth seen in previous years is expected to normalise.

- **Strong Rental Market:** The regional rental market is expected to remain exceptionally tight, with vacancy rates sitting at 0.6 per cent as at April 2026. Constrained supply and a persistent pipeline of inbound residents mean low vacancy rates will likely linger, preserving firm yields for landlords.

- **Infrastructure Stimulus:** Toowoomba's economic foundation is significantly reinforced by a major pipeline of infrastructure projects. Key developments, including the continued construction of the new Toowoomba Hospital, the upcoming mid-2026 construction commencement of the $300 million plus Toowoomba to Warwick Pipeline, major transport and freight corridor upgrades and multi-billion-dollar renewable energy projects across the broader Darling Downs, inject substantial economic stability. These projects provide structural employment, help insulate the local economy and underpin long-term real estate demand.

- **Macroeconomic Headwinds:** Domestically, inflation remains sticky and sits above the Reserve Bank's target band. Compounded by international volatility, inflationary risks prompted the RBA to lift the cash rate by 25 basis points to 4.35 per cent in May 2026. This monetary tightening, alongside broader cost-of-living challenges, is beginning to crimp borrowing capacities and cool buyer sentiment in some price-sensitive segments. While it is too early for definitive downward market trends to manifest from these recent adjustments, heightened economic uncertainty must be factored into any purchasing decision.

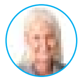
Buyer Categories & Market Confidence

The active buyer profile at the $1 million threshold in Toowoomba remains a diverse mix of:

1. **Established Local Families:** Seeking larger footprints in premium school catchments.
2. **Upsizing Buyers:** Advancing from entry-level homes into long-term family assets.
3. **Downsizers:** Relinquishing large acreage holdings for premium, low-maintenance townhouses or inner-ring units.
4. **Interstate and Metropolitan Migrants:** Fleeing capital cities in pursuit of superior value for money and regional lifestyle benefits.
5. **Acreage and Lifestyle Buyers:** Targeting semi-rural properties on the city fringe.

So, should buyers feel confident about investing in our region around this price point? Generally, yes. Toowoomba's property market has historically demonstrated remarkable resilience.

The Toowoomba property market continues to demonstrate resilience, underpinned by a tight rental market and steady population growth. The region's highly diversified economic base, spanning healthcare, education, agriculture, logistics and energy, provides a buffer against broader macroeconomic headwinds. While economic fluctuations are inevitable, the core property fundamentals of the Toowoomba and Darling Downs region remain sound, offering a stable environment for capital preservation and reliable investment yields.



Marissa Griffin
Director, Residential

South Australia - Residential 2026

Adelaide

Historically considered a premium benchmark in Adelaide, the $1 million price tag has fast become the baseline for entry-level family homes across inner-metropolitan suburbs and high-quality modern builds further from the CBD.

With Adelaide's median house price nudging the million dollar mark, this market segment is fast-moving and heavily contested. According to the Valuer General, the median dwelling value across the metropolitan area is at a record high of $975,000 which is a 15 per cent increase year on year.

Cotality Daily Home Value Index

22 May 2026

City All dwellings	Change Day on Day	Today's value	% Change QTR on QTR	% Change YR on YR
Sydney	-0.08 ↓	246.5	-1.3%	3.3%
Melbourne	-0.05 ↓	183.6	-1.7%	1.1%
Brisbane*	-0.05 ↓	236.5	3.9%	18.1%
Adelaide	0.08 ↑	236.3	3.1%	12.4%
Perth	0.03 ↑	220.9	6.3%	27%
5 capital city aggregate	-0.03 ↓	226	0.8%	8.6%

*incl Gold Coast

Adelaide's median dwelling value Source: SA Valuer General

The purchasing power of $1 million varies distinctly depending on property type and geographic proximity to the CBD. Active listings across Adelaide demonstrate how this budget plays out depending on your choice of location, lifestyle, allotment size and configuration.

In premium pockets on the edge of the CBD, $1 million can secure a two-bedroom "homette". 19B Weller Street, Goodwood is on the market through OC Real Estate and has a price guide of $1.05 million. The property offers updated kitchen and bathroom facilities, built-in robes, separate living and dining areas and a large, covered rear pergola. Just 300 metres from King William Road and 2.5 kilometres from the CBD, this type of property is sure to be popular with first homebuyers and downsizers.

19B Weller Street, Goowood Source: realestate.com.au

19B Weller Street, Goowood Source: realestate.com.au

For a modern build, a larger allotment and more space, 17 Young Street, Newton offers a three-bedroom, two-bathroom dwelling on 300 square metres. The 2026-built home has modern amenities, built-in and walk-in robes, a separate study or fourth bedroom, secure single garage and a rear entertaining area. The property is a short walk from local shopping facilities at Newton Village, five minutes from Thorndon Park and 11 kilometres north-east of the CBD.

17 Young Street, Newton Source: realestate.com.au

17 Young Street, Newton Source: realestate.com.au

RESIDENTIAL

HERRON TODD WHITE

Mirroring this build-style and allotment size in the south-western suburbs, 2E Gilmore Crescent, Morphetville recently sold for $990,000. The property features a three-bedroom, two-bathroom layout with a study or home office, built-in robes to each bedroom, a secure single garage, open-plan kitchen and living space and a rear alfresco.

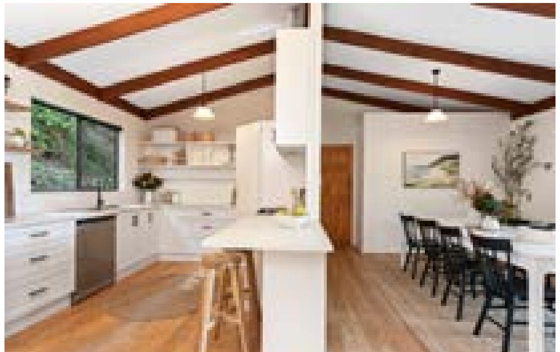
2E Gilmore Crescent, Morphetville Source: realestate.com.au

2E Gilmore Crescent, Morphetville Source: realestate.com.au

Buyers looking for the increasingly popular tree-change are seeking value for money in the Adelaide Hills. 83 Upper Sturt Road, Upper Sturt is on the market through Harris Real Estate with an asking price of $950,000 to $1.045 million. The four-bedroom, two-bathroom home features a central kitchen with living and dining space, a separate lounge room, office or study, and a balcony deck for entertaining. Set on 2169 square metres of secluded gardens, the property is just minutes from Stirling and Crafers and still just 17 kilometres south-east of the CBD.

The ongoing imbalance between a growing population and severely constrained new housing completions will continue to place a floor under property values.

83 Upper Sturt Road, Upper Sturt Source: realestate.com.au



83 Upper Sturt Road, Upper Sturt Source: realestate.com.au

The outlook for Adelaide's million-dollar sector remains optimistic but measured. The rapid, double-digit annual gains of the post-pandemic boom are beginning to moderate into a more sustainable, normalised growth phase. There is however more caution beginning to creep into property markets, mainly stemming from back-to-back interest rate rises, high underlying inflation and elevated cost of living pressures that are expected to persist for the foreseeable future.

The ongoing imbalance between a growing population and severely constrained new housing completions will continue to place a floor under property values. With the release of the federal budget, it remains to be seen what real impact this will have on property prices, however it will redirect investor attention towards new builds and create increased competition for these properties. The $1 million price point is expected to solidify as a middle-market point, as median house prices hover around this mark in metropolitan Adelaide.

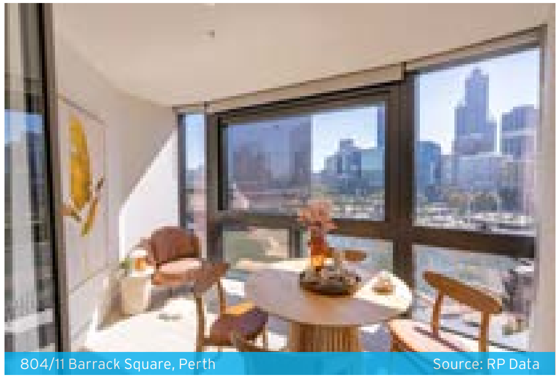
Nick Smerdon
Valuer, Residential

Western Australia - Residential 2026

Perth and regionals

Not too many years ago, a $1 million budget for a home in Western Australia would have been considered firmly within the upper end of the market. Today, that same figure has increasingly become the benchmark for many standard family homes across both metropolitan Perth and key regional centres and the entry point for units in prime locations. As property values continue to rise across the state due to population pressure and a very tight housing supply, the definition of what constitutes a million-dollar home has changed significantly. This month's edition showcases how far, or in some cases, how little, a lazy $1 million now stretches across Western Australia, providing insight into the evolving nature of value within our state's residential property market.

We'll start our journey by taking a look at Perth's inner city. A $1 million price tag can achieve this modern, 2019-built, two-bedroom, two-bathroom apartment positioned in a prime, waterfront precinct. 804/11 Barrack Square was sold fully furnished in February for $1.005 million and features an internal floor area of 78 square metres, views across the Swan River, one secure car bay and one storage cage. The Towers complex's facilities include an on-site concierge, a resort-style swimming pool, a gymnasium, a BBQ area, and an entertainment area, all situated on the banks of Elizabeth Quay.

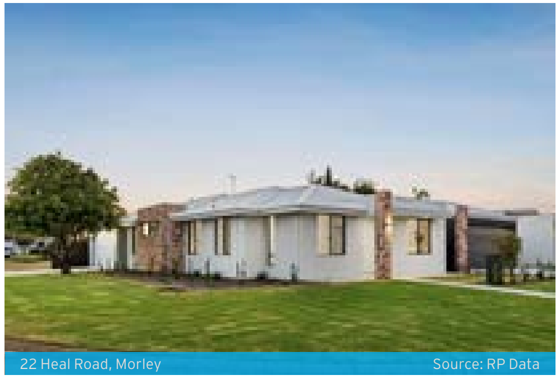

804/11 Barrack Square, Perth Source: RP Data

Moving to West Perth, 5A/1303 Hay Street is an example of what can be achieved. This property is located on level five of the West One Apartments and offers two bedrooms, two bathrooms, city skyline views, a large north-facing terrace, a secondary balcony and two secure car bays. This apartment has a total strata area of 158 square metres, an internal floor area of 108 square metres and sold for $1 million in March. The benefit of these types of apartments is their size; newly constructed or off-the-plan apartments in a similar layout are rarely of such generous proportions.

As property values continue to rise across the state due to population pressure and a very tight housing supply, the definition of what constitutes a million-dollar home has changed significantly.


5A/1303 Hay Street, West Perth Source: RP Data

Morley is a strongly performing suburb situated north-east of Perth and our lazy $1 million can acquire a modern family home such as this property at 22 Heal Road. The newly built property sold for $1.05 million in March and features four bedrooms, two bathrooms, and 132 square metres of living space, situated on a 332-square-metre corner allotment, all within a convenient distance of the CBD.


22 Heal Road, Morley Source: RP Data

Across the Swan River and a short six kilometres south of Perth's CBD, the suburb of Como offers an abundance of late 1900s-built townhouses offering a mix of city and suburban living. This circa 1983 built, two-storey townhouse at 1/23 Leonora Street features three bedrooms, one bathroom, a home office, an internal living space of 126 square metres and a courtyard. The property sold in April for our lazy $1 million.

1/23 Leonora Street, Como Source: RP Data

Moving further out into the mortgage belt areas, a $1 million budget buys considerably less today than it did just a few years ago due to strong buyer demand continuing to place upward pressure on values from what was historically a much lower value base.

Firstly, taking a look at the north-eastern suburb of Brabham, with a lazy $1 million you can buy a newly built, modern family home such as 24 Jerdacuttup Loop. The property sold for $1.025 million in February and features four bedrooms, two bathrooms, a home theatre and a study area with a generous 172 square metres of living area situated on a 370 square metre corner allotment.

24 Jerdacuttup Loop, Brabham Source: RP Data

Moving to the south-eastern corridor, the suburb of Piara Waters has experienced strong growth over the past several years and now has a median house price of $976,000. Many properties within this location transact at our lazy $1 million and this price point can achieve something like 12 Pindalup Street. This is a circa 2020 built, four-bedroom, two-bathroom dwelling situated on a 375 square metre allotment with an internal floor area of 157 square metres. This property sold for $1.09 million in March.

12 Pindalup Street, Piara Waters Source: RP Data

A lazy $1 million in an alternative suburb such as Haynes can get buyers more bang for their buck. This circa 2019 built home at 7 Woodville Road sold for under that budget at $940,000 in February. It's situated on a 458 square metre allotment and comprises four bedrooms, two bathrooms, a home theatre, an activity room, a walk-in pantry and a scullery, all spanning over 219 square metres.

7 Woodville Road, Haynes Source: RP Data

In a suburb like Baldivis, a lazy $1 million can buy you a large family-sized home such as 23 Hampden Rise. The circa 2014 built property features four bedrooms, two bathrooms, a home theatre, an activity room and a below-ground heated swimming pool with an internal living area of 197 square metres situated on a 506 square metre allotment.

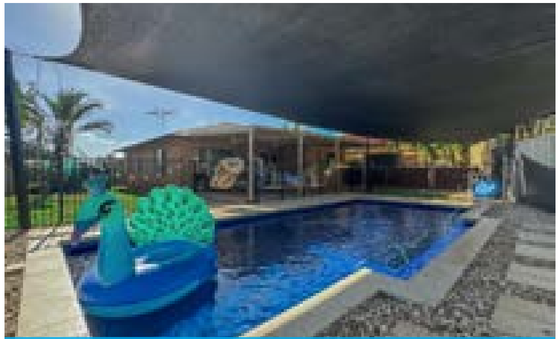
23 Hampden Rise, Baldivis Source: RP Data

Moving further out into the mortgage belt areas, a $1 million budget buys considerably less today than it did just a few years ago.

Let's move to our regional centres now, starting in the north of Western Australia in our Kimberley region. In Broome, the lazy budget can buy you this circa 2009-built, four-bedroom, two-bathroom, 210 square metre dwelling. Features include a double garage, a double carport, and a large verandah that leads out to the below-ground pool, all situated on an 804 square metre allotment in the sought-after suburb of Cable Beach. This property sold in March for $1 million.

32 Banu Avenue, Cable Beach Source: RP Data

Heading down into the Hedland area, a lazy $1 million can achieve a family sized home positioned one street back from the beach. 4 Cunneen Cove in Port Hedland sold in March for $1.075 million. The 185-square-metre dwelling features four bedrooms and two bathrooms, situated on an 810-square-metre allotment. Externally, the property offers a below ground swimming pool and an alfresco area. The property has a corporate lease in place until September 2027 for $2200 per week, indicating a gross rental yield of circa 10.6 per cent.

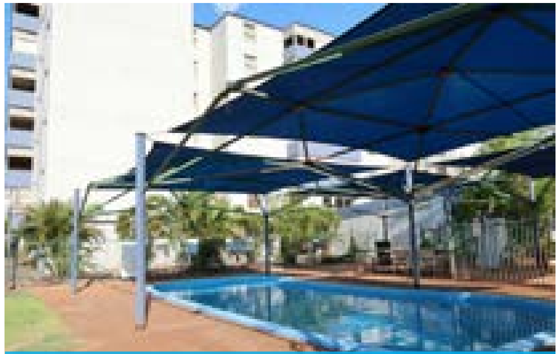


4 Cunneen Cove, Port Hedland Source: RP Data

In the neighbouring suburb of South Hedland, a $1 million budget can be stretched a lot more. 6 Dowitcher Avenue sold in February for $805,000 and features a circa 2012 built, five-bedroom, two-bathroom, 186 square metre dwelling on a 507 square metre allotment.

