

Western Australian Market

Data & Insights Report

Presented by

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Executive Summary

State of the market in Western Australia

The past three years have been among the most turbulent in Australia's economic history and much of this volatility has played out in the property market.

Over 2020 and 2021 a combination of record low interest rates, government grants, and a surge in household savings drove one of the fastest episodes of price growth ever witnessed in Western Australia.

The speed at which prices were growing slowed considerably over 2022, however, in response to aggressive interest rate hikes. Higher interest rates are continuing to flow through to reduced borrowing capacities which, for the average buyer, have fallen by just over 25 per cent since rates first started rising.

In the context of such significant falls in borrowing capacities, property prices have

displayed incredible resilience. Across Australia's capital cities, the median price of a home has fallen by just 5 per cent from its peak, while prices in Rest of State regions have dipped by just 2 per cent.

Prices in Western Australia have displayed even more resilience and, over the first quarter of 2023, recovered ground to reach new peaks.

As of March 2023, the median price of a home in Greater Perth was sitting 30 per cent above March 2020 levels, while the median in the Rest of State region was 37 per cent higher.

In Greater Perth, this translated to a median price of \$608,000 for houses and \$415,000 for units in March 2023. In the Rest of Western Australia, the median price of a house and unit was \$469,000 and \$357,000 respectively.

Implications for the development of new homes

Shifting conditions have also played out in the development sector over the past three years. Low interest rates and government supports – most notably the Home Builder Grant – bolstered the demand to build new homes.

In Western Australia, dwelling approvals surged to the highest level seen since 2014, with new construction starts peaking in June 2021, according to the Australian Bureau of Statistics.

Since this time, development activity across the state has slowed considerably, and the sector has had to grapple with significantly elevated costs associated with building inputs, labour, timelines, and debt costs.

While buyer enquiry has fallen from the pandemic highs, enquiry has increased significantly so far in 2023.





Green shoots emerging

Encouragingly, both the total number of property views and hard leads for new homes on realestate.com.au have picked up over the first quarter of 2023 and are sitting at the highest levels seen since March 2022.

As a lead indicator of future demand, this could signal recovery in the demand to buy new. By property type, new houses have seen the strongest bounce back in views per listing.

Across Western Australia, the number of views per new house listing increased by 28 per cent between the December and March quarters, while land views jumped by 18 per cent. Views per new unit listing have seen more modest recovery, up just 2 per cent over the quarter.

Houses continue to dominate new listings, accounting for 78 per cent of the total during the March quarter, followed by land with a 16 per cent share of total listings. Just 4 per cent of new listings were for units.

A key factor that could be driving more buyers to consider new developments is a reduction in the number of 'for sale' listings. While buyer demand has moderated from the peak levels seen in early 2022, so too has the supply of properties for sale.

The total number of active 'for sale' listings in Western Australia for both new and existing homes has been trending downwards, particularly in regional areas. Within Greater Perth, there were 6 per cent fewer properties for sale in March 2023 compared to 12 months ago, while listings were 9 per cent lower in the Rest of Western Australia.

Fewer total properties for sale, combined with higher interest rates and continued high prices could be driving more buyers to consider new developments.

Outlook

Despite the current challenges faced by the development sector, demand for new homes will be supported by Western Australia's growing population. The recent slowdown in development activity is emerging at a time when population growth is ramping back up.

Western Australia's population is predicted to increase by approximately 300,000 people between 2021 and 2031, reflecting growth of 11 per cent. Between 2031 and 2041 Western Australia is expected to be home to an extra 345,000 people.

The resurgence of population growth amid a slowdown in development activity will support demand for new homes over the coming years and help to shield the market from the impacts of economic headwinds.



New Homes Report

The new homes sector is showing some improvement despite current housing market conditions.

There has been a meaningful increase in enquiry for new homes so far this year which is likely linked to the low choice in the established market, with stock for sale and new listings remaining historically low.

New dwelling approvals

The total number of dwellings approved in Western Australia fell 21.2% in April 2023, according to data from the Australian Bureau of Statistics (ABS).

Although approvals have fallen from a year ago they have increased from volumes earlier this year. However, the ongoing low volume of approvals and commencements at a time where enquiry is rising is likely to exacerbate supply shortages over the longer term and lead to further price escalations.

Top 5 projects in WA

Most popular apartments developments last month

Ranked by number of enquiries

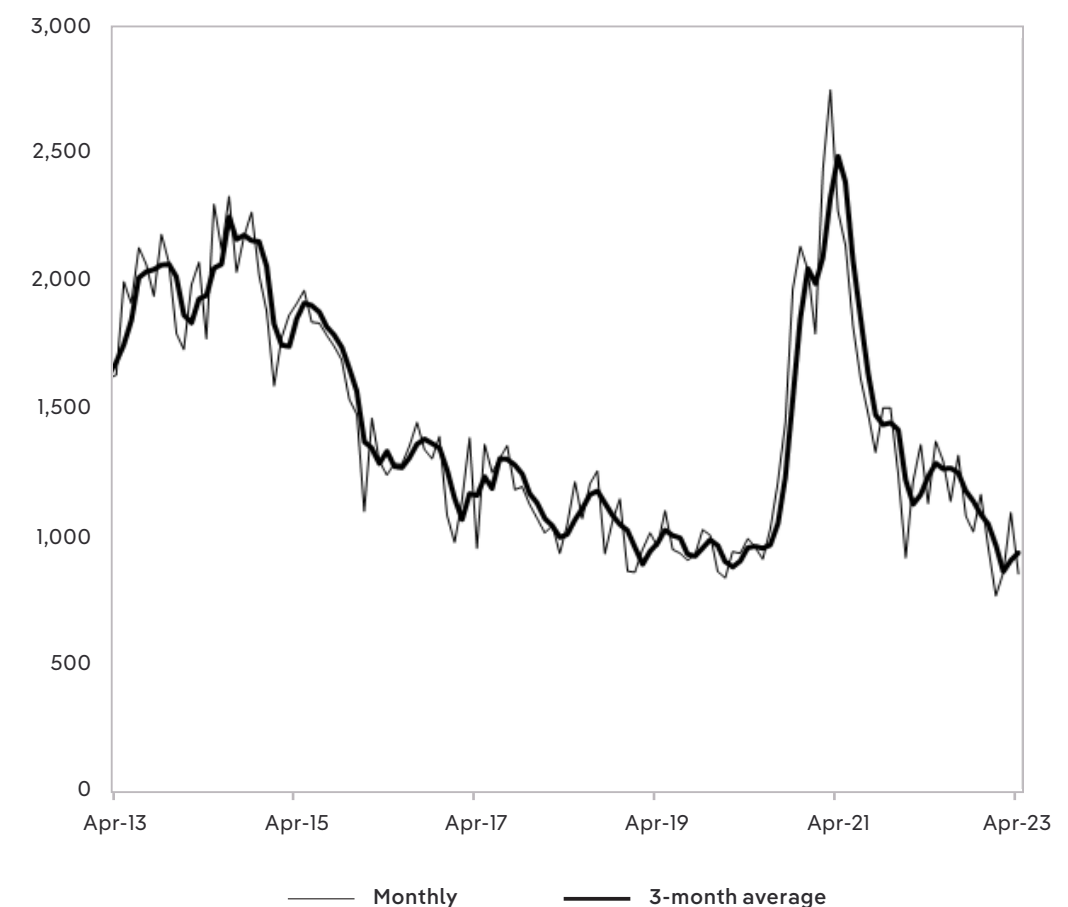
Rank	Property Name	Suburb
1	Lexington Como	Como
2	Southscape	South Perth
3	Civic Heart	South Perth
4	Avery Vista	Cannington
5	Muse at Artisan Place	Fremantle

Most popular house and land developments last month

Ranked by number of enquiries

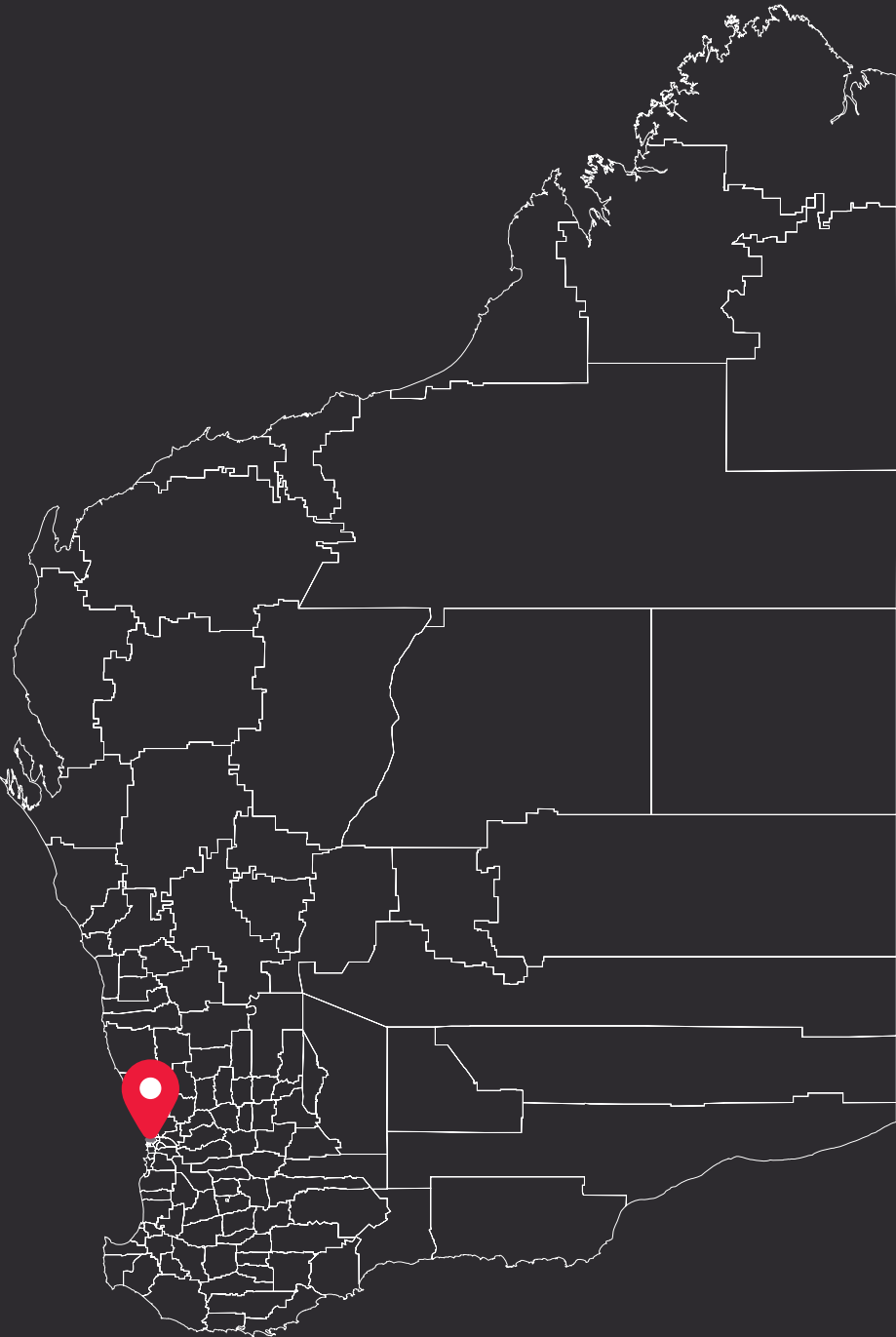
Rank	Property Name	Suburb
1	Alkimos Beach	Alkimos
2	Madox	Piara Waters
3	Stockland – Wildflower	Piara Waters
4	Mosaic Estate Balcatta	Balcatta
5	Spindrift Margaret River	Margaret River

Monthly number of houses approved for construction, WA

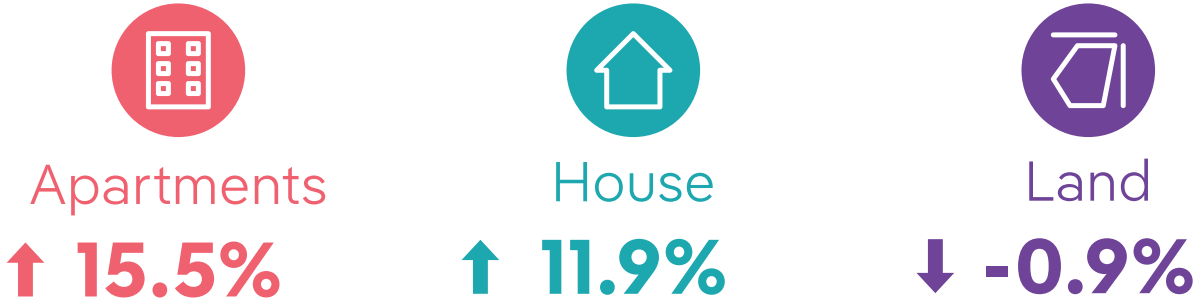


Source: Australian Bureau of Statistics (April 2023), Building Approvals, Western Australia