6 Dowitcher Avenue, South Hedland Source: RP Data

With the leftover cash, you can purchase a three-bedroom, one-bathroom, 96 square metre unit like 204/15-21 Welsh Street. The Lawson Apartments complex includes an on-site caretaker, an entertainment area with a below ground pool, a BBQ area, a kids play area and a basketball court. This property was sold in February for $210,000.



204/15-21 Welsh Street, South Hedland Source: RP Data

Continuing down the Pilbara coast we reach Karratha, where a lazy $1 million can buy you a four-bedroom, three-bathroom home in Baynton, such as 11 Nyumari Street, which comprises a 2010 built, 163 square metre dwelling. External features include a below ground pool and an alfresco area, all situated on a 576 square metres allotment. This property was sold in March for $980,000 with a lease in place for $1750 per week expiring in May, indicating a potential gross rental yield of circa 9.3 per cent.

11 Nyumari Street, Baynton Source: RP Data

Heading down into the Hedland area, a lazy $1 million can achieve a family sized home positioned one street back from the beach.

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There is also the opportunity to diversify your portfolio by purchasing two one-bedroom, one-bathroom units. For example, 123/26 Sharpe Avenue in Pegs Creek sold for $465,300 in February and offers an internal floor area of 34 square metres and a private courtyard with direct access to the pool level.

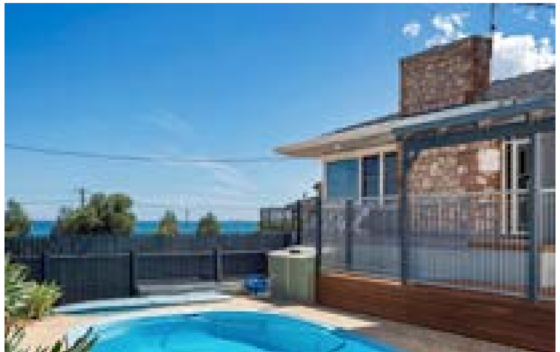
123/26 Sharpe Avenue, Pegs Creek Source: RP Data

Within the same complex, 38/23 Sharpe Avenue sold in February for $490,000 and has an internal floor area of 48 square metres featuring one bedroom and one bathroom and additionally, a corner balcony. The property was then listed for rent in April for $1200 per week, indicating a potential gross rental yield of circa 12.7 per cent.

38/23 Sharpe Avenue, Pegs Creek Source: RP Data

As you enter the Midwest region of Western Australia, the City of Geraldton offers ample opportunities with a $1 million budget.

Further down the coast, as you enter the Midwest region of Western Australia, the City of Geraldton offers ample opportunities with a $1 million budget. Starting with 5 Dean Street in Beresford, this property offers a four-bedroom, two-bathroom, 198 square metre dwelling primely located opposite the coastline on an elevated 1018 square metre allotment. Built in circa 1960, the dwelling provides ocean views, polished timber floors, high ceilings and a fireplace. Externally, it has an entertaining area with a bar overlooking the below ground swimming pool. The property sold for $990,000 in February.



5 Dean Street, Beresford Source: RP Data

If space is what you are after, 122 David Road in Waggrakine sold in March for $930,000 and offers a 1978 square metre, four-bedroom, two-bathroom dwelling with an internal floor area of 214 square metres. Externally, there is a wrap-around verandah, a rear patio, a workshop, a chicken run and chicken coop, a below ground swimming pool and fenced off paddocks all situated on a 4.21 hectare property.

122 David Road, Waggrakine Source: RP Data

Heading to our South-West region, many suburbs now have median house prices sitting close to or well above our lazy $1 million, although there are still many opportunities. The median house price in Bunbury sits at $965,00, a circa 17.9 per cent increase year-on-year.

In March, 5/3 Clifton Street sold for $900,000. This is a recently upgraded, 133 square metre, three-bedroom, two-bathroom, 2006 built townhouse with ocean views.

5/3 Clifton Street, Bunbury Source: RP Data

Moving further down the coast, Dunsborough's median house price increased by circa 14.4 per cent over the past year, reaching $1.35 million. For our lazy $1 million, something like 28 Hayling Way can be acquired. This is a 2023 built, three-bedroom, two-bathroom, 137 square metre dwelling situated on a 371 square metre allotment with parkland views that sold for $1.05 million in March.


28 Hayling Way, Dunsborough Source: RP Data

Moving further south and inland to Margaret River, the median house price in this locale sits at $982,000 and our lazy $1 million can purchase a modern family home. Take 28 Greenwood Avenue, for example. This 2024 built home presents four bedrooms, two bathrooms with an open plan kitchen, dining and living area and spans a total of 148 square metres internally. Situated on a 550 square metre allotment, this property sold for $1.075 million in February.


28 Greenwood Avenue, Margaret River Source: RP Data

Heading down into the Great Southern region, the coastal town of Albany has seen substantial growth over the past few years. Our lazy $1 million budget can achieve a Spencer Park family home like 96 Hardie Road, which sold for $941,000 in February. This 207 square metre, four-bedroom, two-bathroom home was built in 2000 and is positioned on an elevated 779 square metre allotment offering rural views.


96 Hardie Road, Spencer Park Source: RP Data

Or take 12 Satellite Close in McKail as an alternative. This 217 square metre, four-bedroom, two-bathroom, 2014 built property was sold for $978,000 in March. This home is situated on a 674 square metre allotment and features a workshop and an enclosable central deck with heaters and fans.


12 Satellite Close, McKail Source: RP Data

Moving east along the coast we reach Esperance, another regional centre where a $1 million budget presents an opportunity to purchase two properties. For example, 28 Dauphin Crescent in Castletown sold in February for $655,000. This is a 161 square metre, 2011 built, three-bedroom, two-bathroom strata home positioned on a corner lot with parkland views.


28 Dauphin Crescent, Castletown Source: RP Data

With the remaining part of our budget, we take a look at 34 Dean Street in Nulsen. This 83 square metre, 1967 built, two-bedroom, one-bathroom home is situated on a 714 square metre allotment and was sold for $365,000 in February.


34 Dean Street, Nulsen Source: RP Data

Closer to the lazy $1 million, 7 Addington Cross in West Beach sold in April for $907,000 and is a four-bedroom, two-bathroom, 194 square metre, 1999 built dwelling situated on a 922 square metre allotment.

7 Addington Cross, West Beach Source: RP Data

Heading north into the Kalgoorlie-Boulder region, buyers are presented with a variety of opportunities for under $1 million. 28 Lewis Street in Lamington was sold for $875,000 in February and offers 253 square metres of internal floor area. This property features five bedrooms, two bathrooms, an open plan living area and externally, there is a patio area and a powered shed. This property was built in 1995 and is situated on an elevated 1012 square metre allotment.

28 Lewis Street, Lamington Source: RP Data

However, an alternative option is a three-bedroom, one-bathroom townhouse and a four-bedroom, one-bathroom dwelling, all within our $1 million budget. 1/97 Bourke Street in Piccadilly sold for $494,000 in March. This property is situated on a 290-square-metre allotment and features three bedrooms and one bathroom, with a total floor area of 124 square metres. The property has a current lease in place until December for $700 per week, indicating a gross rental yield of 7.4 per cent.

1/97 Bourke Street, Piccadilly Source: RP Data

Additionally, 90 Killarney Street in Hannans is an example of what the remaining part of our budget can purchase. This four-bedroom, one-bathroom dwelling built in 1935 offers 119 square metres of internal living area and is situated on a 1012 square metre allotment. This property was sold for $500,000 in March.

1/2 Lyall Street, Lamington Source: RP Data

So, there you have it, a snapshot of what a lazy $1 million can buy across today's Western Australian residential property market. While this budget certainly doesn't stretch as far as it once did, there are still plenty of opportunities available. A key theme throughout this month's review is the varying definition of value across the state. For some buyers, value may mean proximity to the CBD or coastal amenity, while for others it may be larger landholdings, modern construction, rental performance or the ability to diversify across multiple assets within the same budget. It's demonstrated that our state continues to offer these opportunities, albeit at increasingly higher price points.

It's important to note that the market continues to evolve rapidly, underscoring the need to understand local conditions, emerging value pockets, and changing buyer expectations in an increasingly competitive environment. As always, for independent and unbiased property valuation and advisory services, please feel free to contact our team. We're always happy to help.

Chris Hinchliffe
Director, Residential

Northern Territory - Residential 2026

Darwin

Darwin continues to solidify its position as one of Australia's most resilient and top-performing property markets. Backed by a perfect storm of structurally low housing supply, rising building costs, robust rental growth and surging demand from interstate buyers, the local landscape is shifting rapidly.

This sustained momentum has fundamentally redefined local price points. What was considered a prestige $1 million threshold just 12 months ago is fast becoming the standard baseline for quality detached homes. The true luxury tier across metropolitan and rural areas now regularly approaches or exceeds $2 million, while traditional prestige neighbourhoods command $3 million or more. This shift is heavily reinforced by soaring construction costs, as replicating a premium home from scratch today would cost significantly more than purchasing a similar quality existing property.

Amid this shifting landscape, buyers active at the $1 million threshold remain divided into three distinct segments: strategic interstate investors chasing solid returns; local owner-occupier upgraders seeking premium turnkey homes; and lifestyle buyers targeting rural acreage.

Let's turn our focus to the northern suburbs, which have rapidly transformed into one of the market's most active regions and look increasingly likely to become established $1 million areas.

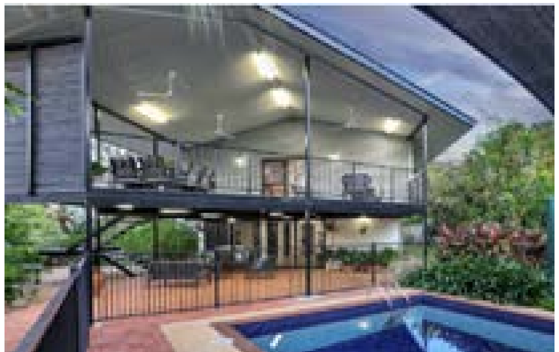
The property at 4 Frangipanni Street, Nightcliff, situated in one of the northern suburbs' most desirable coastal pockets, sold for $1.15 million in March 2026. This property was previously sold in August 2022 for $805,000, representing a 42.8 per cent increase in value over just three and a half years without any notable structural changes.

This sustained momentum has fundamentally redefined local price points.

The property features a low-set, circa 1997-built, post-and-beam-style four-bedroom, two-bathroom, Troppo-inspired tropical home positioned on a 1060-square-metre allotment. Designed specifically for the local climate, the dwelling includes original louvre windows, classic timber floors and a basic roof structure, with a covered rear walkway connecting to the master bedroom suite and study nook.

4 Frangipanni Street, Nightcliff Source: realestate.com.au

Further highlighting this rapid growth across the northern suburbs, 5 Mullen Place, Alawa, sold at auction for $1.101 million in March 2026. This property was previously sold in January 2025 for $865,000, representing a 27.2 per cent increase in value in just 14 months. This two-storey, circa 1980 renovated home features four bedrooms, two bathrooms, a large balcony and verandah, a 44-square metre powered workshop and a below-ground swimming pool with paved surrounds on an 865 square metre block with 220 square metres of internal living area.



5 Mullen Place Alawa Source: realestate.com.au

In a suburb record-breaking transaction, 11 Sanderling Street, Wulagi, sold for $1.04 million in May 2026. This circa 1980, fully renovated and extended PDC-style rendered masonry home represents classic elevated Darwin architecture and comprises four bedrooms, a study, a parent's retreat and two bathrooms. The home includes 177 square metres of internal living space, a large

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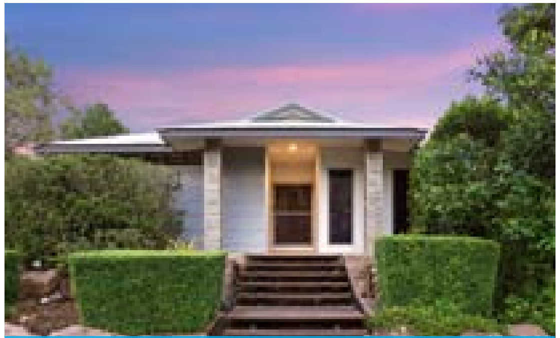
rear outdoor entertaining area, and a glass-fenced, fibreglass inground pool equipped with a shade sail and wet bar, on an 817-square-metre block. The selling agent advised that this property was only listed on the market for a day.

11 Sanderling Street, Wulagi Source: realestate.com.au

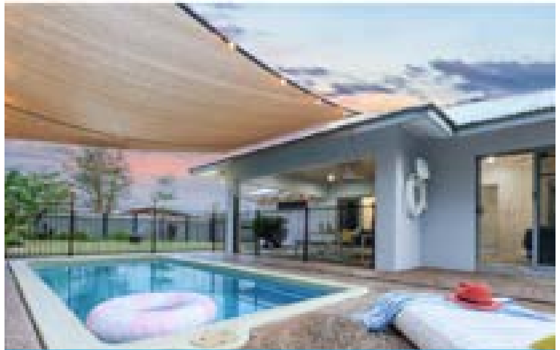
Let's move to the Palmerston area. Historically, residential sales of $1 million were rare in Palmerston, but 2026 has marked a turning point. As buyer confidence grows, the region has continued to see record-breaking sales activity with more properties selling above this price point.

As a prime example, 53 Crosby Street, Zuccoli, sold in April 2026 for $1.1 million. It previously sold in April 2021 for $755,000, showing a 45.6 per cent increase in value, with the addition of a swimming pool. This ground-level home was built in 2017 and offers above-average accommodation with four bedrooms plus a media room, two bathrooms, and a two-car garage. It features 210 square metres of living area with good finishes, including stone benchtops in the wet areas. Outdoor and extra features include a verandah, solar panels and a fibreglass inground swimming pool on a 1000 square metre block.



53 Crosby Street, Zuccoli Source: realestate.com.au

As another example,16 Follington Street, Zuccoli, sold for $970,000 in May 2026. This modern, ground-level brick and Colorbond-roof home was built around 2016 and features four bedrooms, two bathrooms, and a two-car garage. Inside, it includes nice finishes like shadowline cornices, stone benchtops with a waterfall edge and full-height bathroom tiling, while the outside boasts a cedar-lined verandah, solar panels and an inground fibreglass pool on a 673 square metre block. The property is listed for $1100 per week on a six-month lease, showing a strong 5.8 per cent gross rental yield. The agent advised there has been good enquiry, however most enquiry has been for a longer term.



16 Follington Street, Zuccoli Source: realestate.com.au

Finally, let's look at the rural area. The Darwin rural market is arguably the most heated sector right now, where turnkey homes have effectively set a new $1 million entry-level baseline. Local agents report that this is likely the hottest rural market seen in history, driven by a strong surge in demand paired with an extreme scarcity of available properties.

The property at 280 Beddington Road, Herbert, sold in March 2026 for $1.04 million. It features a ground-level, steel-framed, metal-clad home built around 2009, situated on a desirable two-hectare dry block. The layout includes five bedrooms, two bathrooms, 162 square metres of living area and a separate six-car carport. Inside, the home offers tiled floors, split-system and cassette air conditioning and a functional open-plan layout with the original kitchen and wet areas.

280 Beddington Road, Herbert Source: realestate.com.au

While the broader unit sector has strengthened over the past year, the $1 million plus luxury apartment market remains an exclusive, prestige niche. Transactions at this level are strictly confined to premium executive developments or absolute waterfront locations boasting oversized floor plates and elite finishes. This segment is heavily populated by downsizers, professionals and interstate lifestyle

Because modern construction and land acquisition costs remain high, it is fundamentally cheaper to buy an existing home than to build a new one from scratch.

buyers seeking low-maintenance luxury with premier locational convenience.