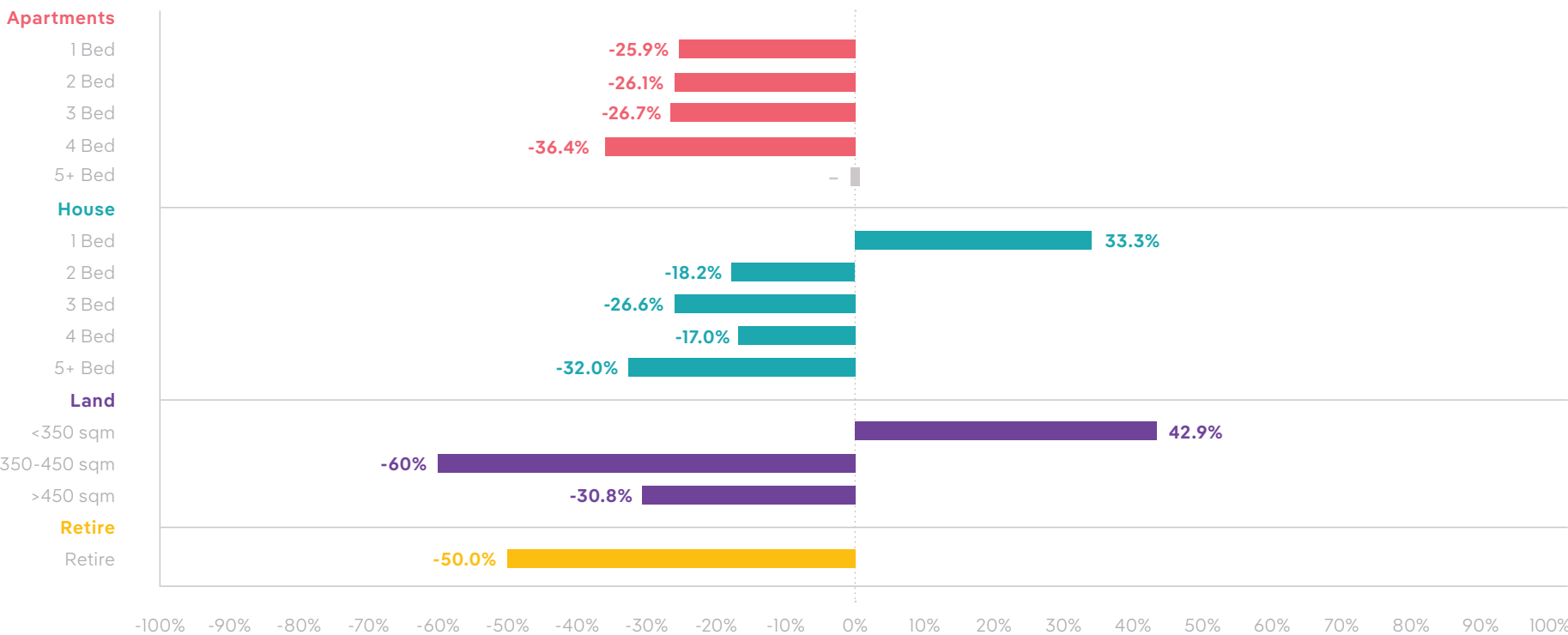
Perth (Central)



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Perth (Central)



Perth (Central)

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$399,000	–	–	\$619,000	–	–	\$950,000	–	–	\$1,472,500	–	–	\$20,215,000
FY 2022 Q1	-3.8%	31.6%	\$399,000	3.8%	11.8%	\$619,000	6.8%	-3.7%	\$999,000	11.4%	99.5%	\$1,495,000	-100.0%	-100.0%	–
FY 2022 Q2	2.0%	22.2%	\$425,000	-7.7%	-13.8%	\$645,000	-8.0%	-28.0%	\$1,180,000	22.4%	-33.9%	\$1,359,000	–	–	–
FY 2022 Q3	4.9%	-1.0%	\$435,000	-11.6%	16.7%	\$670,000	-5.5%	20.5%	\$1,324,500	10.0%	28.6%	\$1,400,000	–	–	–
FY 2022 Q4	-7.4%	-16.8%	\$480,000	-18.9%	-22.5%	\$730,000	-12.6%	-41.2%	\$1,426,000	-19.7%	-58.3%	\$1,747,000	–	–	–
FY 2023 Q1	-4.0%	-15.8%	\$492,500	-9.4%	-25.5%	\$738,000	-11.1%	0.9%	\$1,497,000	-1.9%	5.2%	\$1,795,000	–	–	–
FY 2023 Q2	-14.6%	-2.8%	\$507,000	-1.2%	0.5%	\$750,000	-7.5%	-9.6%	\$1,495,000	-11.5%	15.5%	\$2,100,000	–	–	–
FY 2023 Q3	-2.4%	-15.8%	\$515,000	1.9%	26.1%	\$770,000	2.0%	15.0%	\$1,499,000	-8.7%	-12.8%	\$2,295,000	–	–	–

House

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	–	–	–	\$559,000	–	–	\$524,000	–	–	\$699,999	–	–	\$988,745
FY 2022 Q1	–	–	\$364,500	-15.0%	-72.7%	\$589,000	-3.3%	-2.4%	\$523,895	-7.1%	-8.5%	\$744,025	16.4%	20.0%	\$996,500
FY 2022 Q2	33.3%	8.3%	\$429,000	-11.8%	-12.8%	\$569,000	-6.2%	-32.4%	\$579,000	3.7%	-24.2%	\$798,000	-18.3%	-28.3%	\$996,500
FY 2022 Q3	-25.0%	-76.9%	\$429,000	-26.7%	17.6%	\$609,000	3.1%	7.5%	\$597,344	12.3%	11.5%	\$878,487	-13.8%	-33.0%	\$1,149,994
FY 2022 Q4	-33.3%	-100.0%	\$432,000	72.7%	120.0%	\$609,000	4.5%	-29.0%	\$629,000	-3.3%	-35.1%	\$882,161	2.0%	-36.7%	\$1,119,999
FY 2023 Q1	0.0%	–	\$432,000	-26.3%	-46.6%	\$609,000	4.0%	-1.1%	\$615,990	15.7%	-13.8%	\$906,499	-29.4%	-19.5%	\$1,184,250
FY 2023 Q2	0.0%	–	\$432,000	-35.7%	-55.3%	\$614,500	-12.0%	-25.7%	\$632,100	-10.7%	-23.6%	\$938,000	-2.8%	-33.3%	\$995,000
FY 2023 Q3	100.0%	-33.3%	\$440,000	0.0%	38.1%	\$620,000	-23.2%	47.8%	\$680,000	-16.9%	48.1%	\$954,000	-2.9%	70.7%	\$994,500

Perth (Central)

Land

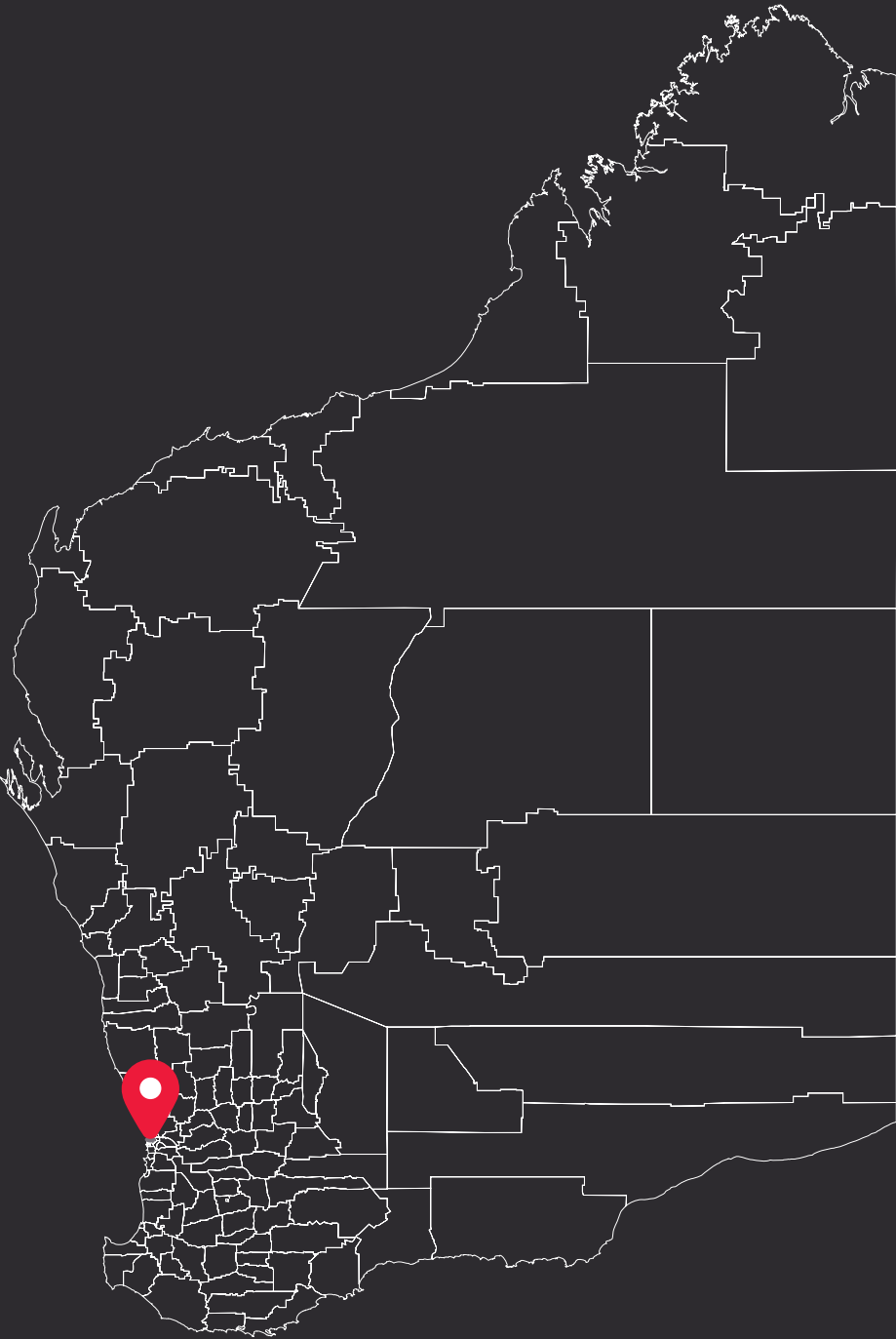
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$299,000	–	–	\$497,001	–	–	\$900,000	–	–	\$470,000
FY 2022 Q1	12.2%	-12.8%	\$250,000	16.7%	20.3%	\$499,001	15.4%	-49.6%	\$750,000	16.7%	-31.3%	\$470,000
FY 2022 Q2	-50.9%	-4.1%	\$345,000	14.3%	124.4%	\$499,001	-33.3%	23.7%	\$1,300,000	-14.3%	-9.1%	\$318,000
FY 2022 Q3	-22.2%	49.4%	\$479,000	-37.5%	-78.0%	\$499,000	30.0%	105.7%	\$800,000	-33.3%	10.0%	\$281,000
FY 2022 Q4	-4.8%	-64.9%	\$469,000	-20.0%	-4.7%	\$535,000	53.8%	-46.9%	\$765,000	-25.0%	-50.0%	\$318,000
FY 2023 Q1	-20.0%	-46.5%	\$375,000	-37.5%	-90.1%	\$535,000	-35.0%	-38.3%	\$850,001	0.0%	-36.4%	\$318,000
FY 2023 Q2	12.5%	-15.2%	\$352,500	-40.0%	75.0%	\$490,000	0.0%	13.7%	\$850,001	0.0%	-14.3%	\$318,000
FY 2023 Q3	66.7%	92.3%	\$426,500	33.3%	-42.9%	\$520,000	-30.8%	-38.9%	\$850,000	0.0%	16.7%	\$318,000

Retire

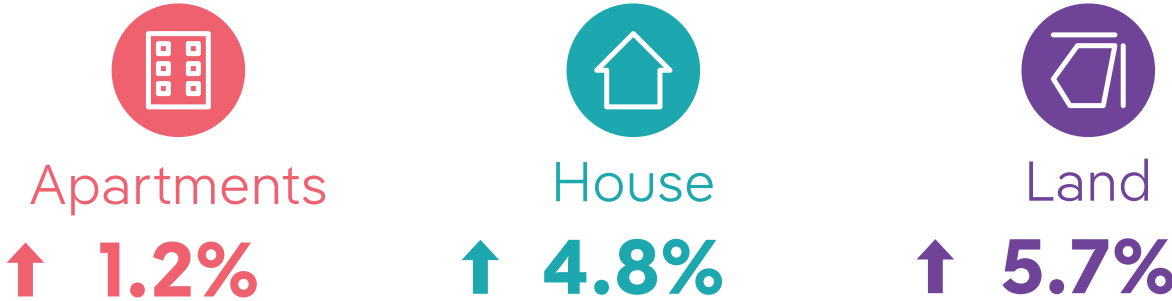
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$355,000
FY 2022 Q1	17.7%	67.7%	\$375,000
FY 2022 Q2	-17.9%	-19.2%	\$377,000
FY 2022 Q3	-9.9%	51.2%	\$360,000
FY 2022 Q4	-13.3%	-19.7%	\$350,000
FY 2023 Q1	-20.7%	26.5%	\$350,000
FY 2023 Q2	-21.6%	-41.1%	\$350,000
FY 2023 Q3	-7.2%	64.5%	\$450,000



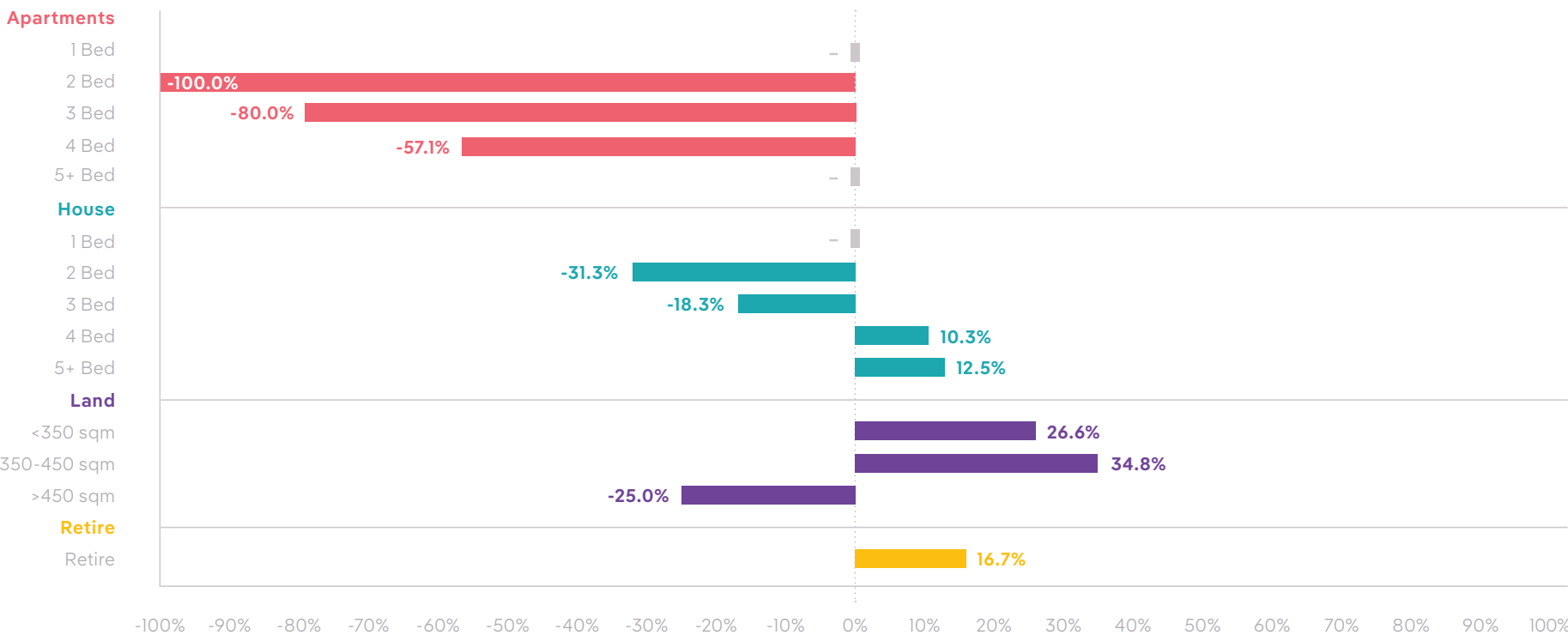
Perth (North East)