The unit at 228/130 Esplanade, Darwin City, sold in March 2026 for $1.04 million. Located on the 14th floor, this modern three-bedroom, two-bathroom apartment comes with two basement parking spaces. Inside, the apartment presents well with large living areas, tiled flooring and ducted air conditioning throughout and offering 186 square metres of living space. The unit faces south-west, taking in views of the city skyline, escarpment and ocean.

228/130 Esplanade, Darwin City Source: realestate.com.au

In conclusion, the Darwin residential property market has established a new pricing benchmark, completely redefining what a lazy $1 million represents. While this seven-figure threshold is no longer the exclusive playground of the prestige market, it has evolved into a highly competitive mid-to-high baseline where yield-hungry interstate investors and local owner-occupiers directly compete.

The incredible strength of this segment is driven by a clear financial reality: the soaring cost of construction. Because modern construction and land acquisition costs remain high, it is fundamentally cheaper to buy an existing home than to build a new one from scratch. For strategic investors, this creates a distinct advantage, allowing them to acquire established structures below replication value while immediately capitalising on the territory's nation-leading six per cent cash flows and solid capital growth.

Looking forward through the remainder of 2026, the market is expected to transition into a more measured, steadier phase. While Darwin's severe supply shortages and high rental yields will provide a strong safety floor to prevent a sharp downturn, broader economic pressures suggest that the rapid, explosive price gains of the past year will begin to ease back a little.

Min Jin Jung
Valuer, Residential

Alice Springs

This month's topic for discussion is around a scenario where you had $1 million to spend on property in Alice Springs. Where and what would you be looking to invest in?

In recent years, organic capital growth in residential property has been non-existent, in late 2021 through to early 2022, we did see a period of capital growth in certain segments of the market and with certain dwelling types. This period of growth has now plateaued. The best-performing areas for growth seem to be Desert Springs, particularly anything with golf course frontage or access, Sterling Heights (Larapinta) as well as pockets of East Side, Gillen, Araluen and Braitling. Dwelling types showing the best capital growth include newer three- and four-bedroom, two-bathroom dwellings, as well as more recently constructed three-bedroom units or duplexes.

With this sort of money to spend, the Desert Springs and Mount Johns area surrounding the golf course would be a good place to start. One example is a recent sale on Cromwell Drive for exactly $1 million. This was a circa 1985 built four-bedroom, two-bathroom, rendered brick, two-storey home that backed onto the golf course and also had views of the MacDonnell Ranges from the upper floor. It was on a good-sized 1020 square metre allotment and included a swimming pool and an impressive covered outdoor area. The property benefits from an extensive interior renovation in the past two to three years and has an internal living area of 230 square metres and a four-car garage under the main roof. Properties such as this are regularly rented out for $1100 to $1200 per week, providing a gross return of between 5.5 and 6.5 per cent per annum.

If you yearn for the wide-open spaces offered by rural residential properties, $1 million will get you a good-quality family home on one or two hectares, or maybe a lesser-quality home with a large shed or swimming pool. There was a recent sale in Connellan at $975,000, which offered a 2017-built four-bedroom, two-bathroom dwelling with a single garage and three-car carport. This dwelling is just over 250 square metres, with a good quality internal fit out and a large covered outdoor area, but no pool or shed. Interestingly, the property had previously been sold in January 2023 for $1.02

Alice Springs presents a sound opportunity for investors chasing a secure income stream with few vacancies and a stable history of strong returns.

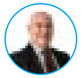
million, representing a $50,000 reduction in value in just under three years.

An alternative would be to look at investing in two or three separate units or perhaps a duplex complex. Units and duplexes can be located in all areas throughout the town and as an investment vehicle, the location is not quite so important. Demand for rental units has been strong in Alice Springs for many years, with vacancy rates sitting below two per cent. Older, circa 1980s constructed unit complexes have taken a serious hit in capital losses over recent years, with some recent sales showing that prices have come off up to 30 per cent from the highs achieved in 2011 and 2012. It may be wise to steer away from these, although a more bullish investor may take a punt on the premise that these units have bottomed out.

If you're purely chasing cash flow, consider two or three older style two-bedroom units, which can be purchased for between $220,000 and $350,000 depending on location and condition. At the lower end of the scale, a $220,000 unit would typically return anything up to $425 or more a week (ten per cent) and a more modern style $350,000 unit could fetch up to or over $500 a week (7.5 per cent).

Similarly, if you purchased two dwellings for $500,000 each, you'd be looking at a couple of three- or four-bedroom, two-bathroom dwellings in Gillen, Araluen, new East Side or Braitling. These would most likely provide rental returns in the area of $600 to $650 per week per dwelling. This would give you a yield of between 6.2 and 6.8 per cent.

Alice Springs presents a sound opportunity for investors chasing a secure income stream with few vacancies and a stable history of strong returns. If however, you're looking for a property that will provide strong capital growth, you're unlikely to find anything of interest here. Most buyers here are either owner-occupiers motivated by the thought of getting off the rental roundabout or investors chasing strong returns, with little prospect for capital growth in the short to medium term.



Peter Nichols
Valuer, Residential

Australian Capital Territory - Residential 2026

Canberra

One million dollars in the Canberra market opens the door to a surprisingly broad range of opportunities across the ACT. Although it does rule out some suburbs at the upper end of the market, it allows potential in many other areas. For owner-occupiers and investors alike, we ask the question of where that million dollars is best spent for growth, lifestyle and long-term value.

At the $1 million mark, Canberra buyers are sitting in an interesting middle ground. It is not entry-level territory, but it is also below the median house price in many established inner and middle-ring suburbs.

For detached housing, $1 million will generally buy:

- A renovated townhouse or duplex in sought-after inner south or inner north locations such as Narrabundah, Watson or Downer;
- A three-bedroom family home in established Belconnen or Tuggeranong suburbs including Macgregor, Kambah or Monash;
- A newer house-and-land style product in parts of Whitlam, Taylor or Denman Prospect, although buyers may need to compromise on block size.

For units and attached housing, $1 million can secure:

- A high-end apartment in the Parliamentary Triangle fringe or city precincts;
- Large executive townhouses in growth corridors;
- Premium two-bedroom apartments in lifestyle precincts such as Kingston or Braddon.

Whether investors or owner-occupiers, the million-dollar bracket is attracting a broad mix of purchasers.

There are a number of buyers at this level. Whether investors or owner-occupiers, the million-dollar bracket is attracting a broad mix of purchasers.

Families looking to upgrade their homes remain highly active, particularly families moving from entry-level townhouses into detached homes with more space. Canberra's stable public sector employment base continues to underpin confidence, especially among dual-income professional households.

Canberra's market has stabilised after the rapid post-pandemic growth period, and while price growth has moderated, underlying fundamentals remain solid due to limited land supply, strong incomes and population growth.

For buyers seeking relative value with long-term upside, several middle-ring suburbs stand out.

In Belconnen, suburbs such as Higgins, Scullin and Page continue to offer good land content and family appeal at more accessible price points than Canberra's blue-chip locations.

In Tuggeranong, suburbs including Gordon and Calwell still provide comparatively affordable detached housing with solid rental demand.

For attached housing, Bruce and Gungahlin continue to perform well due to proximity to employment hubs, universities and transport infrastructure.

If we were to invest $1 million dollars into the Canberra market, we would lean towards established detached housing on decent land content in middle-ring suburbs.

A well-located three-bedroom home in Belconnen or Weston Creek with renovation potential still offers strong upside, particularly where buyers can add value over time.

For investors focused on rental return, splitting the budget across two properties could also make sense. For example:

- One townhouse or apartment in Braddon or Kingston, targeting young professionals and government workers; plus
- One affordable detached dwelling in Tuggeranong or outer Belconnen offering stronger land value and family rental demand.

Canberra's unit market has historically delivered softer capital growth than detached housing due to higher supply levels, but quality boutique developments in tightly held locations continue to outperform generic apartment stock.

Detached housing continues to be the strongest long-term performer in Canberra due to limited land availability and ongoing family demand. Units and townhouses however are very attractive for buyers and downsizers due to their affordability and availability. The best opportunities for these people include properties such as boutique townhouses and high-quality units in lifestyle precincts or those close to the light rail corridors and employment hubs.

As affordability pressures continue pushing buyers out of premium suburbs, demand for well-located middle-market housing is expected to strengthen further. Interest rate movements will continue to influence the market but the strong economic stability and wages in the region will continue to support property values.

We don't believe Canberra will see explosive growth; the market is more likely to remain steady and experience sustainable performance over the next few years, particularly for quality detached housing in established suburbs.

Angus Howell
Director, Residential

HERRON TODD WHITE

Tasmania - Residential 2026

Hobart and regions

With a median price of $740,000 for Greater Hobart, the options for spending $1 million are vast and varied. Unlike many mainland capital cities, Hobart still offers affordable property within good proximity to the CBD, suitable for owner-occupiers and investors alike, with many appreciating a good water view. Local agents indicate that a wide variety of enquiries, including from first homebuyers, have seen properties to $750,000 within all parts of the city hotly contested. Greater Hobart includes seven local government areas, with each offering a range of property options.

Hobart itself and the suburbs of Battery Point and Sandy Bay are perhaps the most well-known of the city, and two-bedroom units in a price range of $500,000 to $750,000 can still be found. These units are sought-after for both investment and first homebuyer opportunities. Be aware that under the current Planning Scheme, properties within Battery Point itself are not permitted for whole use as an Airbnb, so do some homework with the local council if considering this location for that type of potential income stream.

Suburbs such as West Hobart and North Hobart will present opportunities for two- to three-bedroom character cottages up to $1 million, all within walking distance of the CBD. Carparking and completed renovations are top of the want list for most purchasers, which will push prices to the upper end. Affordable options at $800,000 are available, but renovation costs can be a short-term deterrent for owner-occupiers.

Glenorchy, approximately nine kilometres to the north of the CBD, is considered an affordable option for many with a direct bus service to the city. Demand within the suburb has increased. The current median price of $640,000 for a dwelling is up 14.3 per cent over the previous 12 months. Typically, older-style dwellings with some updates in this location can be suitable for a rear-unit development (subject to council approval), appealing to those looking for long-term gains. Due to the proximity to both the CBD and nearby industrial suburbs, the area is also sought-after for rentals with the median rental of $580 per week showing a 4.7 per cent return on the median house price.

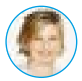
Clarence City Council on the eastern shore includes a number of well-regarded suburbs with many enjoying direct river, CBD skyline and Mount Wellington views. Lindisfarne, situated on the riverside, includes a village centre, schools, foreshore parks and marina. With a median price of $790,000 it is a well-regarded suburb. Units have a median price of $627,500 and with a median rent of $550 per week, show a return of 4.6 per cent.

Elsewhere in Clarence, suburbs such as Warrane present opportunities for further infill development – an original 1950s cottage with a $700,000 value on a say, 700-square-metre parcel could be further developed with a strata-titled two- to three-bedroom villa unit in the rear yard, subject to council approval. Upon completion, both units could be priced between $600,000 and $750,000, depending on the quality of the fittings and potential views.

Sorrell is on the eastern fringe of the Greater Hobart area and is the regional centre for the east coast, whilst still within 25 kilometres of the city. There has been significant development in recent years with the release of multiple housing estates. A modern four-bedroom, single-level dwelling will be within $700,000 to $800,000. New schools, shopping centre and direct road links to the city via the airport make it an affordable, family-friendly option.

Kingston sits to the south of the city on the Channel and is part of the Kingsborough City Council. It serves as the regional centre for south-west Hobart and has good infrastructure, including schools, recreational facilities and a beach all within 13 kilometres of the city. With a slightly higher median price of $775,000 compared to the Greater Hobart area, the suburb is well regarded and offers a range of dwelling styles up to $1 million.

To the north of the city is Brighton which has benefited greatly from the recently completed Bridgewater Bridge which has cut commuter times to the city. A new school and shopping centre have added to the appeal of the suburb which has seen an increase in the median price for a dwelling to $650,000, an increase of 8.7 per cent over the past 12 months. Small acreage is popular in Brighton and the adjoining suburb of Pontville which has a median price of $878,000, making it an affordable option for families.



Kim Quick
Valuer, Residential

HERRON TODD WHITE

Australian Grazing

June 2026

New South Wales

The New South Wales grazing market has softened throughout the first half of 2026 across many regions as drought conditions increasingly affect large parts of the state. Declining seasonal conditions, reduced pasture availability and tightening water supplies have weighed on producer confidence, particularly throughout western, central and northern New South Wales. Whilst isolated higher rainfall districts have remained more resilient, the broader market has become increasingly cautious as seasonal uncertainty continues to build.

The deterioration in seasonal conditions has resulted in increased cattle turnoff across the state, with producers actively reducing stocking rates and managing feed shortages ahead of winter. MLA reported that March 2026 recorded the highest monthly cow yarding on record nationally at approximately 84,000 head, with New South Wales contributing around 64 per cent of total yardings, largely driven by drought conditions throughout northern New South Wales. Major selling centres including Dubbo, Tamworth and Gunnedah have all experienced elevated throughput levels during recent months.

Despite the seasonal pressures, cattle pricing has remained comparatively resilient due to ongoing restocker and feedlot demand. The Eastern Young Cattle Indicator has generally traded between approximately 830 and 860 cents per kilogram carcase weight throughout early 2026, whilst feeder steers have remained around 470 cents per kilogram live weight. Processor cow values have softened due to the increased supply of breeding females, declining from approximately 405 cents per kilogram live weight in late 2025 to levels around 300 to 360 cents per kilogram live weight during recent months.

Buyer activity overall has moderated, with purchasers becoming increasingly selective and focused on properties offering drought resilience, water security and fodder production capability.

Demand remains strongest for well-developed grazing enterprises with secure water, reliable carrying capacity and operational scale. However, buyer activity overall has moderated, with purchasers becoming increasingly selective and focused on properties offering drought resilience, water security and fodder production capability. Secondary grazing country, lighter carrying capacity land and properties requiring further capital expenditure are generally experiencing longer selling periods and reduced competition.

Following the strong value growth experienced during 2021 to 2023, grazing land values across New South Wales have generally stabilised, with softer market conditions emerging in drought-affected regions. Whilst prime holdings continue to attract interest and transact at historically strong levels, benchmark rates per hectare and per DSE have generally plateaued, with purchasers more disciplined in pricing amid seasonal pressures, elevated operating costs and higher interest rates.

Overall, the New South Wales grazing market remains underpinned by long-term confidence in the agricultural sector, though short-term sentiment is increasingly influenced by widespread drought conditions, elevated livestock turnoff and seasonal uncertainty entering the second half of 2026.

Angus Ross
Director

Western Victoria

The Western Victoria rural property market throughout the first half of 2026 has transitioned into a highly cautious and stabilised phase, with mixed seasonal conditions and tighter margins driving varied performance across the region. Following a multi-year period of historic capital growth, land values have generally plateaued. Buyers have become increasingly selective and disciplined, responding to macroeconomic headwinds including sustained high interest rates, elevated input costs and shifting global commodity prices. While the region has avoided the severe drought conditions gripping northern parts of the country, the broad-based market urgency of recent years has been replaced by a clear focus on enterprise scale, asset quality and proven productivity.

Performance across individual sectors is highly segmented, with grazing and dairy assets showing the greatest resilience. The grazing market has been supported by a steady autumn break in high-rainfall zones and stable livestock prices, with the EYCI trading between 830 and 860 cents per kilogram carcase weight. This has allowed local producers to manage stocking rates comfortably without the forced destocking seen interstate. Meanwhile, the south-west dairy sector is navigating a strong recovery; easing fodder costs and resilient farmgate milk prices have restored confidence, with operators expecting solid profitability. In contrast, the frenetic growth previously seen in the Wimmera and south-west cropping areas has cooled, as softer global grain prices and high fertiliser costs compress growers' margins and temper aggressive bidding.