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Perth (North East)



Perth (North East)

Apartment

Quarter	2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$310,000	–	–	\$369,900	–	–	\$429,990
FY 2022 Q1	-50.0%	-9.1%	\$310,000	0.0%	600.0%	\$362,440	0.0%	-81.3%	\$443,070
FY 2022 Q2	100.0%	80.0%	\$310,000	0.0%	-78.6%	\$376,220	-16.7%	-100.0%	\$443,070
FY 2022 Q3	-50.0%	-44.4%	\$310,000	-37.5%	-66.7%	\$458,513	40.0%	–	\$477,000
FY 2022 Q4	0.0%	-90.0%	\$310,000	0.0%	900.0%	\$472,450	-42.9%	1000.0%	\$644,900
FY 2023 Q1	-100.0%	-100.0%	–	-20.0%	-95.0%	\$494,225	-50.0%	-36.4%	\$477,500
FY 2023 Q2	–	–	–	-75.0%	-100.0%	\$516,000	50.0%	-42.9%	\$478,000
FY 2023 Q3	–	–	–	0.0%	–	\$516,000	0.0%	125.0%	\$478,000

House

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	–	–	–	\$330,000	–	–	\$398,250	–	–	\$462,990	–	–	\$538,500
FY 2022 Q1	–	–	–	-10.0%	17.9%	\$359,640	-3.6%	8.9%	\$393,807	12.3%	18.7%	\$471,499	73.1%	105.9%	\$564,436
FY 2022 Q2	–	–	–	-14.8%	-57.6%	\$390,750	6.3%	-17.8%	\$408,085	-4.6%	-22.8%	\$499,000	-5.6%	-19.2%	\$594,466
FY 2022 Q3	–	–	–	-30.4%	-35.7%	\$388,275	1.0%	29.6%	\$425,150	-3.2%	29.5%	\$510,000	3.5%	11.1%	\$608,915
FY 2022 Q4	–	–	–	-25.0%	255.6%	\$564,200	12.3%	-13.1%	\$427,995	12.6%	-25.3%	\$528,599	-21.6%	-30.5%	\$616,424
FY 2023 Q1	–	–	–	8.3%	-34.4%	\$584,020	-8.6%	-20.9%	\$440,325	11.6%	-14.0%	\$548,000	30.4%	-15.0%	\$636,495
FY 2023 Q2	1	10	\$489,995	15.4%	-52.4%	\$382,294	-17.1%	-18.1%	\$444,900	-8.4%	-20.9%	\$532,250	5.6%	49.2%	\$659,990
FY 2023 Q3	1	1	\$489,995	-26.7%	170.0%	\$364,200	-4.1%	37.9%	\$439,972	-4.3%	41.1%	\$525,475	4.2%	18.0%	\$656,720

Perth (North East)

Land

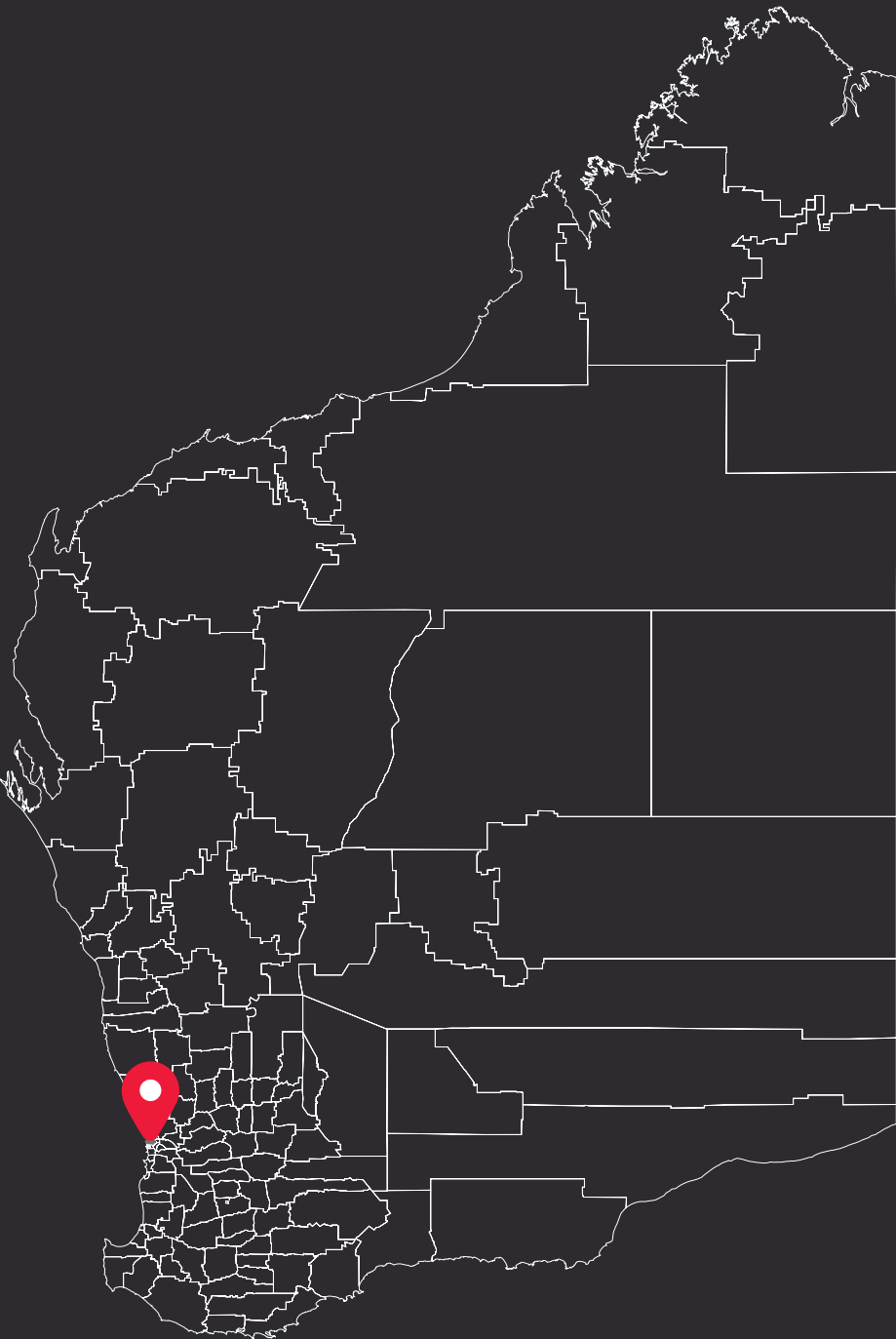
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$215,000	–	–	\$265,000	–	–	\$277,250	–	–	\$300,000
FY 2022 Q1	44.2%	39.5%	\$217,000	30.1%	70.6%	\$265,000	-6.3%	-8.9%	\$285,000	200.0%	250.0%	\$300,000
FY 2022 Q2	-6.3%	-19.4%	\$220,000	4.2%	-35.0%	\$265,000	19.1%	-38.3%	\$285,000	33.3%	-42.9%	\$255,000
FY 2022 Q3	-9.6%	16.6%	\$224,000	-7.1%	-22.0%	\$270,000	5.7%	55.0%	\$285,000	25.0%	0.0%	\$282,500
FY 2022 Q4	19.1%	-37.9%	\$229,000	37.0%	69.9%	\$285,000	-4.5%	-46.4%	\$310,000	-60.0%	-100.0%	\$310,000
FY 2023 Q1	-9.8%	10.5%	\$235,000	-17.5%	-49.1%	\$282,500	-13.1%	14.1%	\$328,000	-50.0%	–	\$310,000
FY 2023 Q2	23.8%	-40.5%	\$232,000	16.3%	7.9%	\$282,500	-4.3%	-23.5%	\$330,000	-100.0%	–	–
FY 2023 Q3	-4.8%	29.0%	\$232,000	2.5%	25.0%	\$283,000	-5.6%	12.9%	\$330,000	–	–	–

Retire

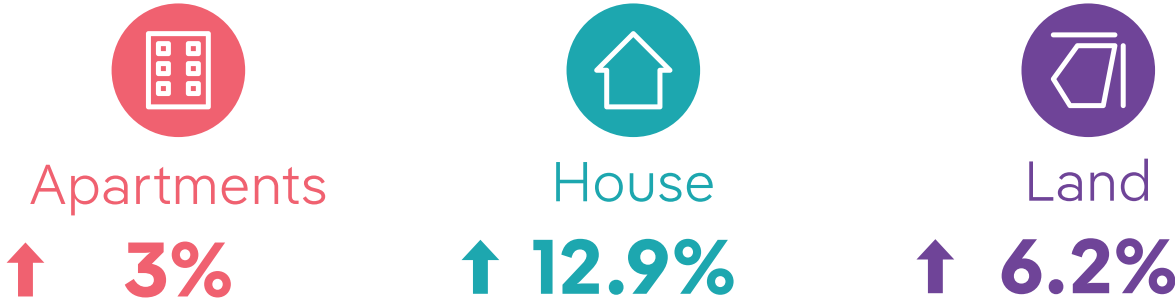
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$320,000
FY 2022 Q1	-15.0%	16.2%	\$320,000
FY 2022 Q2	-11.8%	-60.5%	\$335,000
FY 2022 Q3	-20.0%	-11.8%	\$345,000
FY 2022 Q4	16.7%	66.7%	\$345,000
FY 2023 Q1	-28.6%	-32.0%	\$345,000
FY 2023 Q2	40.0%	41.2%	\$345,000
FY 2023 Q3	0.0%	120.8%	\$340,000



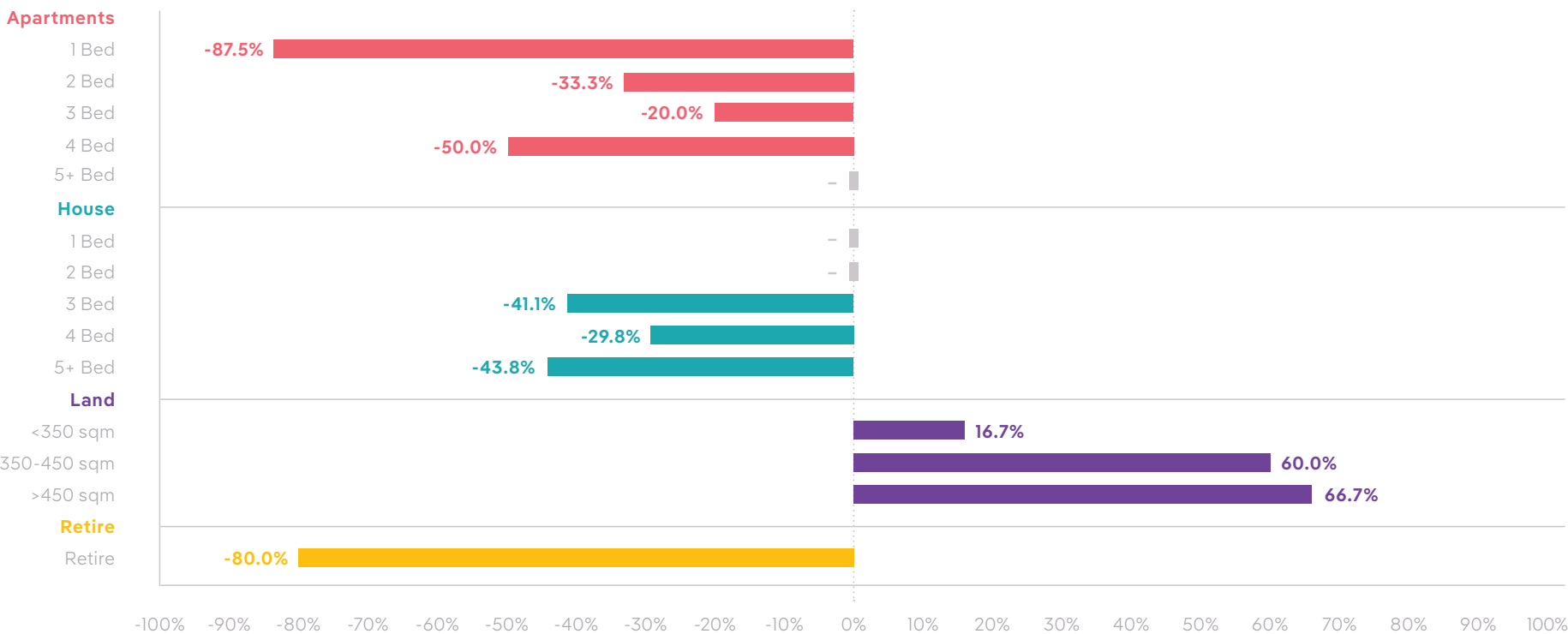
Perth (North West)



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Perth (North West)



Perth (North West)