Overall, demand remains strongest for prime, well-developed holdings with secure water, reliable carrying capacity and immediate operational scale. These blue-chip properties continue to attract competitive interest and transact near benchmark rates per hectare. However, a clear two-tier market has emerged; secondary country, lighter carrying land and properties requiring significant capital expenditure are experiencing noticeably reduced competition and extended selling periods. Entering the second half of 2026, the Western Victorian market remains underpinned by long-term structural confidence, though short-term values will be increasingly dictated by strict purchaser discipline and winter seasonal performance.

Benjamin Mugavin
Director

Queensland

The first half of 2026 has seen the Queensland grazing market continue to demonstrate resilience despite broader geopolitical pressures, increased input costs, commodity price volatility and tightening monetary conditions. The Reserve Bank of Australia's three cash rate increases through to May 2026, resulting in the official cash rate rising to 4.35 per cent, have contributed to increased caution and uncertainty across the grazing sector.

The beef market experienced heightened volatility throughout the period. Whilst the market commenced 2026 on relatively stable footing, April saw a notable correction, with the Eastern Young Cattle Indicator (EYCI) declining to approximately 762 cents per kilogram. This downturn was largely attributable to ongoing dry conditions throughout southern Queensland and northern New South Wales, which prompted increased cattle turnoff ahead of an anticipated dry winter period.

Despite prevailing economic uncertainty, the Queensland grazing market has continued to adapt to changing market conditions and evolving regulatory frameworks.

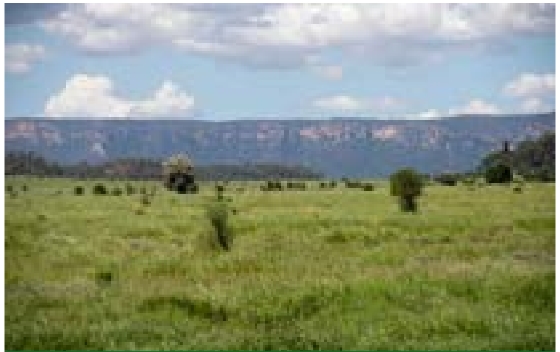
However, the market subsequently rebounded strongly, with the EYCI recovering to approximately 924 cents per kilogram. The recovery was underpinned by improved seasonal conditions across southern Queensland and northern New South Wales, increased demand from feedlot operators and processors, together with renewed producer demand for backgrounding cattle.

Despite prevailing economic uncertainty, the Queensland grazing market has continued to adapt to changing market conditions and evolving regulatory frameworks. The introduction of new federal tree clearing legislation in late 2025 initially created uncertainty within the grazing sector, however this appears to have been largely absorbed by the market.

Transactional evidence throughout 2026 to date indicates that purchaser demand remains heavily concentrated towards high-quality Tier 1 grazing assets, particularly holdings offering reliable water infrastructure, scale, operational efficiency and secure location attributes. Conversely, secondary and tertiary assets are generally experiencing extended selling periods, with softer competition and increasingly buyer-favourable conditions emerging in portions of the market.

Family operators continue to represent the predominant purchaser profile within the sub-$50 million market segment, whilst foreign interest remains comparatively constrained, partly due to land tax threshold considerations and broader regulatory settings.

Notable transactions throughout Queensland in the 2026 year include Bottle Tree Camp (central Queensland), Valley of Lagoons (north Queensland), Gemini Downs (central Queensland), together with the anticipated divestment of Gina Rinehart's Rockybank Aggregation, all of which had reportedly attracted sound market interest despite elevated capital values.



Bottle Tree Camp Source: farmbuy.com

The southern Queensland market has recorded comparatively fewer significant transactions, reflective of seasonal variability and drier conditions throughout portions of the south-east and south-west. However, large-scale holdings within the south-west continue to attract enquiry, evidenced by the recent sale of Woonoona and Tatala near Cunnamulla, reportedly reflecting rates approaching $100 per acre for mulga country.

Additional listings within the salad bowl region, including the Grimwade and Gordon Warrambah aggregation and the SLM portfolio, are also understood to have generated sound enquiry following improved summer seasonal conditions.

Agent feedback across the state continues to indicate strong demand for quality breeder country, particularly well-located operations with secure water and reliable carrying capacity. However, the supply of quality breeding assets remains limited, with many vendors electing to defer sale decisions until broader market risks and economic uncertainty moderate.

Activity within the intensive livestock sector also remains noteworthy, particularly throughout southern Queensland's feedlot market. Recent transactions include Mort & Co's Pinegrove and Yarranbrook feedlots, whilst ongoing negotiations are reportedly occurring in relation to Van Dyke Feedlot (central Queensland) and Smithfield (South Burnett). Further market attention is also anticipated regarding the proposed divestment of the broader Mort & Co business, including Grassdale Feedlot, which may attract both domestic and international institutional interest.

Overall, demand for quality grazing assets across both breeding and fattening operations remains sound. Buyer activity has stabilised relative to previous periods, however purchasers are becoming increasingly selective, with extended due diligence periods and greater emphasis placed on operational quality, water security, carrying capacity and location fundamentals.

The Queensland grazing market continues to be underpinned by long-term confidence, generally favourable seasonal conditions across much of the state and comparatively strong beef market fundamentals. Demand for grazing land is presently considered stronger than many alternative agricultural sectors, including irrigation and horticultural markets.

Samuel Mason
Associate Director

Western Australia

The primary sentiment in the market currently centres on the profitability potential of Western Australian cropping enterprises this season (2026/27), due to historically high input prices, increased operating costs, soft commodity prices, inflation, and political instability. Pressure on grower margins increased in 2025 compared to seasons prior and it was evident, prior to the outbreak and escalation of the war in Iran in late February, that this would again be the case coming into the season, however this did not necessarily result in a more pessimistic view being taken in the market with some regions recording further significant increases in land values on the back of the 2025/26 season.

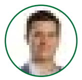
Whilst the Western Australian Agri-Economic status has to this point remained resilient, recent surge increases in fuel and fertiliser costs in particular, due to the war in Iran, and concerns around availability of the latter for post-emergence spraying is now tempering grower positivity more broadly. Whilst it is reported that the majority of growers now have sufficient fuel and fertiliser stock on hand for seeding, and that the fertiliser supply situation is somewhat improving on the back of recent increases in onshore supply and further expected arrivals, discussions with growers throughout the state indicate a more risk-averse approach to the current season will be taken due to the combination of cost increases. Some growers are reporting that fertiliser costs have increased by circa 75 per cent on budgeted figures. As a result, seeding programs have been amended or scaled back to prioritise inputs and maximise yield potential and profitability, with some less-profitable paddocks left fallow. There is also the likelihood of further cash rate increases from the Reserve Bank of Australia as a result of an upwards trend in inflation, which has been occurring since mid-2025 and is currently being exacerbated by instability in the Middle East, as well as a significant mice plague being of concern during the current seeding and crop emergence period, particularly in the Mid-West.

Whilst these factors all have the potential to impact cropping land values throughout the state in the next 12 months, any movement is unlikely to be reflected in the market until late in the year upon commencement of the spring selling season when prospective purchasers have more assurances regarding their financial position. Discussions with growers and real estate agents indicate that the market is in somewhat of a holding pattern with seasonal conditions, changes in input and operating costs, and the commodity price outlook to dictate the level of demand in the market and its subsequent influence on land values come the end of the year.

In respect to seasonal conditions, 2026 to date has seen a significant variance from month to

Recent surge increases in fuel and fertiliser costs in particular, due to the war in Iran, and concerns around availability of the latter for post-emergence spraying is now tempering grower positivity more broadly.

month. After a second consecutive year of very little summer rainfall, tropical Cyclone Mitchell in February and tropical Cyclone Narelle in March brought significant rainfall to large areas across the southern agricultural regions of Western Australia. Early April saw subsequent rainfall events across the south coast and as a result, sub-soil moisture reserves sat at above average levels in many areas throughout the state. May was particularly dry, with recorded rainfall up until the end of the month being well below average, however a deep low-pressure system brought timely rainfall across the Western Australia Day long weekend for the south-west region, as well as parts of the mid-west and wheatbelt. It is, however, being reported that the development of an El Niño event in the Pacific Ocean from May is likely, albeit based on climate modelling which can be variable at this time of year. An El Niño historically results in limited winter and spring rainfall across large parts of Australia. The Bureau of Meteorology's seasonal outlook for the May to July 2026 period indicates that below-average rainfall is more likely over southern Western Australia.



Mitchell Boylan
Valuer

Northern Territory

The 2025–26 wet season in the Northern Territory was exceptionally active and high-yielding, breaking numerous rainfall records. The Barkly Tablelands received massive late-summer deluges (some properties received over 600 millimetres in a single week in late February), turning around a slower start to the season and guaranteeing heavy standing dry matter for the 2026 dry season, while in Central Australia (Alice Springs), total rainfall hit 428 millimetres (193 per cent of the average),

> *It appears that the pastoral market remains in a bit of a holding pattern, again, with little in the way of sales.*

transforming the arid and semi-arid grazing zones into highly productive pastures. In the Top End, Roper and Gulf districts, the wet season saw an early-to-near-normal rainfall onset during October and November, breaking any lingering dry-season dormancy ahead of schedule. But highest-on-record rainfall totals in the Top End and Katherine/Daly caused widespread flooding and also created nutritional quality issues as the rapid growth of tropical pastures saw massive bulk feed but lower digestibility of the tall, lignified tropical grasses. Despite the pros and cons of an above-average wet season - and a big wet is usually a positive driver of pastoral and agricultural sales activity across the NT and Kimberley - and the solid volume momentum evident in the live cattle export trade out of Darwin, there has been little activity on the pastoral leasehold front during the first half of 2026. It appears that the pastoral market remains in a bit of a holding pattern, again, with little in the way of sales and less appetite for potential buyers to bid up on stations where the market value levels have been relatively well-tested in recent years. The latter really includes most pastoral districts other than the two main corporate regions, the Barkly Tablelands and the Victoria River District. Having said that, the sale late last year of Beetaloo/Mungabroom did show a significant uplift in value levels for that region, but then again, Beetaloo was the first sale on the Barkey since Brunchilly back in early 2023, so the next sale was more than likely going to show a jump. The only pastoral sale in the Northern Territory this year has been Aroona (1475 square kilometres), which settled in March for $44 million WIWO or just under $30 million assessed bare. There had been enough sales activity in that district over the preceding five years or so to provide a fair indication of value levels, and the sale of Aroona tends to indicate a holding of those value levels.

From the perspective of conversion of suitable areas of pastoral leasehold to a higher use, such as conversion to dryland cotton under 30-year diversification permits (in rotation with more traditional broadacre crops such as sorghum and maize), potential has definitely helped drive the market in recent years, however we are seeing reduced confidence in this aspect of the market. We know that two major land developers of substantial areas used for dryland cotton farms in the Katherine/Daly basin have quit or are about to quit the market. One listed their property for sale in November 2025 (Claravale Station and Claravale Farm aggregation), which is still on the market. Douglas West (427 square kilometres) in the Douglas region, which remains largely underdeveloped but has been advertised for its potential to develop into dryland cotton, is also still sitting on the market, having also been listed for sale at the end of 2025 (and which was also listed for sale back in 2024 but failed to sell). The sale of Aroona, however, which had no cleared farming country but did have a large clearing permit area (3899 hectares), appears to have shown that the buyer, Cross Pacific Investments from Argentina, who also already have substantial pastoral holdings in the region, did attribute additional value to the development potential of this area. We note the recent listing for sale of Banjo Station (578 square kilometres), located 300 kilometres south of Katherine by road on the

Sturt Plateau (820 millimetres per annum mean annual rainfall) with reportedly 6,885 hectares of cleared cultivation. This should be a good test of the market's appetite for arable pastoral leasehold farming country under the current economic conditions.

Meanwhile, there remains plenty on the market for sale in the freehold agricultural and horticultural sector of the Northern Territory. As for the pastoral market where sales evidence has established a reasonable base of value levels over recent years (apart from one or two exceptions), properties that continue to test the market at much higher value rates than established continue to sit there for sale after extended periods, while there have been several recent deals negotiated which tend to support values at the levels established over, say, the past five years. We are aware of a large freehold aggregation south of Katherine in the Venn locality that is under contract (but subject to delayed settlement) which indicates reasonable ongoing confidence in the market, not so much in the irrigable land market as the property is predominantly a dryland cropping block, or dryland cotton market (rainfall here is probably too low), but from the improved pasture/hay farming for cattle grazing perspective. Although full details remain confidential, we can say that the deal is likely to show between $4500 and $5000 per hectare (cleared and improved) over a relatively large scale 2500-plus hectares. Such values again indicate the holding pattern of values.

We are also aware that a deal was struck in May on the large irrigation and dryland aggregation Taylors Park - North (5310 hectares) and Taylors Park - South (1559 hectares), located around 50 kilometres west of Katherine. There remains a significant area under Indian Sandalwood plantation (including host trees) on this aggregation. Full details remain confidential at this stage, however the deal, which comes after listing for sale around a year ago, reflects ongoing confidence in the region, again, more from a beef/protein growing perspective than a horticulture (and definitely forestry) production perspective

Taylors Park, Katherine Source: farmbuy.com

We are aware of another freehold block in the Venn district reportedly under contract for sale. Again, full details remain confidential at this stage, however the deal will show a relatively strong dollar per hectare rate for predominantly arable, cleared land (350-plus hectares) but without groundwater allocation, meaning that the buyer, also a horticulturalist from the district, may have to transfer water from their existing entitlement if they have enough.

The ink is still wet on another freehold dryland farming property, this time in the Top End region. Heaton Hill (543 hectares) located 98 kilometres south of Darwin with Stuart Highway frontage and 180-plus hectares cleared or improved, has been on the market since 2023, asking $4.5 million (bare). It is finally under contract (deal done in early 2026) to an NT pastoralist. Again, full details remain confidential, however this strong sale again shows confidence in the northern cattle industry and also reflects the premium payable for freehold within a 100 kilometre radius of the Port of Darwin.

Over in the Kimberley region of Western Australia, values also appear to be holding, although with the limited number of sales in any one year (mainly because of the limited number of properties throughout the east and west Kimberley - around 92 pastoral leases over 42 operating pastoral enterprises) the trend in value levels is more difficult to judge. The only pastoral transaction to have occurred this year has been Country Downs, but even this is not a confirmed sale yet, only a contract for sale. At this stage, it appears that the sale will indicate that previous dollar per adult equivalent levels have been maintained.

Country Downs Station Source: soldonline.com.au

Freehold farming sales in the Kimberley have been largely restricted to the East Kimberley and Ord River Irrigation Area around Kununurra over the past twelve months and there have been no significant sales in the year to date. There are very few farming properties currently on the market for sale at present in the ORIA. With the recent opening of the new cotton gin just outside of Kununurra and the growing of irrigated GM cotton at a far more established position than dryland cotton in the NT for example, we anticipate that value levels should, as a minimum, be maintained and possibly increase over the rest of the year. The most recent sales were in the second half of 2025 and all in the original Stage 1 of the ORIA, which showed a range of between $22,000 and $25,000 per irrigated hectare inclusive of water (17 megalitres per hectare per annum). Ample, secure irrigation water, relatively consistent self-mulching black clays and proximity to the well-established regional service centre of Kununurra are proving more attractive at this moment than dryland farming, often in more remote areas in the NT.