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$415,000	–	–	\$435,000	–	–	\$635,000	–	–	–
FY 2022 Q1	60.0%	200.0%	\$395,000	-11.1%	-37.5%	\$385,000	-25.0%	0.0%	\$635,000	–	–	\$1,300,000
FY 2022 Q2	-50.0%	22.2%	\$375,000	-37.5%	-50.0%	\$385,000	100.0%	75.0%	\$635,000	0.0%	-100.0%	\$549,900
FY 2022 Q3	100.0%	45.5%	\$367,500	20.0%	160.0%	\$375,000	-16.7%	85.7%	\$545,900	100.0%	–	\$549,900
FY 2022 Q4	-75.0%	-81.3%	\$320,000	-33.3%	-100.0%	\$360,000	-40.0%	-100.0%	\$545,900	0.0%	-66.7%	\$584,900
FY 2023 Q1	-50.0%	-100.0%	\$320,000	0.0%	–	\$360,000	-33.3%	–	\$608,022	-100.0%	-100.0%	–
FY 2023 Q2	0.0%	–	\$320,000	-25.0%	–	\$360,000	100.0%	0.0%	\$605,022	–	–	–
FY 2023 Q3	0.0%	–	\$320,000	33.3%	-100.0%	\$360,000	0.0%	57.1%	\$580,143	–	–	\$665,900

House

Quarter	2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$475,000	–	–	\$491,823	–	–	\$706,000	–	–	\$871,000
FY 2022 Q1	100.0%	533.3%	\$447,000	3.5%	-1.1%	\$519,000	-12.4%	-21.4%	\$677,266	66.7%	39.1%	\$860,499
FY 2022 Q2	-75.0%	-89.5%	\$520,000	-10.0%	-21.7%	\$530,000	23.4%	-27.6%	\$692,444	10.0%	59.4%	\$999,000
FY 2022 Q3	-100.0%	-100.0%	–	19.1%	7.7%	\$555,990	16.7%	38.4%	\$725,612	-27.3%	-53.9%	\$899,513
FY 2022 Q4	–	–	\$472,990	-3.1%	-39.4%	\$579,000	-17.7%	-37.5%	\$758,423	-25.0%	-14.9%	\$1,335,000
FY 2023 Q1	-100.0%	-100.0%	–	8.3%	3.6%	\$564,954	19.3%	-25.3%	\$719,350	0.0%	-15.0%	\$1,148,970
FY 2023 Q2	–	–	–	-20.0%	-14.6%	\$560,000	-5.8%	-17.5%	\$737,990	-33.3%	-58.8%	\$1,288,000
FY 2023 Q3	0.0%	–	\$492,500	-29.8%	11.0%	\$559,000	-24.1%	44.5%	\$810,000	12.5%	35.7%	\$1,664,990

Perth (North West)

Land

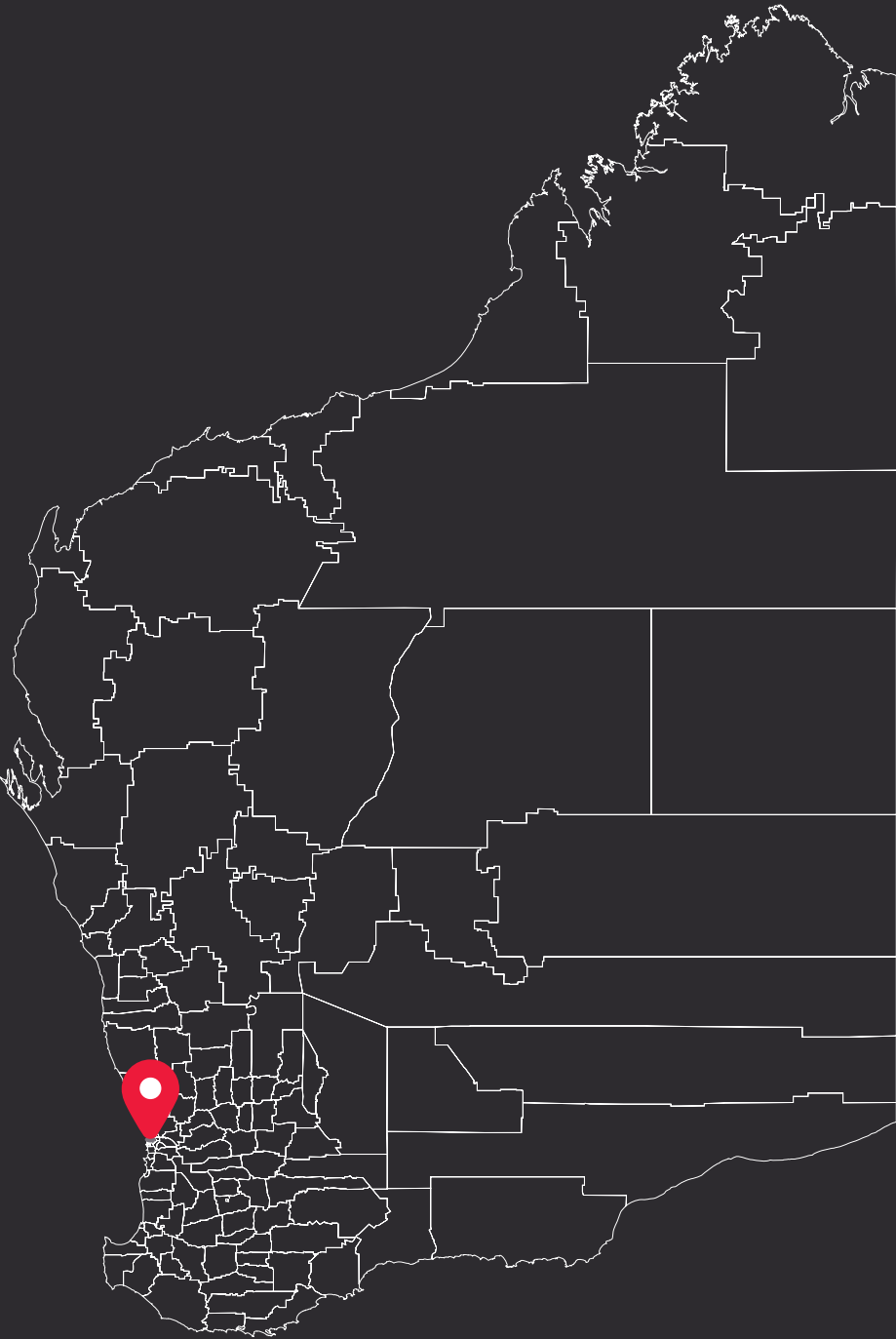
Quarter	<350 sqm			350-450 sqm			>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$565,000	–	–	\$495,000	–	–	\$670,000
FY 2022 Q1	100.0%	325.0%	\$565,000	-66.7%	50.0%	\$495,000	0.0%	400.0%	\$670,000
FY 2022 Q2	100.0%	5.9%	\$550,000	200.0%	88.9%	\$472,500	0.0%	-86.7%	\$670,000
FY 2022 Q3	50.0%	11.1%	\$550,000	66.7%	58.8%	\$495,000	200.0%	300.0%	\$670,000
FY 2022 Q4	16.7%	40.0%	\$550,000	-40.0%	-63.0%	\$495,000	-66.7%	-12.5%	\$699,000
FY 2023 Q1	28.6%	-7.1%	\$499,000	100.0%	10.0%	\$526,500	0.0%	14.3%	\$800,000
FY 2023 Q2	-44.4%	-88.5%	\$212,000	33.3%	-9.1%	\$575,000	100.0%	87.5%	\$800,000
FY 2023 Q3	40.0%	233.3%	\$212,000	0.0%	0.0%	\$572,500	150.0%	-6.7%	\$640,000

Retire

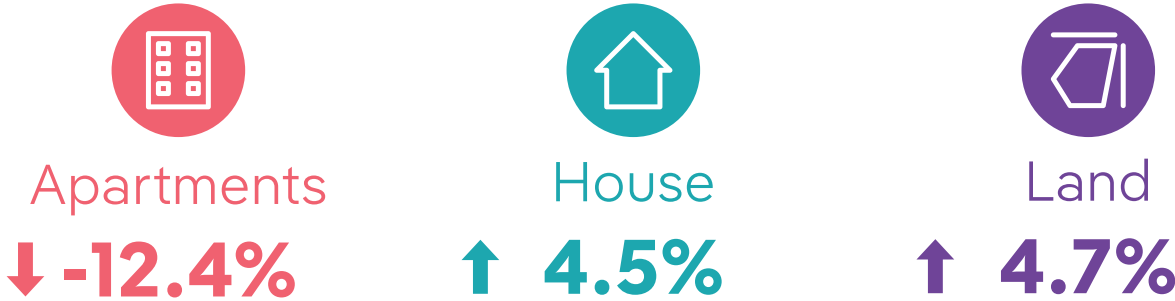
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$339,750
FY 2022 Q1	-30.0%	5.3%	\$335,000
FY 2022 Q2	-14.3%	0.0%	\$329,000
FY 2022 Q3	-16.7%	55.0%	\$325,000
FY 2022 Q4	-60.0%	-58.1%	\$325,000
FY 2023 Q1	-100.0%	-100.0%	–
FY 2023 Q2	–	–	–
FY 2023 Q3	-7.2%	–	\$449,500



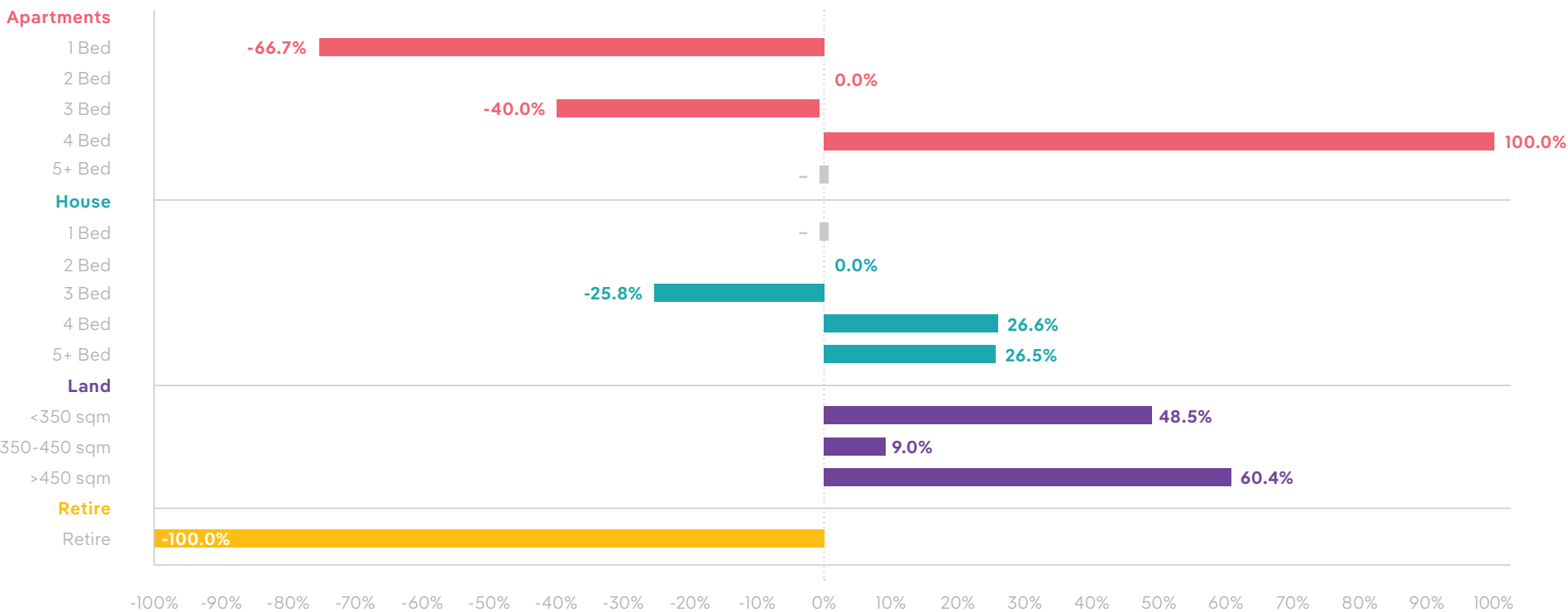
Perth (South East)



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Perth (South East)



Perth (South East)

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$150,000	–	–	\$257,500	–	–	\$485,990	–	–	\$500,000
FY 2022 Q1	0.0%	-50.0%	\$150,000	-16.7%	-83.3%	\$250,000	100.0%	333.3%	\$485,990	33.3%	1800.0%	\$470,125
FY 2022 Q2	-100.0%	-100.0%	–	-80.0%	400.0%	\$369,000	-37.5%	-61.5%	\$499,000	-25.0%	-84.2%	\$509,900
FY 2022 Q3	–	–	\$325,000	300.0%	40.0%	\$369,000	0.0%	200.0%	\$480,530	-33.3%	33.3%	\$509,900
FY 2022 Q4	0.0%	–	\$325,000	25.0%	57.1%	\$415,000	0.0%	126.7%	\$430,000	0.0%	-100.0%	\$509,900
FY 2023 Q1	-33.3%	75.0%	\$340,000	-20.0%	18.2%	\$415,000	-40.0%	-76.5%	\$473,600	50.0%	–	\$1,400,000
FY 2023 Q2	-50.0%	-100.0%	\$340,000	-25.0%	-84.6%	\$415,000	0.0%	-75.0%	\$473,600	33.3%	-50.0%	\$1,400,000
FY 2023 Q3	0.0%	–	\$340,000	33.3%	50.0%	\$415,000	0.0%	550.0%	\$473,600	0.0%	22.2%	\$1,400,000

House

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$220,000	–	–	\$295,000	–	–	\$379,990	–	–	\$442,000	–	–	\$495,500
FY 2022 Q1	0.0%	–	\$220,000	-9.5%	40.9%	\$295,000	-0.2%	-22.2%	\$379,090	18.7%	44.2%	\$454,314	51.4%	33.2%	\$558,000
FY 2022 Q2	-100.0%	-100.0%	–	-15.8%	-22.6%	\$197,000	-2.7%	9.1%	\$384,806	1.4%	-21.8%	\$462,872	-1.8%	-30.0%	\$579,999
FY 2022 Q3	–	–	–	-31.3%	-50.0%	\$313,000	-3.6%	6.7%	\$401,450	-12.4%	-10.4%	\$471,720	-10.9%	48.2%	\$572,450
FY 2022 Q4	–	–	–	-9.1%	-8.3%	\$339,365	19.1%	-21.3%	\$408,995	15.0%	-11.2%	\$474,888	-12.2%	-20.1%	\$639,000
FY 2023 Q1	–	–	–	50.0%	45.5%	\$308,250	-14.2%	-3.0%	\$407,958	6.1%	-18.5%	\$483,695	37.2%	-1.8%	\$598,700
FY 2023 Q2	–	–	–	-53.3%	-43.8%	\$336,280	-19.8%	-19.9%	\$411,200	4.0%	-12.0%	\$480,990	-13.6%	-26.1%	\$592,000
FY 2023 Q3	–	–	–	57.1%	122.2%	\$329,000	-9.5%	27.1%	\$414,438	-0.2%	28.0%	\$485,805	21.6%	56.1%	\$668,000

Perth (South East)

Land

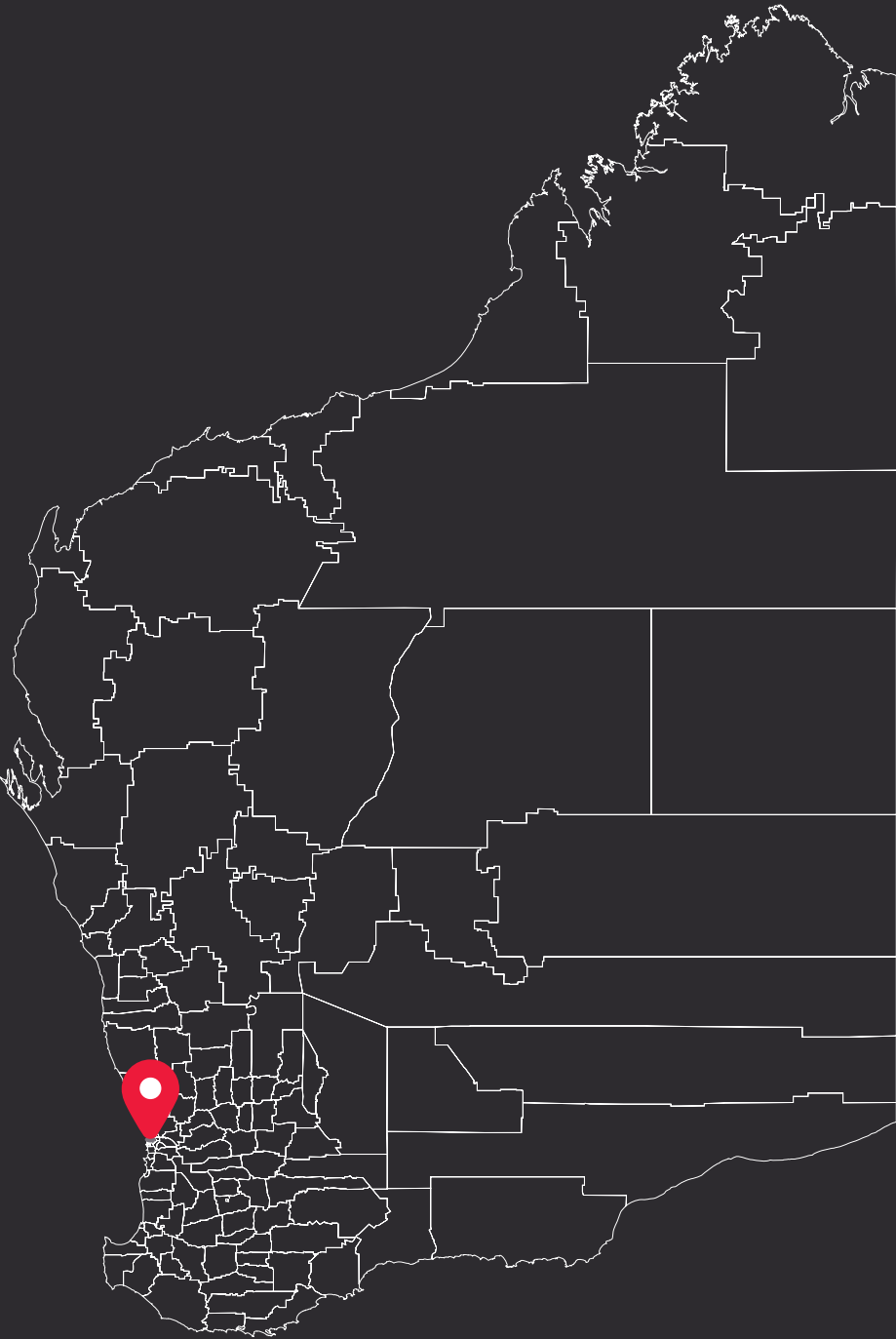
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$181,000	–	–	\$245,000	–	–	\$271,000	–	–	–
FY 2022 Q1	-23.8%	-9.1%	\$184,000	-14.0%	2.0%	\$250,000	10.3%	19.8%	\$279,000	0.0%	–	\$476,000
FY 2022 Q2	-8.0%	-14.7%	\$175,000	-6.1%	-0.4%	\$209,000	-31.4%	-55.7%	\$243,000	-50.0%	100.0%	\$476,000
FY 2022 Q3	-20.5%	25.8%	\$186,000	-3.3%	-7.2%	\$216,500	-18.6%	-19.0%	\$235,000	100.0%	450.0%	\$476,000
FY 2022 Q4	9.9%	9.3%	\$181,000	-10.1%	-25.4%	\$219,000	25.0%	-52.0%	\$227,000	50.0%	27.3%	\$245,000
FY 2023 Q1	-2.7%	13.6%	\$179,975	1.3%	6.9%	\$227,000	3.3%	70.8%	\$227,000	-66.7%	-92.9%	\$235,000
FY 2023 Q2	21.3%	-15.5%	\$179,000	2.5%	-49.2%	\$240,000	17.7%	9.1%	\$235,000	0.0%	-100.0%	\$235,000
FY 2023 Q3	14.5%	-0.6%	\$175,500	16.9%	28.7%	\$242,500	5.5%	-8.9%	\$241,000	-100.0%	–	–

Retire

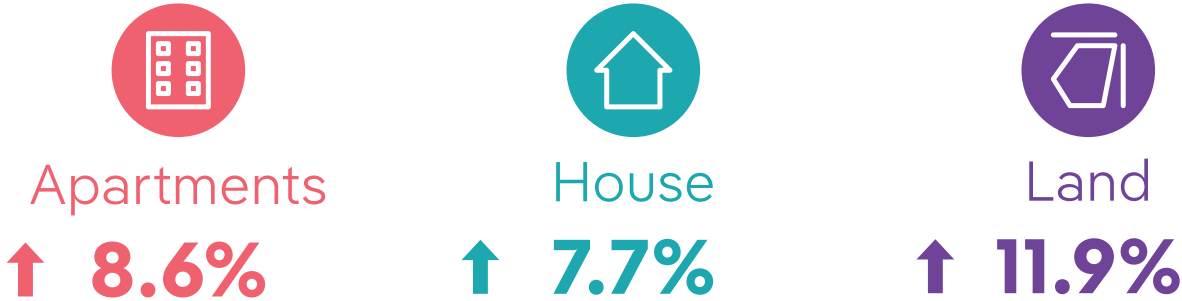
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$90,000
FY 2022 Q1	1150.0%	175.0%	\$335,000
FY 2022 Q2	-40.0%	-36.4%	\$349,000
FY 2022 Q3	-20.0%	14.3%	\$349,000
FY 2022 Q4	-50.0%	-75.0%	\$335,000
FY 2023 Q1	-33.3%	600.0%	\$350,000
FY 2023 Q2	-25.0%	-85.7%	\$350,000
FY 2023 Q3	-100.0%	-100.0%	–



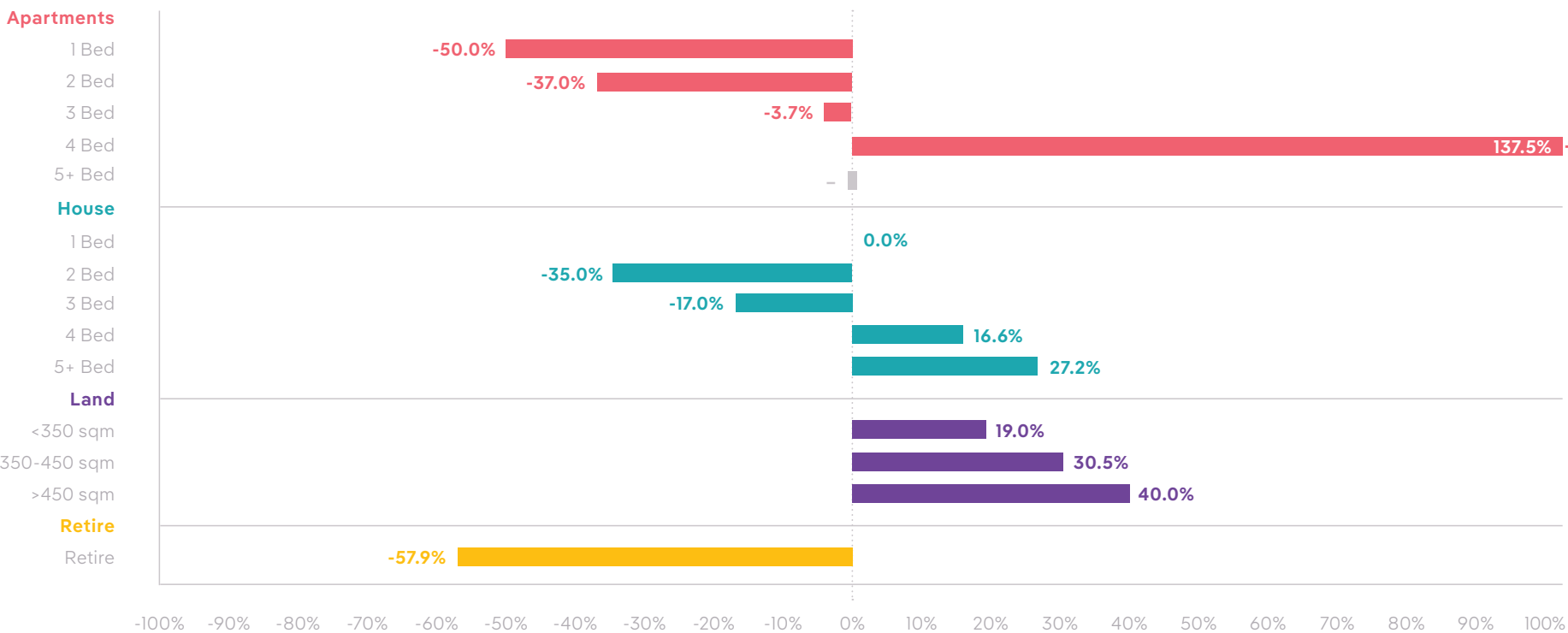
Perth (South West)



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Perth (South West)



Perth (South West)

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$270,000	–	–	\$325,000	–	–	\$563,970	–	–	\$549,956
FY 2022 Q1	0.0%	11.8%	\$285,000	-44.1%	-62.8%	\$306,000	-4.2%	-10.8%	\$554,898	0.0%	7.7%	\$534,480
FY 2022 Q2	-8.3%	28.9%	\$285,000	26.3%	50.0%	\$400,873	21.7%	55.2%	\$725,000	-38.5%	-42.9%	\$499,000
FY 2022 Q3	-63.6%	-73.5%	\$277,500	12.5%	64.2%	\$399,999	-3.6%	61.1%	\$760,000	0.0%	25.0%	\$534,480
FY 2022 Q4	-75.0%	-69.2%	\$270,000	-40.7%	-45.1%	\$550,000	-29.6%	-51.0%	\$582,410	37.5%	-10.0%	\$549,600
FY 2023 Q1	0.0%	-100.0%	\$590,000	-25.0%	-50.7%	\$550,000	26.3%	-12.7%	\$564,053	0.0%	38.9%	\$569,000
FY 2023 Q2	0.0%	–	\$590,000	16.7%	22.2%	\$515,000	4.2%	-29.0%	\$624,025	9.1%	-8.0%	\$580,316
FY 2023 Q3	100.0%	40.0%	\$590,000	21.4%	102.3%	\$450,000	4.0%	38.6%	\$629,950	58.3%	130.4%	\$562,620

House

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$480,000	–	–	\$459,622	–	–	\$402,425	–	–	\$453,990	–	–	\$549,800
FY 2022 Q1	100.0%	–	\$480,000	5.3%	-64.0%	\$467,820	-4.9%	-12.4%	\$415,000	22.3%	15.1%	\$459,000	47.4%	-0.4%	\$565,500
FY 2022 Q2	-50.0%	-85.7%	\$480,000	-5.0%	566.7%	\$473,646	-6.3%	-20.9%	\$423,499	-5.1%	-18.4%	\$484,700	1.2%	-32.6%	\$549,000
FY 2022 Q3	0.0%	100.0%	\$480,000	5.3%	1.7%	\$473,646	-0.7%	25.6%	\$424,990	-7.6%	36.2%	\$484,990	-4.7%	84.5%	\$564,850
FY 2022 Q4	0.0%	-100.0%	\$480,000	20.0%	72.1%	\$536,953	20.7%	-14.1%	\$425,963	15.9%	-29.0%	\$488,525	8.6%	-5.9%	\$618,282
FY 2023 Q1	200.0%	–	\$349,000	4.2%	-61.0%	\$509,000	-8.8%	-29.2%	\$437,669	15.5%	-12.2%	\$509,726	22.7%	-33.5%	\$608,200
FY 2023 Q2	-33.3%	-50.0%	\$480,000	-44.0%	-53.7%	\$456,263	-16.5%	-19.0%	\$454,995	-14.8%	-16.5%	\$505,150	-27.8%	-7.3%	\$570,000
FY 2023 Q3	-50.0%	-66.7%	\$480,000	-7.1%	-47.4%	\$544,615	-9.6%	53.1%	\$458,995	2.3%	30.9%	\$506,677	32.1%	48.2%	\$602,500

Perth (South West)