Frank Peacocke
Director

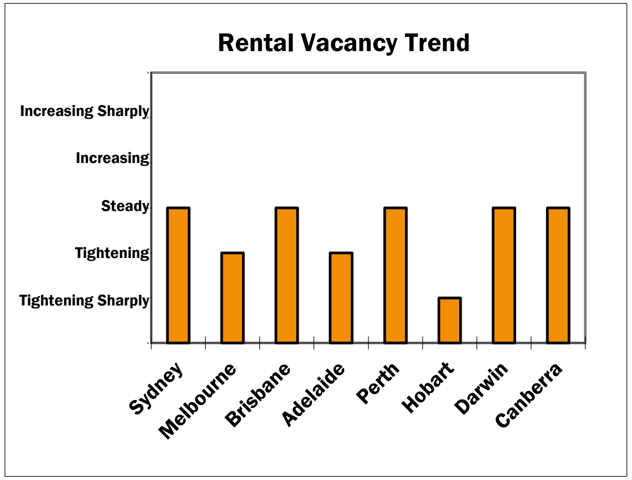
Property Market Indicators

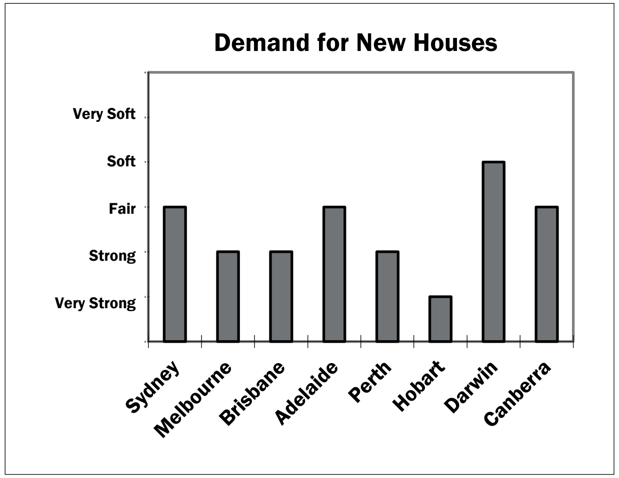
June 2026

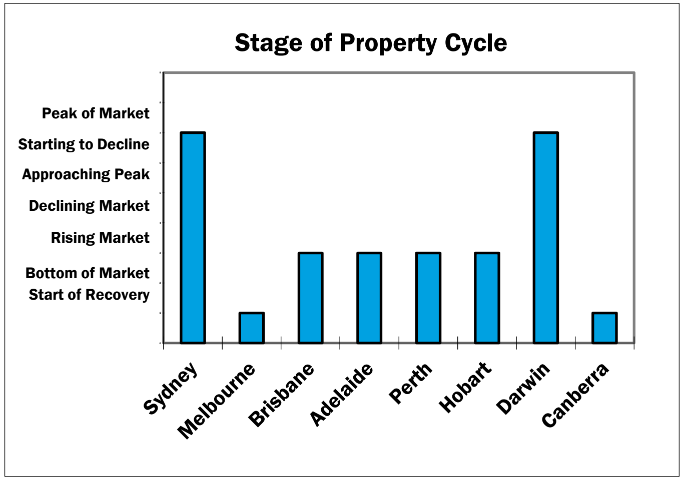
Capital City Property Market Indicators – Houses

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Tightening	Steady	Tightening	Steady	Tightening sharply	Steady	Steady
Demand for New Houses	Fair	Strong	Strong	Fair	Strong	Very strong	Soft	Fair
Trend in New House Construction	Declining	Declining	Declining	Declining	Steady	Declining significantly	Increasing	Increasing
Volume of House Sales	Steady	Increasing	Steady	Declining	Steady	Increasing strongly	Steady	Increasing
Stage of Property Cycle	Starting to decline	Start of recovery	Rising market	Rising market	Rising market	Rising market	Starting to decline	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Frequently	Frequently	Frequently	Very frequently	Almost never	Occasionally

Red entries indicate change from previous month to a higher risk-rating *Blue entries indicate change from previous month to a lower risk-rating*



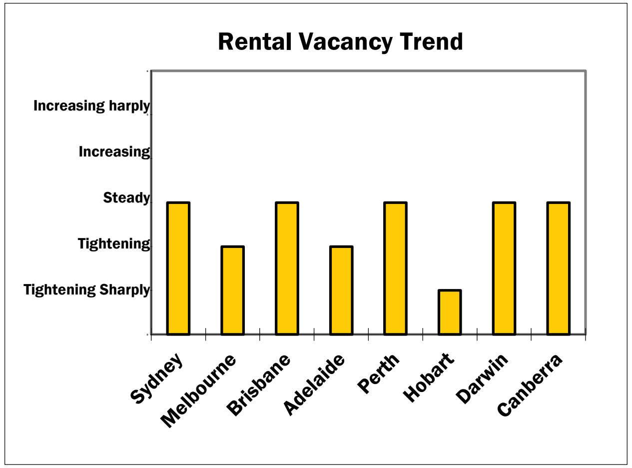


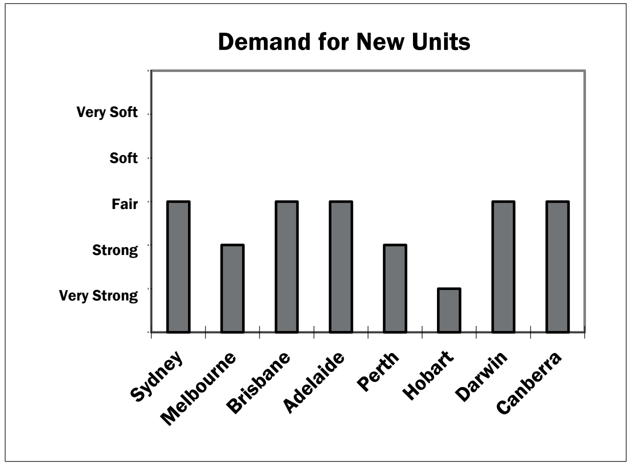


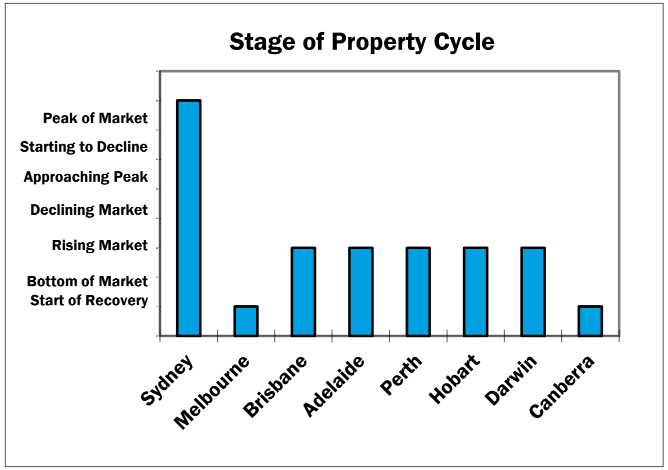
Capital City Property Market Indicators – Units

Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Tightening	Steady	Tightening	Steady	Tightening sharply	Steady	Steady
Demand for New Units	Fair	Strong	Fair	Fair	Strong	Very strong	Fair	Fair
Trend in New Unit Construction	Declining	Declining	Increasing	Steady	Increasing	Declining significantly	Increasing	Increasing
Volume of Unit Sales	Steady	Increasing	Steady	Declining	Steady	Increasing strongly	Steady	Steady
Stage of Property Cycle	Peak of market	Start of recovery	Rising market	Rising market	Rising market	Rising market	Rising market	Start of recovery
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Frequently	Occasionally	Very frequently	Almost never	Occasionally

Red entries indicate change from previous month to a higher risk-rating *Blue entries indicate change from previous month to a lower risk-rating*





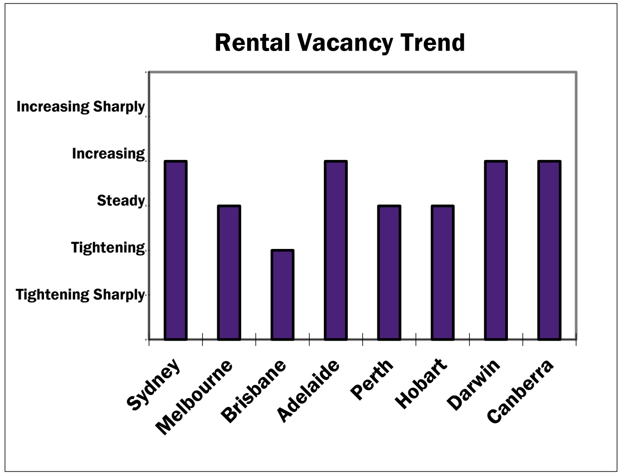


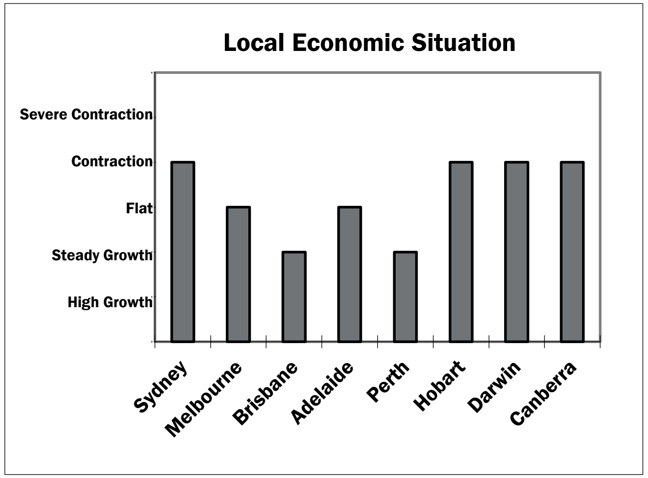
Capital City Property Market Retail

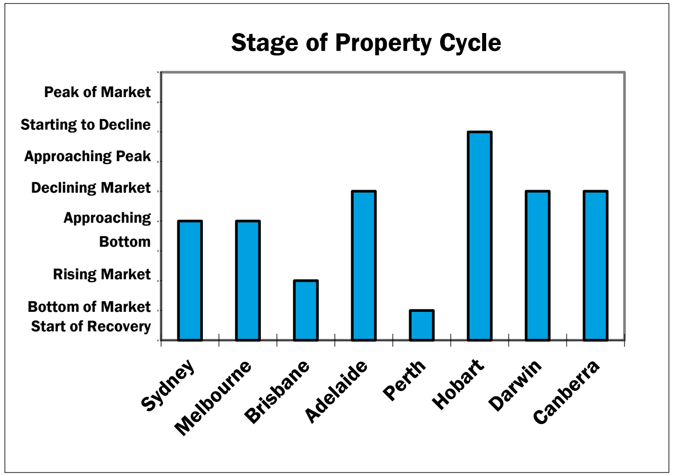
Factor	Sydney	Melbourne	Brisbane	Adelaide	Perth	Hobart	Darwin	Canberra
Rental Vacancy Situation	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Shortage of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Increasing	Steady	Tightening	Increasing	Steady	Steady	Increasing	Increasing
Rental Rate Trend	Stable	Declining	Stable	Stable	Stable	Stable	Declining	Declining
Volume of Property Sales	Declining	Steady	Steady	Steady	Steady	Declining	Steady	Steady
Stage of Property Cycle	Approaching bottom of market	Approaching bottom of market	Rising market	Declining market	Bottom of market	Starting to decline	Declining market	Declining market
Local Economic Situation	Contraction	Flat	Steady growth	Flat	Steady growth	Contraction	Contraction	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Large	Large	Significant	Significant	Large	Significant	Significant	Significant

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating





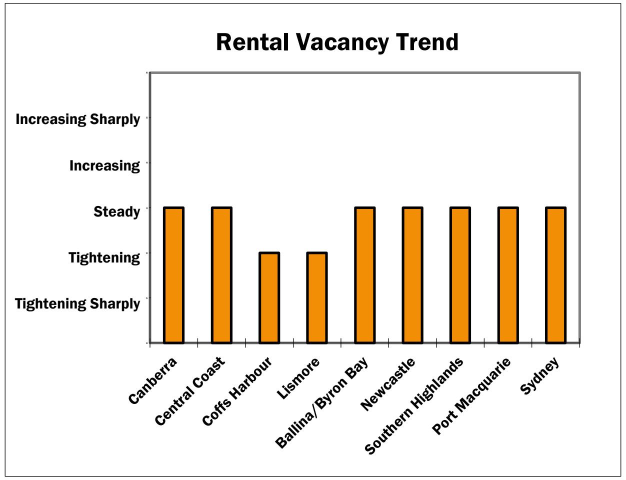


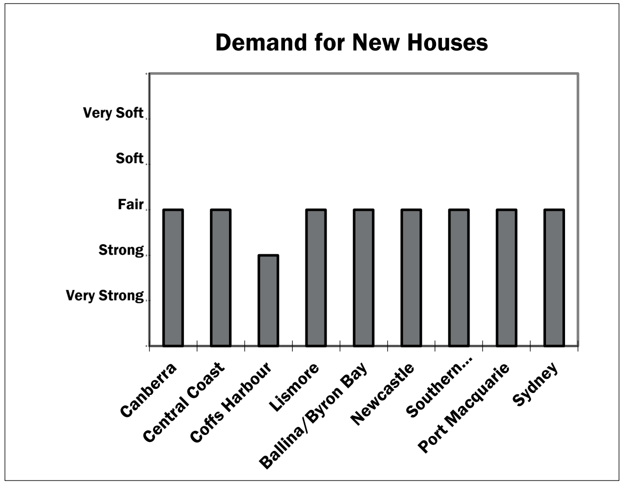
East Coast New South Wales Property Market Indicators – Houses

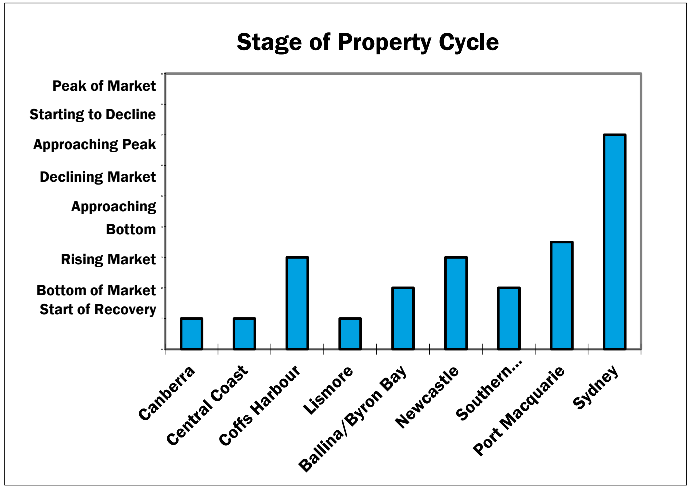
Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Port Macquarie	Sydney
Rental Vacancy Situation	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Tightening	Tightening	Steady	Steady	Steady	Steady	Steady
Demand for New Houses	Fair	Fair	Strong	Fair	Fair	Fair	Fair	Fair	Fair
Trend in New House Construction	Increasing	Steady	Declining	Steady	Steady	Steady	Steady	Steady	Declining
Volume of House Sales	Increasing	Steady	Increasing	Increasing	Steady	Increasing	Steady	Increasing	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Rising market	Start of recovery	Bottom of market	Rising market	Bottom of market	Approaching bottom of market	Starting to decline
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Almost never	Almost never	Occasionally	Frequently	Occasionally	Occasionally

Red entries indicate change from previous month to a higher risk-rating

Blue entries indicate change from previous month to a lower risk-rating







Country New South Wales Property Market Indicators – Houses

Factor	Albury	Bathurst	Wodonga	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market	Shortage of available property relative to demand	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Tightening	Steady	Steady	Tightening	Steady
Demand for New Houses	Fair	Soft	Fair	Fair	Fair	Fair
Trend in New House Construction	Steady	Increasing	Steady	Steady	Steady	Steady
Volume of House Sales	Increasing	Steady	Increasing	Increasing	Increasing	Steady
Stage of Property Cycle	Rising market	Start of recovery	Rising market	Peak of market	Approaching peak of market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Very frequently	Occasionally	Occasionally