Land

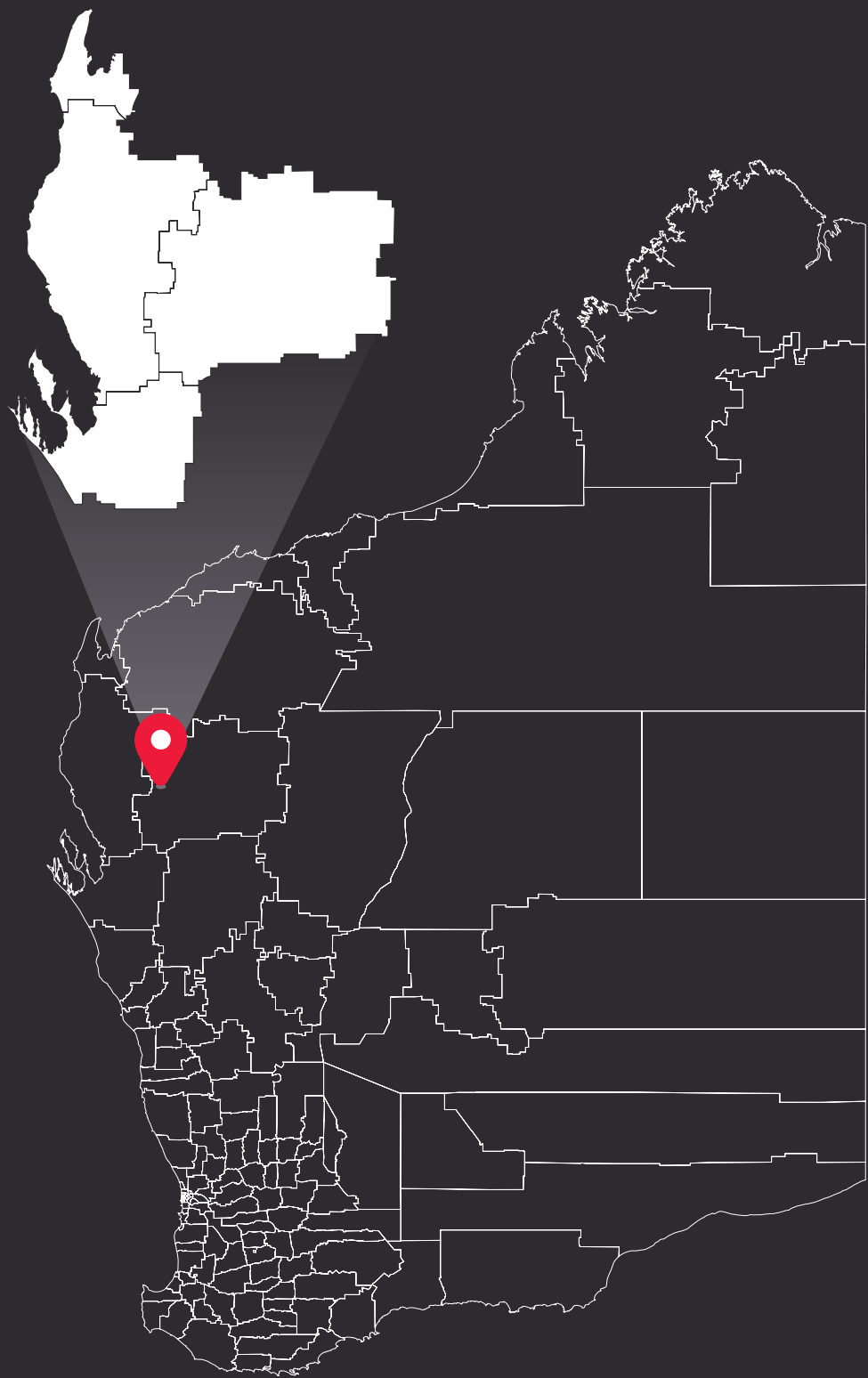
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$195,000	–	–	\$205,000	–	–	\$270,000	–	–	\$220,000
FY 2022 Q1	9.1%	47.4%	\$198,000	5.8%	22.9%	\$189,000	10.2%	-17.6%	\$234,000	-40.0%	-50.0%	\$210,000
FY 2022 Q2	-7.6%	-32.9%	\$205,000	-13.4%	-11.2%	\$189,000	-17.7%	-12.5%	\$230,000	-33.3%	-69.4%	\$375,000
FY 2022 Q3	-9.5%	-18.9%	\$210,000	-13.7%	23.1%	\$210,000	-15.9%	-0.7%	\$270,000	50.0%	-36.4%	\$300,000
FY 2022 Q4	1.0%	9.7%	\$209,000	18.5%	21.0%	\$210,000	46.7%	14.0%	\$230,000	-33.3%	14.3%	\$208,000
FY 2023 Q1	-7.1%	7.1%	\$210,000	10.6%	-31.5%	\$210,000	7.6%	19.9%	\$257,000	-50.0%	-87.5%	\$208,000
FY 2023 Q2	21.3%	-7.7%	\$210,000	-10.6%	19.2%	\$268,000	-7.0%	-33.4%	\$347,000	0.0%	0.0%	\$208,000
FY 2023 Q3	4.6%	-7.8%	\$219,000	11.3%	-17.2%	\$281,000	-4.5%	26.6%	\$347,000	0.0%	-100.0%	\$208,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$205,000
FY 2022 Q1	-15.0%	24.1%	\$200,000
FY 2022 Q2	-26.5%	-9.7%	\$200,000
FY 2022 Q3	-24.0%	-10.8%	\$250,000
FY 2022 Q4	-57.9%	-19.0%	\$295,000
FY 2023 Q1	0.0%	-51.1%	\$297,000
FY 2023 Q2	-37.5%	8.7%	\$299,000
FY 2023 Q3	60.0%	56.0%	\$282,000



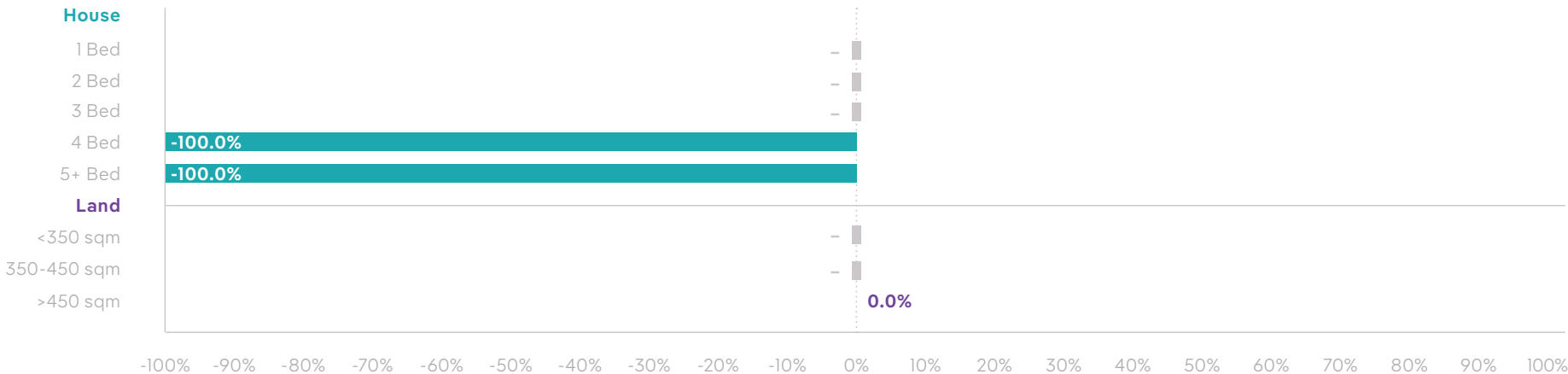
Gascoyne



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Gascoyne



Gascoyne

House

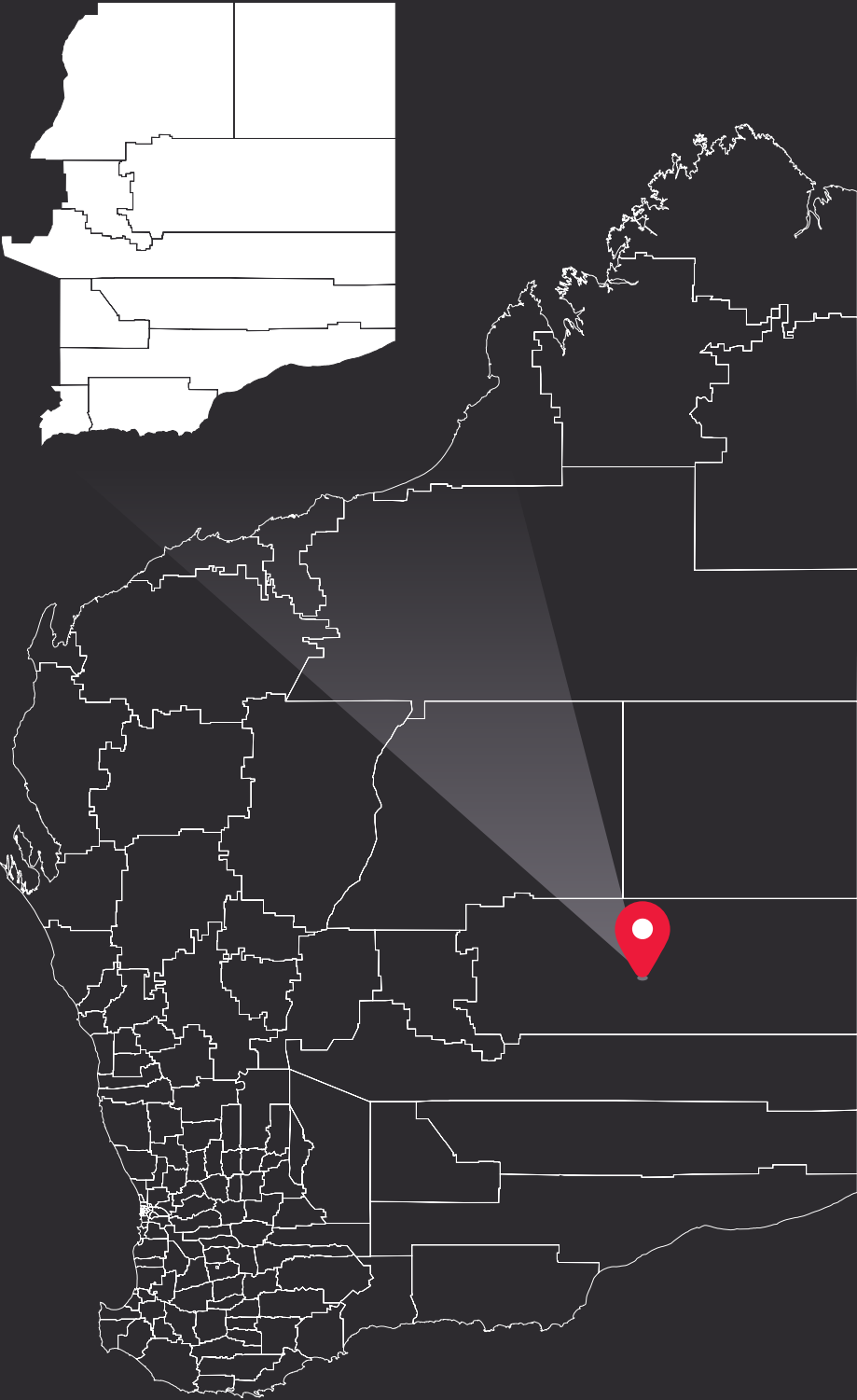
Quarter	4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	–	–	–	–
FY 2022 Q1	–	–	–	–	–	–
FY 2022 Q2	–	–	–	–	–	–
FY 2022 Q3	–	–	\$518,490	–	–	\$624,912
FY 2022 Q4	-33.3%	–	\$502,581	0.0%	–	\$624,912
FY 2023 Q1	-100.0%	-100.0%	–	-100.0%	–	–
FY 2023 Q2	–	–	–	–	–	–
FY 2023 Q3	2.3%	–	–	32.1%	–	–

Land

Quarter	>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$65,000
FY 2022 Q1	-5.9%	110.5%	\$65,000
FY 2022 Q2	-6.3%	-42.5%	\$65,000
FY 2022 Q3	0.0%	4.3%	\$65,000
FY 2022 Q4	0.0%	12.5%	\$65,000
FY 2023 Q1	0.0%	33.3%	\$65,000
FY 2023 Q2	0.0%	-5.6%	\$65,000
FY 2023 Q3	0.0%	-26.5%	\$65,000



Goldfields-Esperance



FY23 Q3 Median Price Change



House

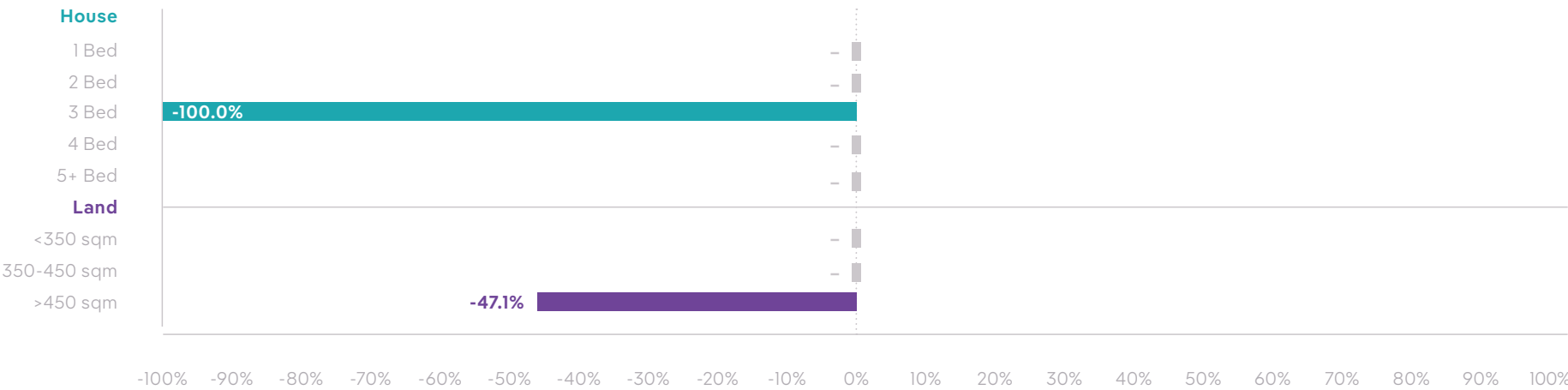
↓ -100%



Land

↓ -91.7%

FY23 Q3 YoY change in new listings for Goldfields-Esperance



Goldfields-Esperance

House

3 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	–
FY 2022 Q1	–	–	–
FY 2022 Q2	–	–	\$483,664
FY 2022 Q3	0.0%	600.0%	\$483,664
FY 2022 Q4	-100.0%	-100.0%	–
FY 2023 Q1	–	–	–
FY 2023 Q2	–	–	\$100,000
FY 2023 Q3	-100.0%	-100.0%	–

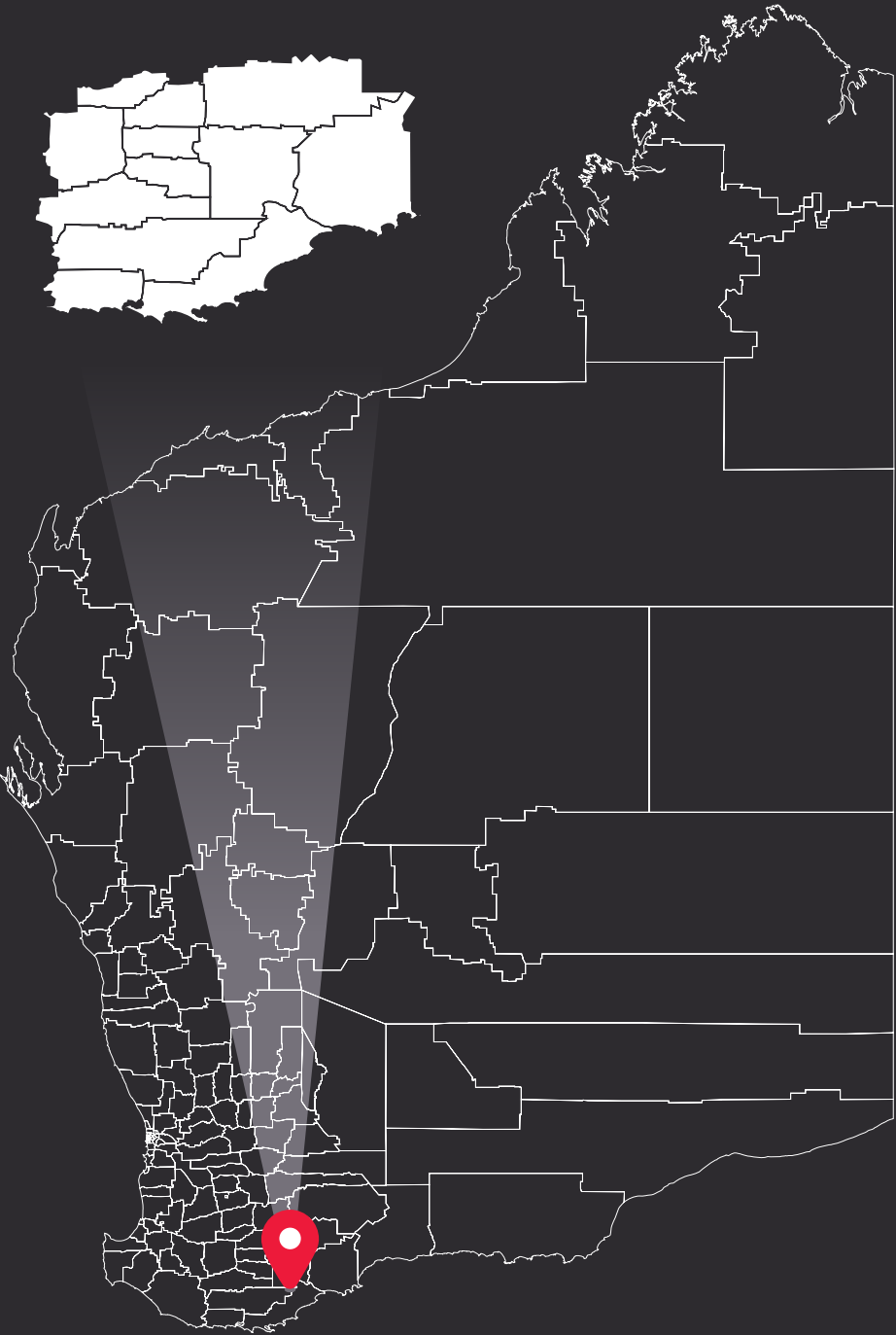
Land

>450 sqm

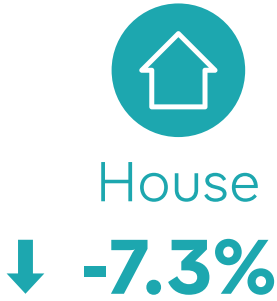
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$115,000
FY 2022 Q1	-5.6%	5.0%	\$90,000
FY 2022 Q2	0.0%	0.0%	\$120,000
FY 2022 Q3	0.0%	33.3%	\$120,000
FY 2022 Q4	0.0%	21.4%	\$120,000
FY 2023 Q1	0.0%	23.5%	\$90,000
FY 2023 Q2	-41.2%	-11.9%	\$10,000
FY 2023 Q3	-10.0%	-45.9%	\$10,000



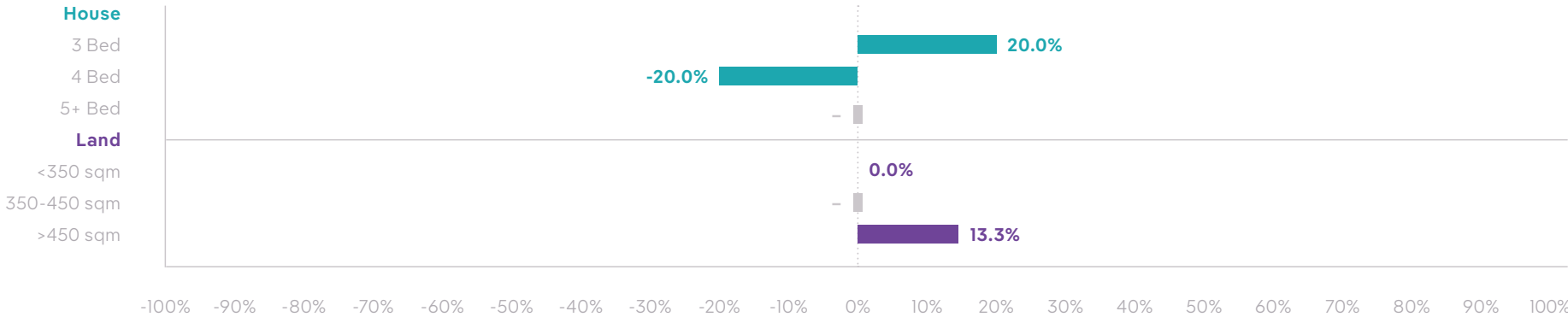
Great Southern



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Great Southern



Great Southern

House

Quarter	1 Bed			2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$480,000	–	–	\$459,622	–	–	\$407,342	–	–	\$533,345	–	–	–
FY 2022 Q1	100.0%	–	\$480,000	5.3%	-64.0%	\$467,820	-30.8%	-45.0%	\$442,480	18.8%	-28.6%	\$533,345	–	–	–
FY 2022 Q2	-50.0%	-85.7%	\$480,000	-5.0%	566.7%	\$473,646	-22.2%	-36.4%	\$442,480	-26.3%	106.7%	\$572,894	–	–	–
FY 2022 Q3	0.0%	100.0%	\$480,000	5.3%	1.7%	\$473,646	-28.6%	42.9%	\$462,065	-28.6%	3.2%	\$631,356	–	–	–
FY 2022 Q4	0.0%	-100.0%	\$480,000	20.0%	72.1%	\$536,953	80.0%	60.0%	\$459,660	10.0%	-75.0%	\$571,356	–	–	–
FY 2023 Q1	200.0%	–	\$349,000	4.2%	-61.0%	\$509,000	33.3%	6.3%	\$441,521	-27.3%	-75.0%	\$515,647	–	–	\$599,540
FY 2023 Q2	-33.3%	-50.0%	\$480,000	-44.0%	-53.7%	\$456,263	-8.3%	-47.1%	\$429,132	25.0%	100.0%	\$515,647	0.0%		\$599,540
FY 2023 Q3	-50.0%	-66.7%	\$480,000	-7.1%	-47.4%	\$544,615	-45.5%	77.8%	\$412,990	-20.0%	125.0%	\$586,541	0.0%	-100.0%	\$599,540

Land

Quarter	<350 sqm			>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	–	–	–	\$25,000
FY 2022 Q1	–	–	–	0.0%	-12.5%	\$25,000
FY 2022 Q2	–	–	\$87,500	25.0%	142.9%	\$25,000
FY 2022 Q3	0.0%	0.0%	\$87,500	0.0%	35.3%	\$25,000
FY 2022 Q4	0.0%	-100.0%	\$87,500	13.3%	-8.7%	\$25,000
FY 2023 Q1	0.0%	–	\$87,500	0.0%	-23.8%	\$25,000
FY 2023 Q2	0.0%	-100.0%	\$87,500	11.8%	43.8%	\$25,000
FY 2023 Q3	0.0%	–	\$87,500	-10.5%	-34.8%	\$25,000

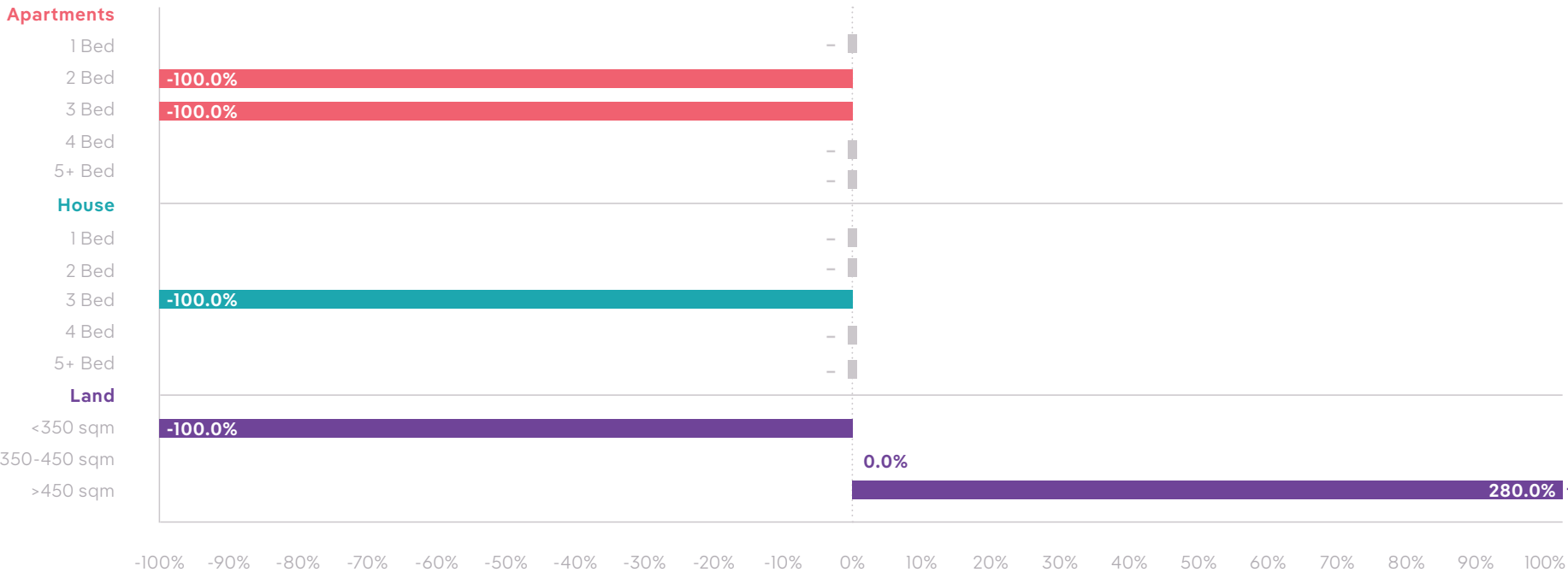
Kimberley



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Kimberley



Apartment

2 Bed							3 Bed						
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)
FY 2021 Q4	-	-	\$360,000	-	-	-	-	-	-	-	-	-	-
FY 2022 Q1	50.0%	205.9%	\$360,000	-	-	\$620,000	-	-	-	-	-	-	-
FY 2022 Q2	0.0%	-71.2%	\$360,000	0.0%	-75.0%	\$620,000	0.0%	-75.0%	\$620,000	0.0%	-75.0%	\$620,000	0.0%
FY 2022 Q3	0.0%	-26.7%	\$360,000	0.0%	-100.0%	\$620,000	0.0%	-100.0%	\$620,000	0.0%	-100.0%	\$620,000	0.0%
FY 2022 Q4	-33.3%	-18.2%	\$415,000	-100.0%	-	-	-100.0%	-	-	-100.0%	-	-	-100.0%
FY 2023 Q1	0.0%	-77.8%	\$415,000	-	-	-	-	-	-	-	-	-	-
FY 2023 Q2	-100.0%	-100.0%	-	-	-	-	-	-	-	-	-	-	-
FY 2023 Q3	-	-	-	-	-	-	-	-	-	-	-	-	-