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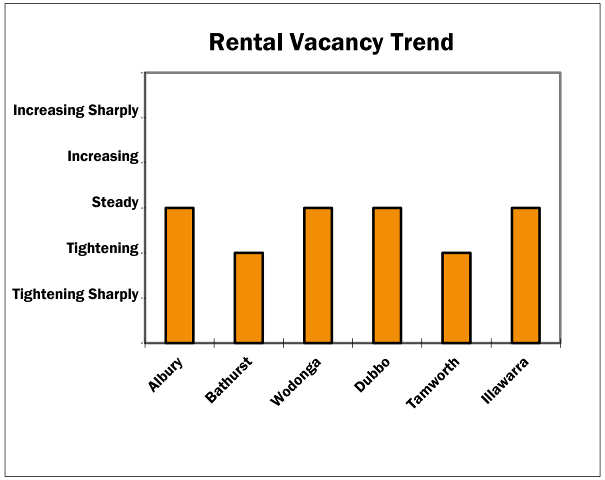

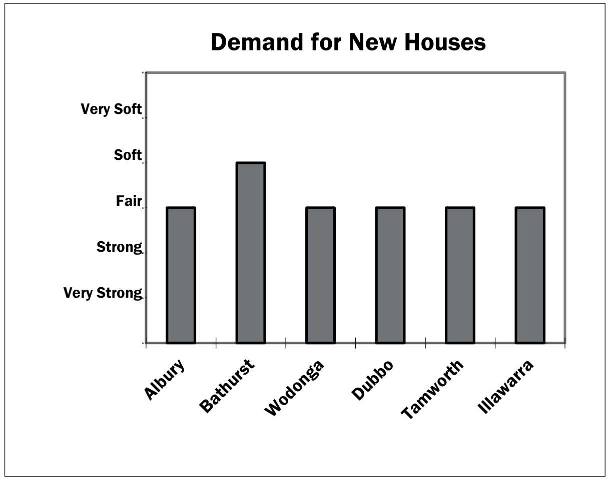

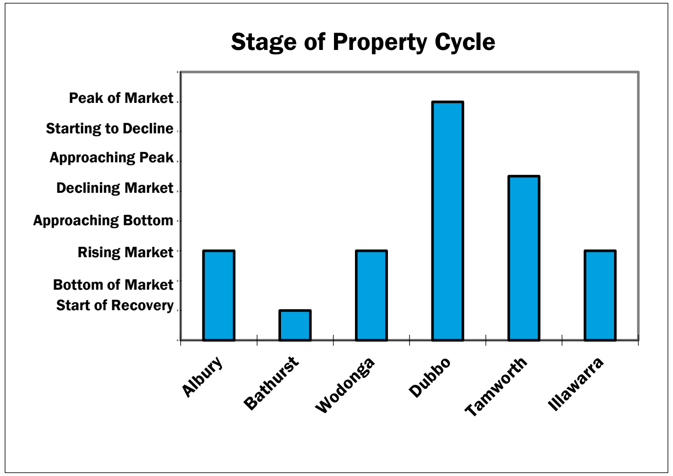

East Coast New South Wales Property Market Indicators - Units

Factor	Canberra	Central Coast	Coffs Harbour	Lismore	Byron Bay/Ballina	Newcastle	Southern Highlands	Port Macquarie	Sydney
Rental Vacancy Situation	Balanced market	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Tightening	Steady	Steady	Tightening	Steady	Steady	Steady
Demand for New Units	Fair	Strong	Strong	Fair	Strong	Strong	Fair	Fair	Fair
Trend in New Unit Construction	Increasing	Declining	Declining	Steady	Declining	Steady	Declining	Steady	Declining
Volume of Unit Sales	Steady	Increasing strongly	Increasing	Increasing	Increasing	Increasing	Steady	Steady	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Rising market	Start of recovery	Bottom of market	Start of recovery	Bottom of market	Approaching bottom of market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Almost never	Almost never	Almost never	Occasionally	Frequently	Occasionally	Occasionally

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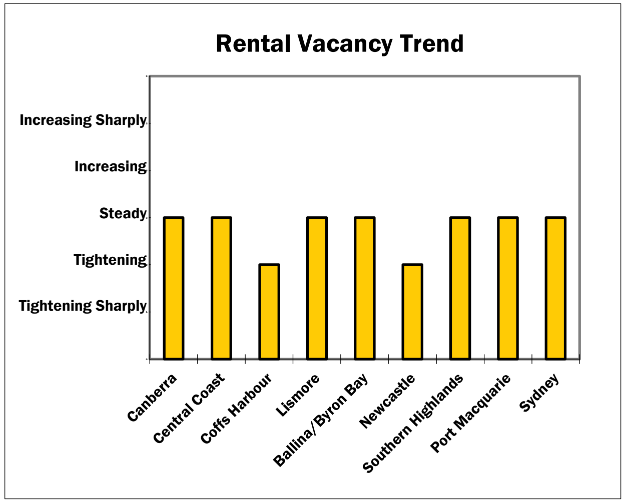

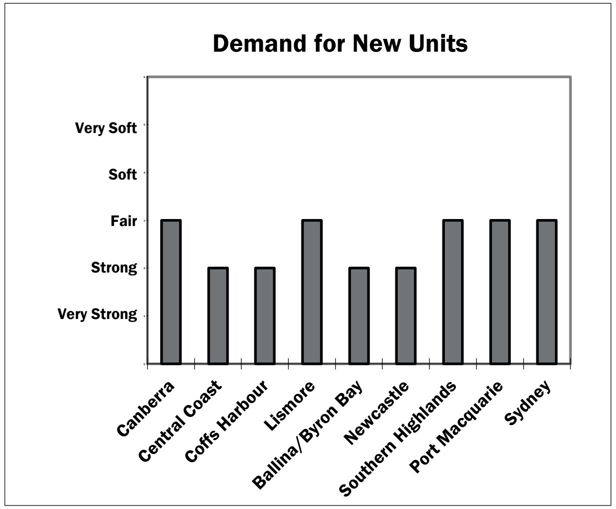

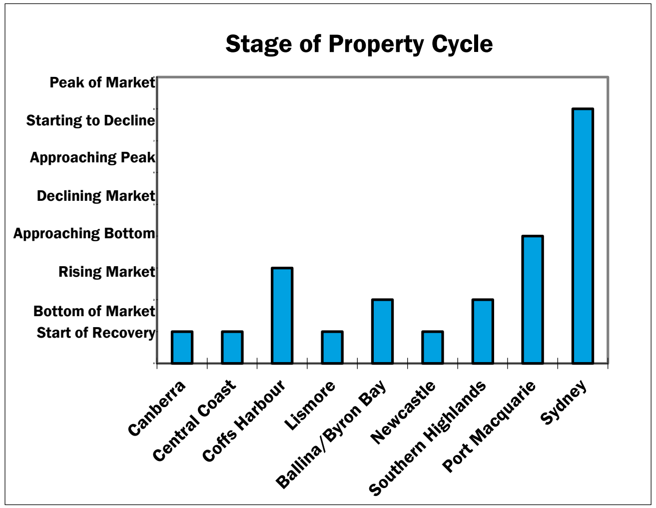

Country New South Wales Property Market Indicators - Units

Factor	Albury	Wodonga	Bathurst	Dubbo	Tamworth	Illawarra
Rental Vacancy Situation	Balanced market	Balanced market	Shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Balanced market
Rental Vacancy Trend	Steady	Steady	Tightening	Steady	Tightening	Steady
Demand for New Units	Fair	Fair	Fair	Fair	Strong	Fair
Trend in New Unit Construction	Steady	Steady	Steady	Declining	Steady	Declining
Volume of Unit Sales	Increasing	Increasing	Increasing	Steady	Increasing	Steady
Stage of Property Cycle	Rising market	Rising market	Starting to decline	Rising market	Rising market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally

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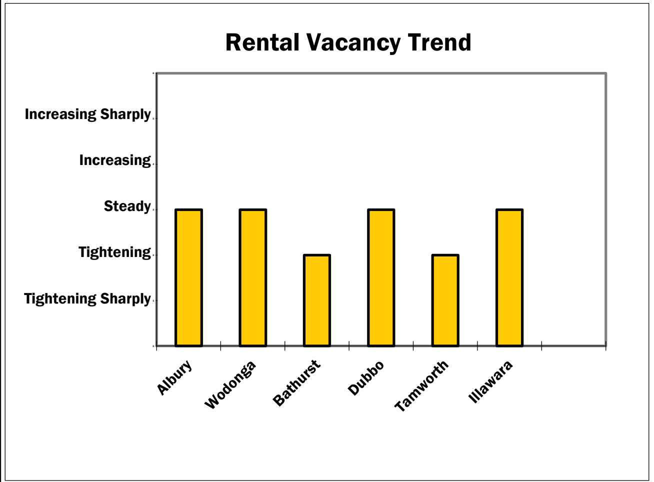

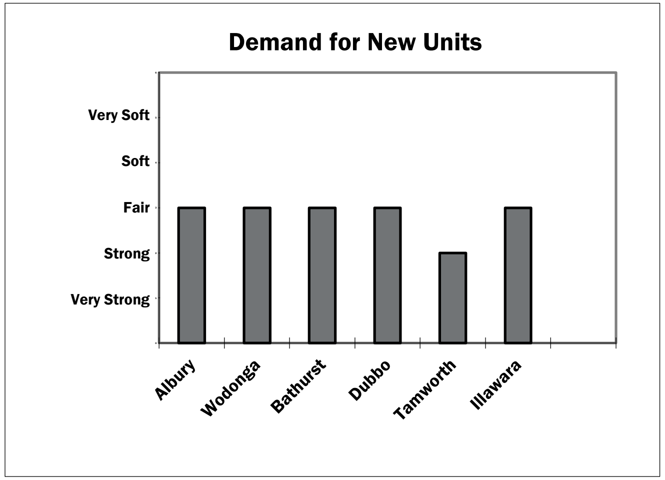

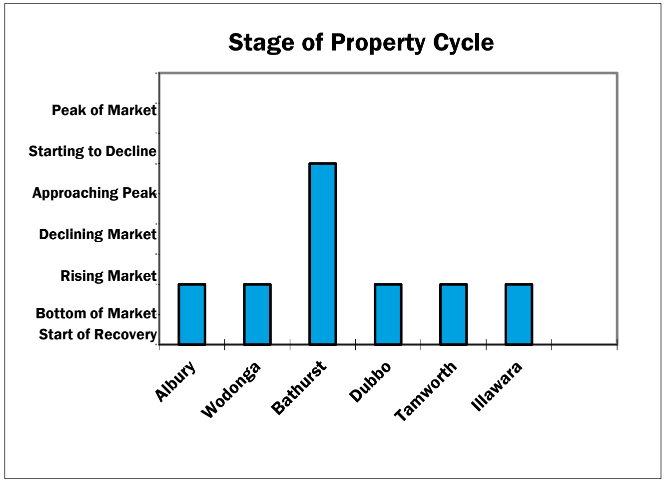

East Coast & Country New South Wales Property Market Indicators – Retail

Factor	Canberra	Central Coast	Coffs Harbour	Ballina/Byron Bay	Lismore	Mid North Coast	Illawara	Newcastle	Port Macquarie	Sydney
Rental Vacancy Situation	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand	Balanced market	Large over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Balanced market - Over-supply of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Increasing	Steady	Steady	Increasing	Steady	Steady	Steady	Steady	Steady	Increasing
Rental Rate Trend	Declining	Stable	Stable	Stable	Stable	Stable	Stable	Stable	Stable	Stable
Volume of Property Sales	Steady	Steady	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Declining
Stage of Property Cycle	Declining market	Peak of market	Declining market	Starting to decline	Start of recovery	Starting to decline	Declining market	Declining market	Peak of market	Approaching bottom of market
Local Economic Situation	Contraction	Flat	Flat	Flat	Flat	Flat	Steady growth	Steady growth	Steady growth	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Significant	Significant	Small	Significant	Significant	Large	Large	Significant - Large	Large

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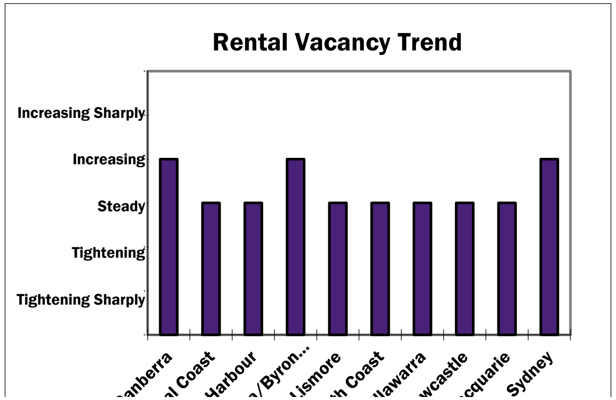

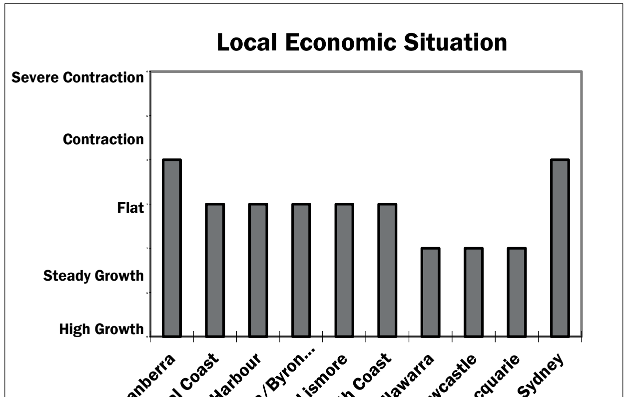

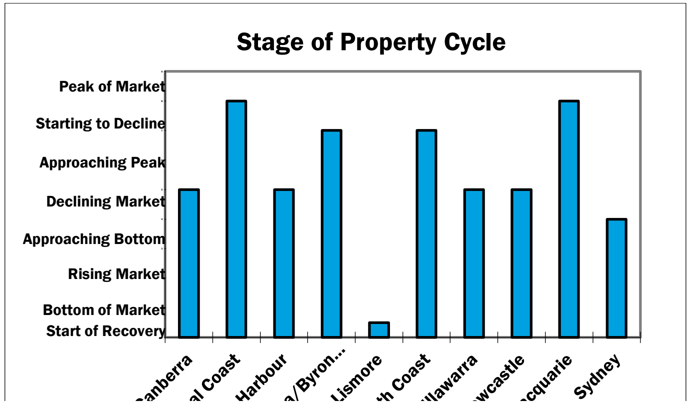

Victorian and Tasmanian Property Market Indicators – Houses

Factor	Geelong	Melbourne	Shepparton	Mildura	Mount Gambier	Hobart	Burnie/ Devenport	Launceston
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Steady	Steady	Tightening	Tightening sharply	Steady	Steady
Demand for New Houses	Fair	Strong	Fair	Fair	Fair	Very strong	Fair	Fair
Trend in New House Construction	Steady	Declining	Steady	Steady	Increasing	Declining significantly	Increasing	Increasing
Volume of House Sales	Increasing	Increasing	Increasing	Steady	Declining	Increasing strongly	Steady	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Approaching peak of market	Approaching peak of market	Peak of market	Rising market	Starting to decline	Starting to decline
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Very frequently	Occasionally	Occasionally

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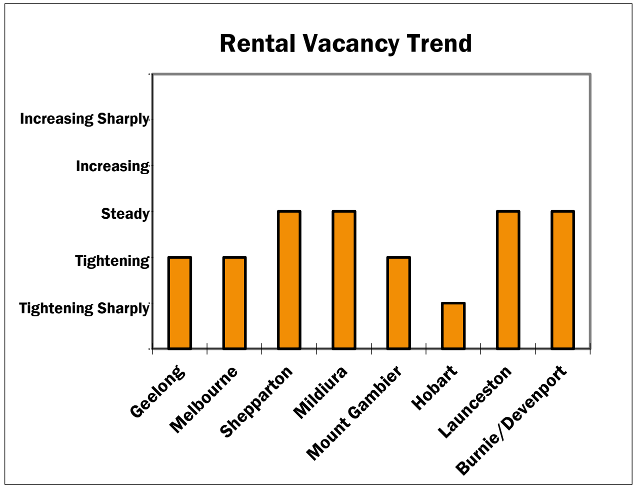

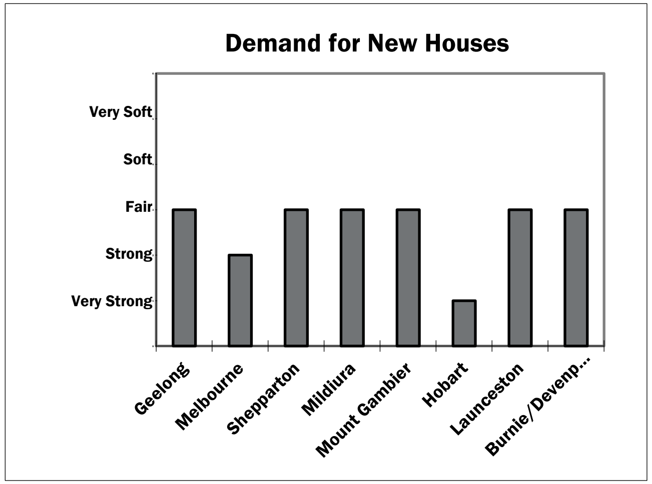

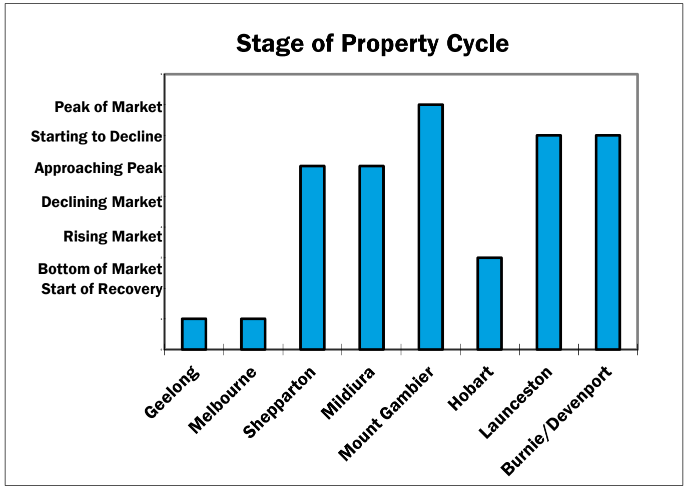

Victorian and Tasmanian Property Market Indicators – Units

Factor	Geelong	Melbourne	Shepparton	Mount Gambier	Mildura	Hobart	Launceston	Burnie/Develport
Rental Vacancy Situation	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Steady	Steady	Steady	Tightening sharply	Steady	Steady
Demand for New Units	Fair	Strong	Fair	Fair	Fair	Very strong	Fair	Fair
Trend in New Unit Construction	Steady	Declining	Steady	Steady	Steady	Declining significantly	Increasing	Increasing
Volume of Unit Sales	Steady	Increasing	Increasing	Steady	Steady	Increasing strongly	Steady	Steady
Stage of Property Cycle	Start of recovery	Start of recovery	Approaching peak of market	Peak of market	Approaching peak of market	Rising market	Starting to decline	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Very frequently	Occasionally	Occasionally

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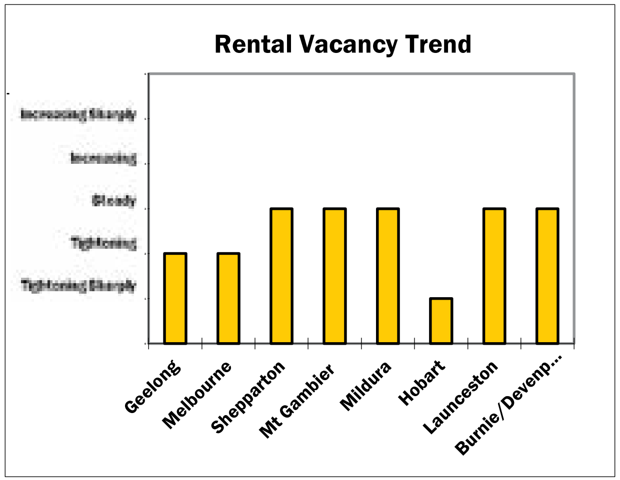

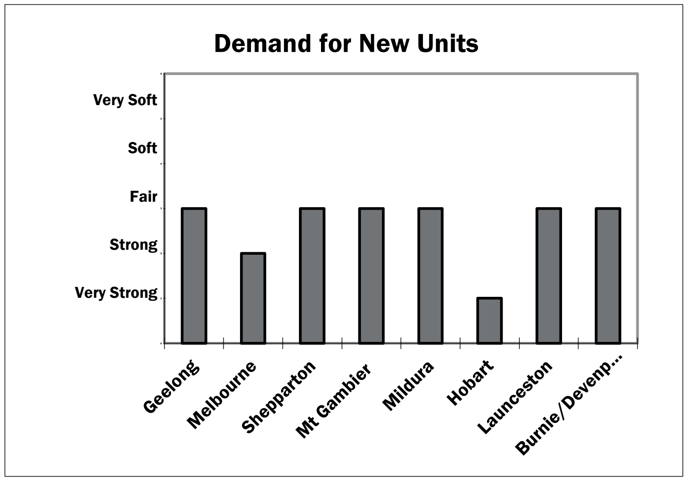

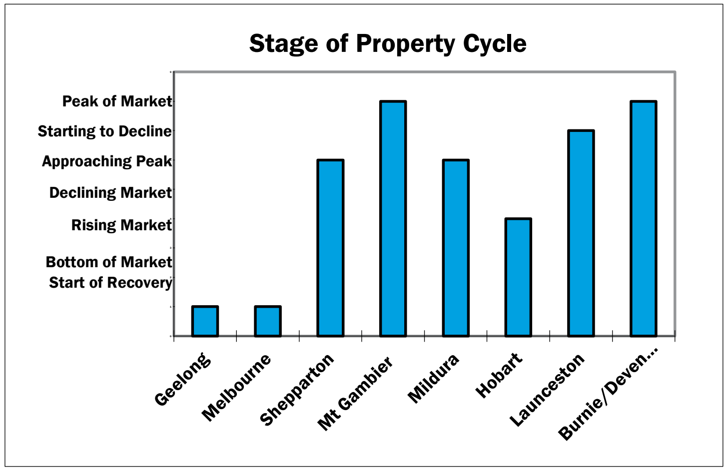

Victorian and Tasmanian Property Market Indicators – Retail

Factor	Ballarat	Bendigo	Echuca	Geelong	Gippsland	Melbourne	Mildura	Burnie/Develport	Hobart	Launceston
Rental Vacancy Situation	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Over-supply of available property relative to demand	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing
Rental Rate Trend	Stable	Stable	Stable	Stable	Declining	Declining	Stable	Stable	Stable	Stable
Volume of Property Sales	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Declining	Steady
Stage of Property Cycle	Rising market	Rising market	Declining market	Start of recovery	Starting to decline	Approaching bottom of market	Start of recovery	Starting to decline	Starting to decline	Starting to decline
Local Economic Situation	Steady growth	Flat	Flat	Flat	Flat	Flat	Steady growth	Flat	Contraction	Flat
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Significant	Small	Large	Significant	Large	Small	Significant	Small	Significant

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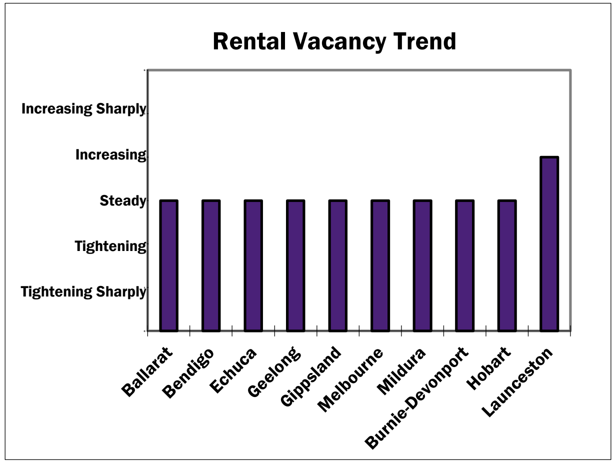

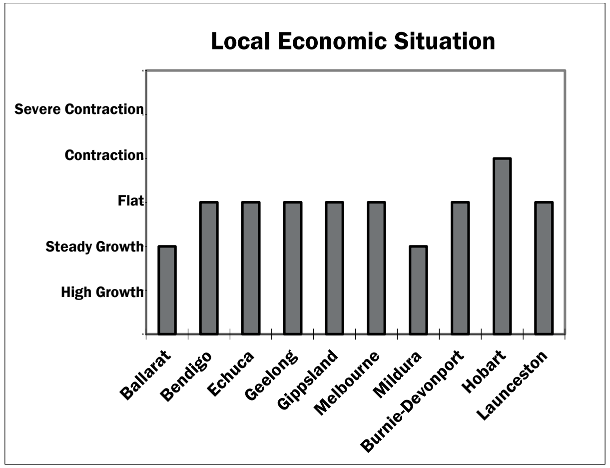

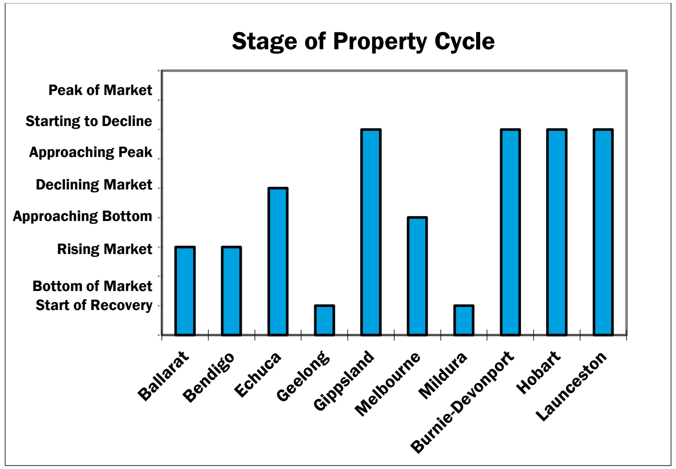

Queensland Property Market Indicators – Houses

Factor	Cairns	Townsville	Whitsunday	Mackay	Rockhampton	Emerald	Gladstone	Bundaberg	Fraser Coast	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Balanced market	Balanced market	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Steady	Tightening	Increasing	Steady	Steady	Steady	Steady	Steady	Steady	Tightening
Demand for New Houses	Strong	Fair	Fair	Strong	Very strong	Strong	Strong	Fair	Fair	Fair	Strong	Fair	Fair	Strong
Trend in New House Construction	Declining	Steady	Steady	Declining	Declining significantly	Steady	Declining	Steady	Steady	Steady	Declining	Steady	Steady	Declining
Volume of House Sales	Steady	Steady	Steady	Steady	Increasing strongly	Increasing	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing
Stage of Property Cycle	Rising market	Rising market	Approaching peak of market	Rising market	Rising market	Rising market	Approaching peak of market	Peak of market	Rising market	Approaching peak of market	Rising market	Bottom of market	Rising market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Occasion-ally	Occasionally	Occasionally	Frequently	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Frequently	Very frequently	Occasio nally	Occasionally

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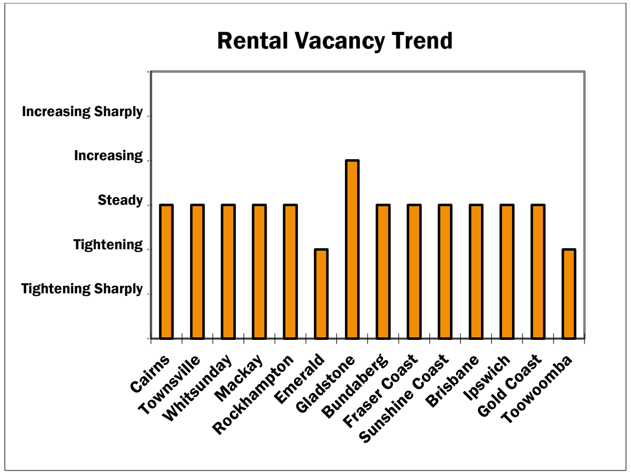

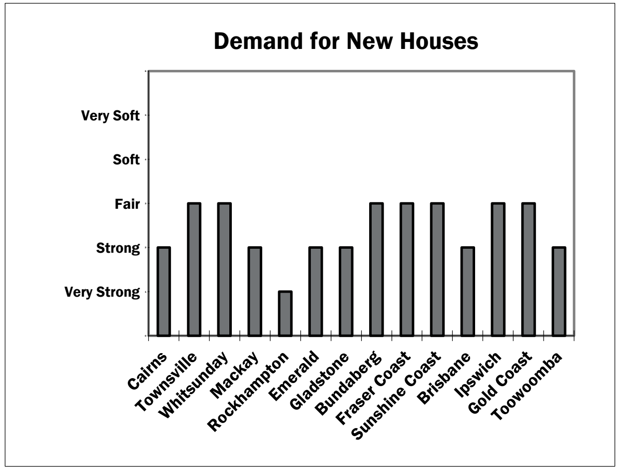

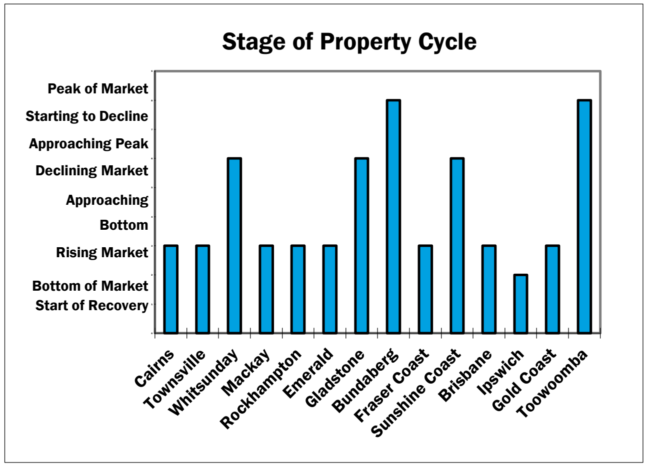

Queensland Property Market Indicators – Units

Factor	Cairns	Townsville	Whitsunday	Mackay	Rock-hampton	Emerald	Gladstone	Bundaberg	Fraser Coast	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Steady	Tightening	Increasing	Steady	Steady	Steady	Steady	Steady	Steady	Tightening
Demand for New Units	Strong	Fair	Fair	Strong	Fair	Strong	Fair	Fair	Fair	Fair	Fair	Fair	Fair	Strong
Trend in New Unit Construction	Increasing	Steady	Steady	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Increasing	Steady	Declining
Volume of Unit Sales	Steady	Increasing	Increasing	Steady	Increasing	Increasing	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing
Stage of Property Cycle	Rising market	Rising market	Approaching peak of market	Rising market	Rising market	Rising market	Approaching peak of market	Peak of market	Declining market	Approaching peak of market	Rising market	Rising market	Rising market	Peak of market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Occasionally	Occasionally	Occasionally	Occasion-ally	Occasionally	Occasionally	Occasionally	Occasionally	Occasionally	Occasion-ally	Occasion-ally	Occasionally	Occasionally

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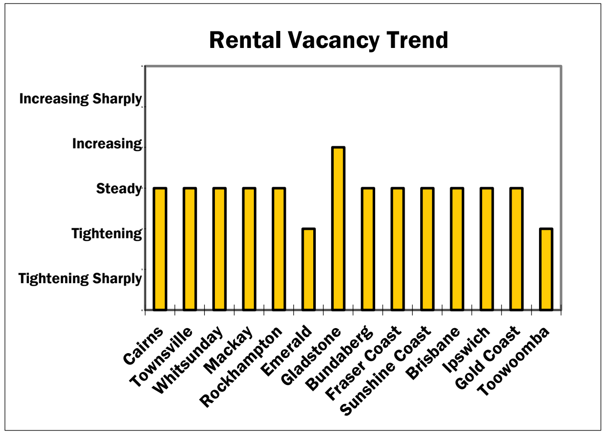

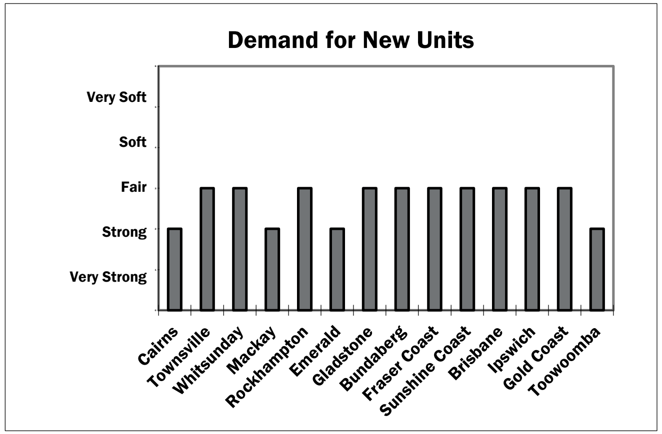

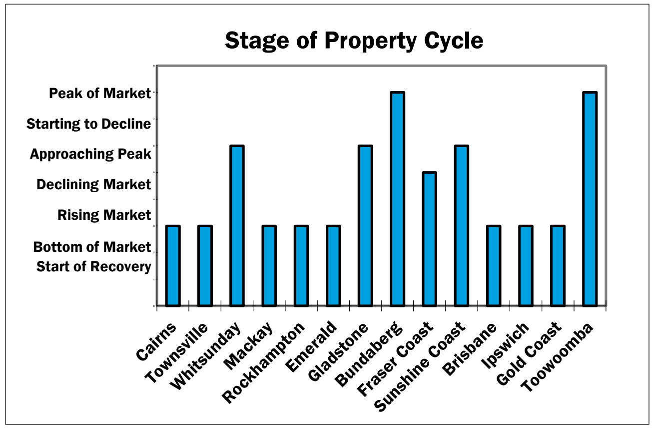

Queensland Property Market Indicators – Retail

Factor	Cairns	Townsville	Mackay	Bundaberg	Rockhampton	Gladstone	Emerald	Fraser Coast	Sunshine Coast	Brisbane	Ipswich	Gold Coast	Toowoomba
Rental Vacancy Situation	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Balanced market	Shortage of available property relative to demand	Over-supply of available property relative to demand	Balanced market	Over-supply of available property relative to demand
Rental Vacancy Trend	Steady	Steady	Steady	Steady	Tightening	Tightening	Tightening	Steady	Steady	Tightening	Steady	Steady	Increasing
Rental Rate Trend	Stable	Stable	Stable	Increasing	Increasing	Increasing	Increasing	Increasing	Stable	Stable	Stable	Stable	Stable
Volume of Property Sales	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Steady
Stage of Property Cycle	Start of recovery	Peak of market	Approaching peak of market	Approaching peak of market	Rising market	Rising market	Rising market	Approaching peak of market	Declining market	Rising market	Rising market	Approaching peak of market	Bottom of market
Local Economic Situation	Flat	Flat	Flat	Steady growth	Steady growth	Steady growth	Steady growth	Steady growth	Flat	Steady growth	Flat	Flat	Steady growth
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Small	Significant	Significant	Small	Significant	Significant	Significant	Small	Significant	Significant	Significant	Significant	Large

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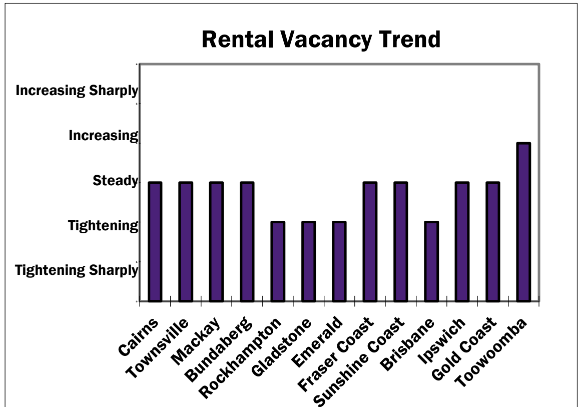
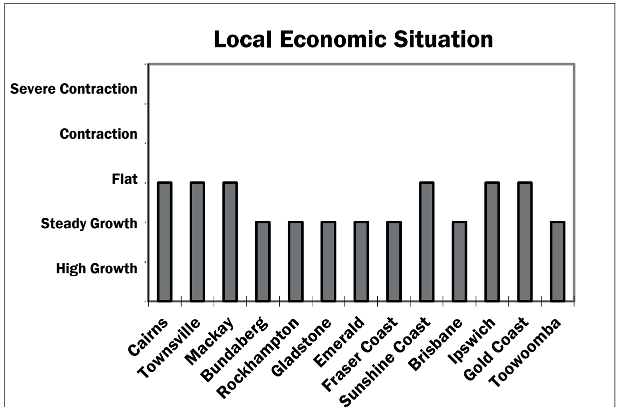
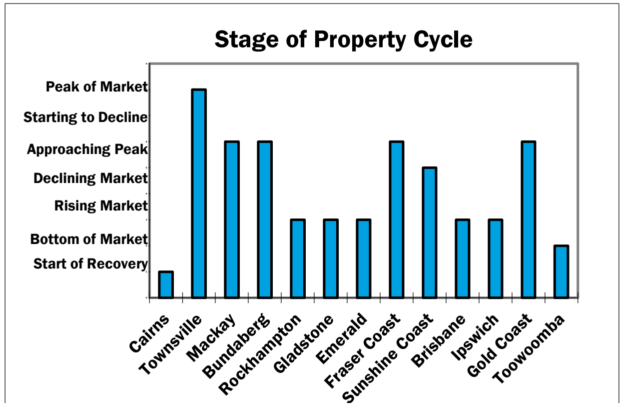
Blue entries indicate change from 3 months ago to a lower risk-rating





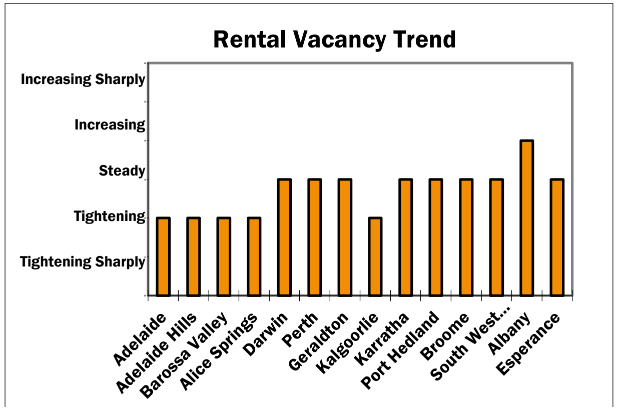


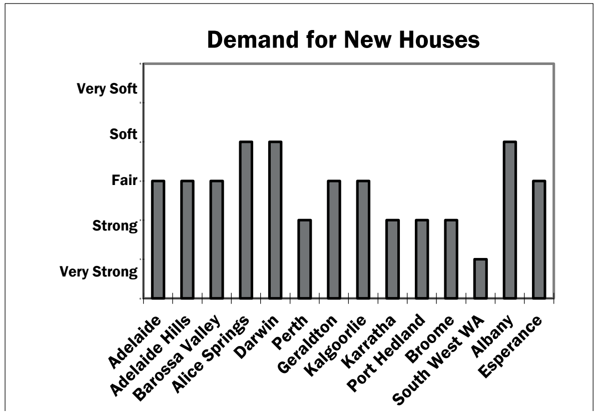
SA, NT and WA Property Market Indicators - Houses

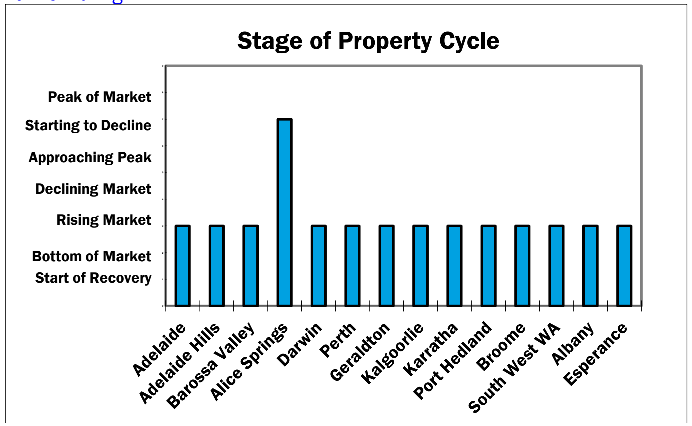
Factor	Adelaide	Adelaide Hills	Barossa Valley	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Hedland	Broome	South West WA	Albany	Esperance
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Balanced market	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Tightening	Tightening	Steady	Steady	Steady	Tightening	Steady	Steady	Steady	Steady	Increasing	Steady
Demand for New Houses	Fair	Fair	Fair	Soft	Soft	Strong	Fair	Fair	Strong	Strong	Strong	Very strong	Soft	Fair
Trend in New House Construction	Declining	Declining	Declining	Increasing	Increasing	Steady	Declining	Declining	Declining	Declining	Declining	Declining	Increasing	Declining
Volume of House Sales	Declining	Declining	Declining	Steady	Steady	Steady	Increasing	Steady	Steady	Steady	Steady	Steady	Declining	Increasing
Stage of Property Cycle	Rising market	Rising market	Rising market	Starting to decline	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Frequently	Frequently	Almost never	Almost never	Frequently	Occasionally	Occasionally	Occasionally	Almost never	Almost never	Frequently	Occasionally	Almost never

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating





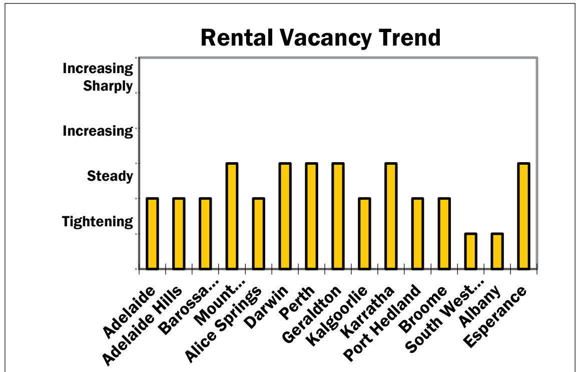


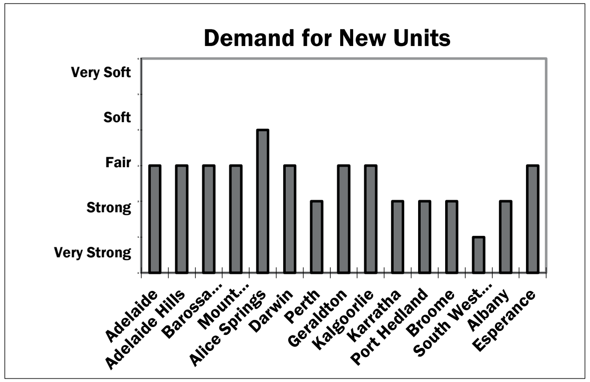
SA, NT and WA Property Market Indicators – Units

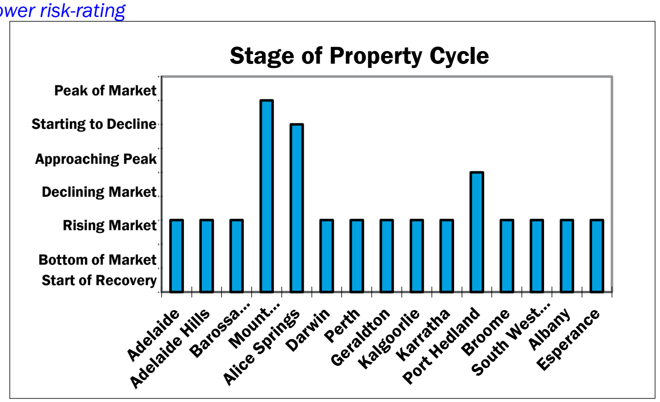
Factor	Adelaide	Adelaide Hills	Barossa Valley	Mount Gambier	Alice Springs	Darwin	Perth	Geraldton	Kalgoorlie	Karratha	Port Hedland	Broome	South West WA	Albany	Esperance
Rental Vacancy Situation	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Severe shortage of available property relative to demand	Shortage of available property relative to demand
Rental Vacancy Trend	Tightening	Tightening	Tightening	Steady	Tightening	Steady	Steady	Steady	Tightening	Steady	Tightening	Tightening	Tightening sharply	Tightening sharply	Steady
Demand for New Units	Fair	Fair	Fair	Fair	Soft	Fair	Strong	Fair	Fair	Strong	Strong	Strong	Very strong	Strong	Fair
Trend in New Unit Construction	Steady	Steady	Steady	Steady	Increasing	Increasing	Increasing	Steady	Steady	Steady	Steady	Steady	Declining significantly	Declining significantly	Steady
Volume of Unit Sales	Declining	Declining	Declining	Steady	Declining	Steady	Steady	Steady	Steady	Steady	Steady	Steady	Increasing	Increasing	Steady
Stage of Property Cycle	Rising market	Rising market	Rising market	Peak of market	Starting to decline	Rising market	Rising market	Rising market	Rising market	Rising market	Approaching peak of market	Rising market	Rising market	Rising market	Rising market
Are New Properties Sold at Prices Exceeding Their Potential Resale Value	Frequently	Frequently	Frequently	Occasionally	Almost never	Almost never	Occasionally	Occasionally	Occasionally	Occasionally	Almost never	Almost never	Very frequently	Occasionally	Almost never

Red entries indicate change from 3 months ago to a higher risk-rating

Blue entries indicate change from 3 months ago to a lower risk-rating







SA, NT and WA Property Market Indicators – Retail

Factor	Adelaide	Adelaide Hills	Barossa Valley	Alice Springs	Darwin	Perth	South West WA	Geraldton	Esperance
Rental Vacancy Situation	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Over-supply of available property relative to demand	Large over-supply of available property relative to demand	Large over-supply of available property relative to demand
Rental Vacancy Trend	Increasing	Increasing	Steady	Increasing	Increasing	Steady	Steady	Increasing	Increasing
Rental Rate Trend	Stable	Stable	Stable	Declining	Declining	Stable	Stable	Declining significant-ly	Declining significant-ly
Volume of Property Sales	Steady	Steady	Steady	Declining	Steady	Steady	Steady	Declining significant-ly	Declining significant-ly
Stage of Property Cycle	Declining market	Start of recovery	Start of recovery	Bottom of market	Declining market	Bottom of market	Bottom of market	Declining market	Declining market
Local Economic Situation	Flat	Flat	Contraction	Flat	Contraction	Steady growth	Steady growth	Contraction	Contraction
Value Difference between Quality Properties with National Tenants, and Comparable Properties with Local Tenants	Significant	Significant	Significant	Small	Significant	Large	Large	Large	Large

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