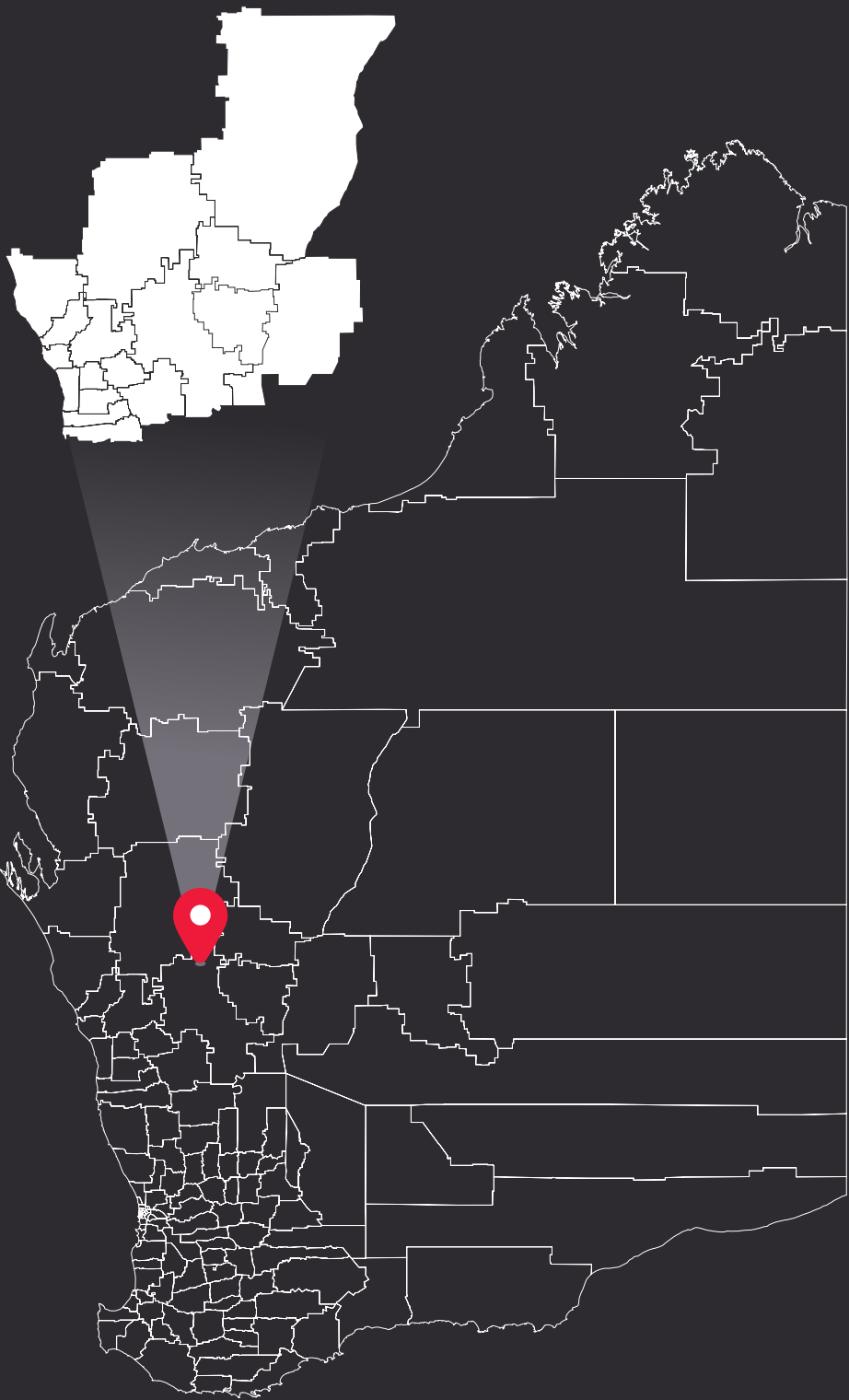
House

2 Bed							3 Bed						
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)
FY 2021 Q4	-	-	\$472,500	-	-	\$493,500	-	-	-	-	-	-	-
FY 2022 Q1	-100.0%	-100.0%	-	-100.0%	-100.0%	-	-100.0%	-100.0%	-	-100.0%	-100.0%	-	-100.0%
FY 2022 Q2	-	-	-	-	-	-	-	-	-	-	-	-	-
FY 2022 Q3	-	-	-	-	-	\$650,000	-	-	-	-	-	\$650,000	-
FY 2022 Q4	-	-	-	0.0%	-	\$650,000	0.0%	-	\$650,000	0.0%	-	\$650,000	0.0%
FY 2023 Q1	-	-	-	0.0%	300.0%	\$650,000	0.0%	300.0%	\$650,000	0.0%	300.0%	\$650,000	0.0%
FY 2023 Q2	-	-	-	-100.0%	-100.0%	-	-100.0%	-100.0%	-	-100.0%	-100.0%	-	-100.0%
FY 2023 Q3	-	-	-	-	-	-	-	-	-	-	-	-	-

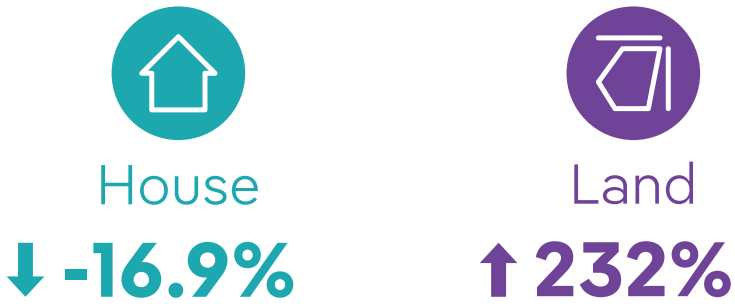
Land

<350 sqm							350-450 sqm							>450 sqm						
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)
FY 2021 Q4	-	-	-	-	-	\$115,250	-	-	\$115,250	-	-	\$115,750	-	-	-	\$115,750	-	-	-	-
FY 2022 Q1	-	-	\$130,000	0.0%	-	\$115,250	0.0%	-	\$115,250	0.0%	-	\$115,750	0.0%	-	-	\$115,750	0.0%	-	-	-
FY 2022 Q2	0.0%	0.0%	\$130,000	0.0%	-	\$115,250	0.0%	-	\$115,250	0.0%	0.0%	\$115,750	0.0%	0.0%	0.0%	\$115,750	0.0%	0.0%	0.0%	0.0%
FY 2022 Q3	0.0%	-80.0%	\$130,000	0.0%	-	\$115,250	0.0%	-	\$115,250	0.0%	0.0%	\$115,750	0.0%	0.0%	0.0%	\$115,750	0.0%	0.0%	0.0%	0.0%
FY 2022 Q4	-100.0%	-100.0%	-	0.0%	-	\$115,250	0.0%	-	\$115,250	0.0%	-100.0%	\$115,750	0.0%	-100.0%	-	\$115,750	0.0%	-100.0%	-	-
FY 2023 Q1	-	-	-	0.0%	-	\$115,250	80.0%	-	\$147,500	144.4%	-75.0%	\$218,000	-13.6%	500.0%	500.0%	\$218,000	-13.6%	500.0%	500.0%	500.0%
FY 2023 Q2	-	-	-	0.0%	-	\$115,250	144.4%	-75.0%	\$218,000	-13.6%	500.0%	\$218,000	-13.6%	500.0%	500.0%	\$218,000	-13.6%	500.0%	500.0%	500.0%
FY 2023 Q3	0.0%	-	-	0.0%	-	\$115,250	-13.6%	500.0%	\$218,000	-13.6%	500.0%	\$218,000	-13.6%	500.0%	500.0%	\$218,000	-13.6%	500.0%	500.0%	500.0%

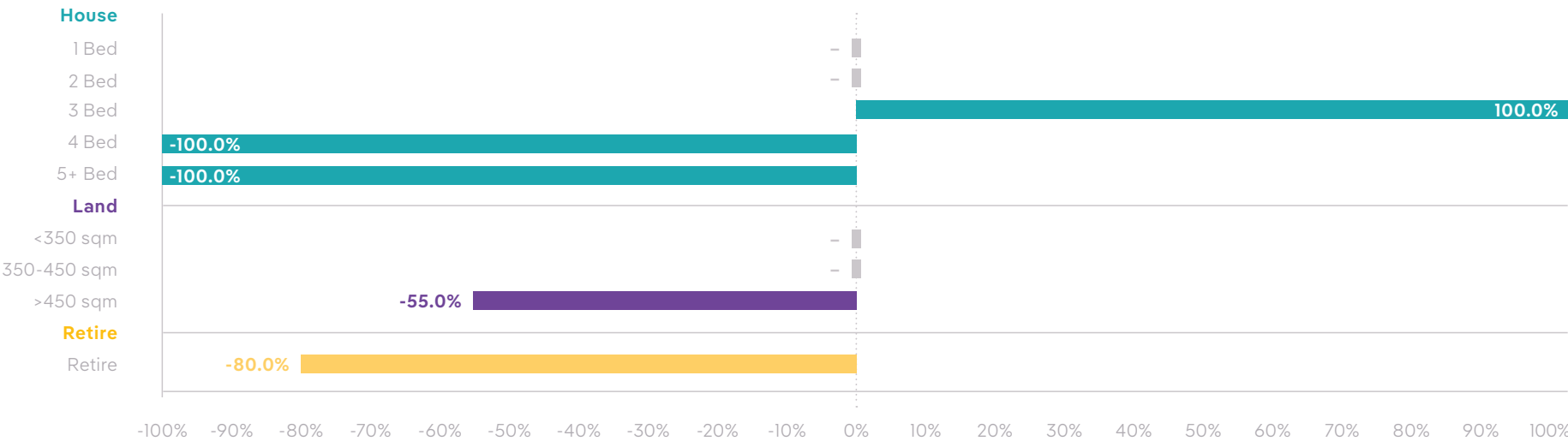
Mid West



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Mid West



Mid West

Apartment

3 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	-	-	-
FY 2022 Q1	-	-	\$349,000
FY 2022 Q2	-100.0%	-100.0%	-
FY 2022 Q3	-	-	-
FY 2022 Q4	-	-	-
FY 2023 Q1	-	-	-
FY 2023 Q2	-	-	-
FY 2023 Q3	-	-	-

House

3 Bed

4 Bed

5+ Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	-	-	-	-	-	\$327,180	-	-	\$775,000
FY 2022 Q1	-	-	\$414,406	-22.2%	150.0%	\$312,000	0.0%	50.0%	\$775,000
FY 2022 Q2	0.0%		\$414,406	14.3%	-55.0%	\$321,338	0.0%	166.7%	\$775,000
FY 2022 Q3	0.0%	-50.0%	\$414,406	-87.5%	-85.2%	\$441,695	0.0%	-87.5%	\$775,000
FY 2022 Q4	-100.0%	-100.0%	-	300.0%	125.0%	\$443,195	-100.0%	-100.0%	-
FY 2023 Q1	-	-	-	0.0%	-77.8%	\$443,195	-	-	-
FY 2023 Q2	-	-	-	0.0%	-50.0%	\$443,195	-	-	-
FY 2023 Q3	-45.5%	-	\$367,163	-100.0%	-100.0%	-	-	-	-

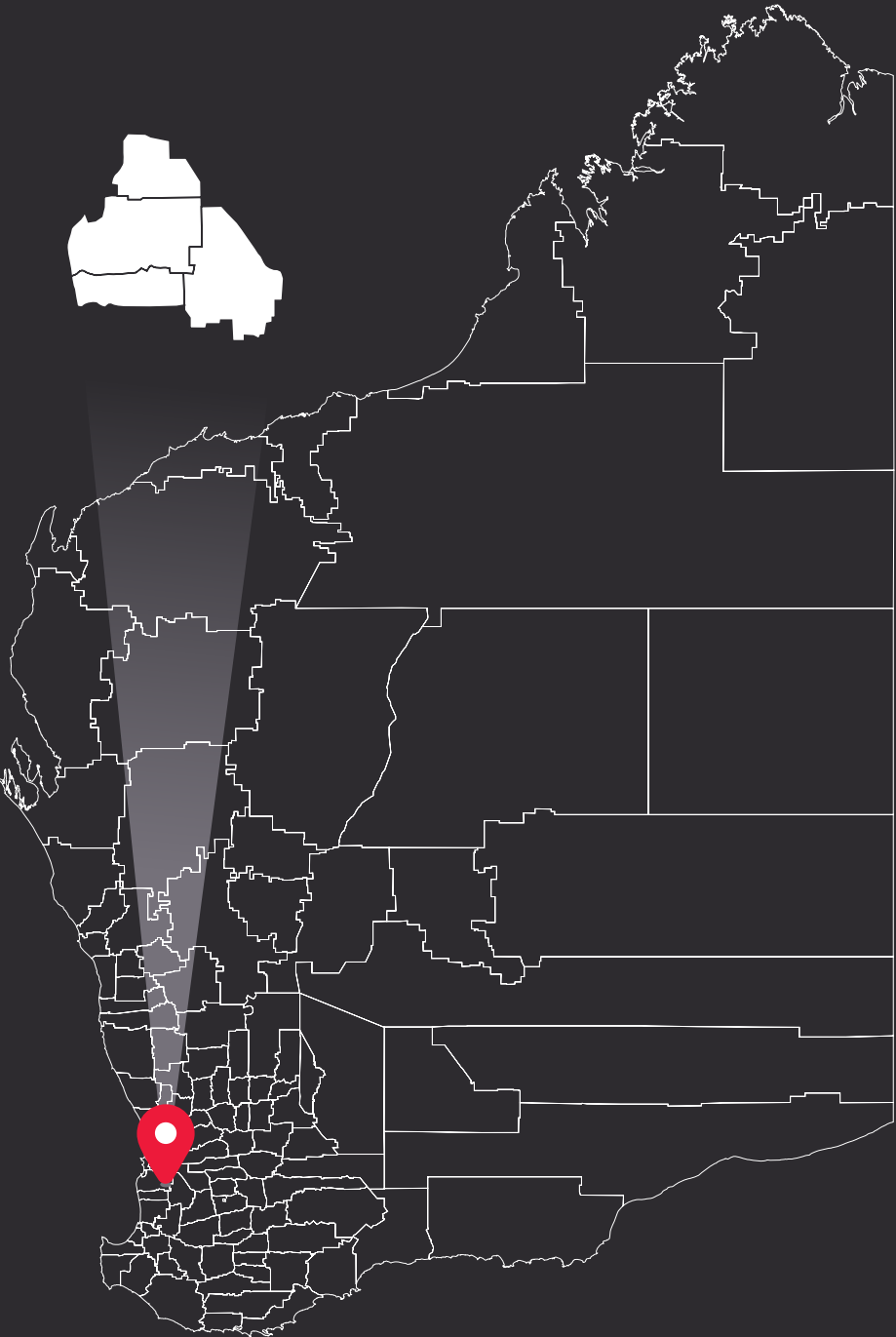
Land

>450 sqm

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	-	-	\$75,000
FY 2022 Q1	-6.7%	31.3%	\$53,000
FY 2022 Q2	-28.6%	-9.5%	\$37,500
FY 2022 Q3	0.0%	36.8%	\$25,000
FY 2022 Q4	-10.0%	23.1%	\$25,000
FY 2023 Q1	-22.2%	-21.9%	\$25,000
FY 2023 Q2	-35.7%	12.0%	\$83,000
FY 2023 Q3	0.0%	-60.7%	\$83,000

Retire

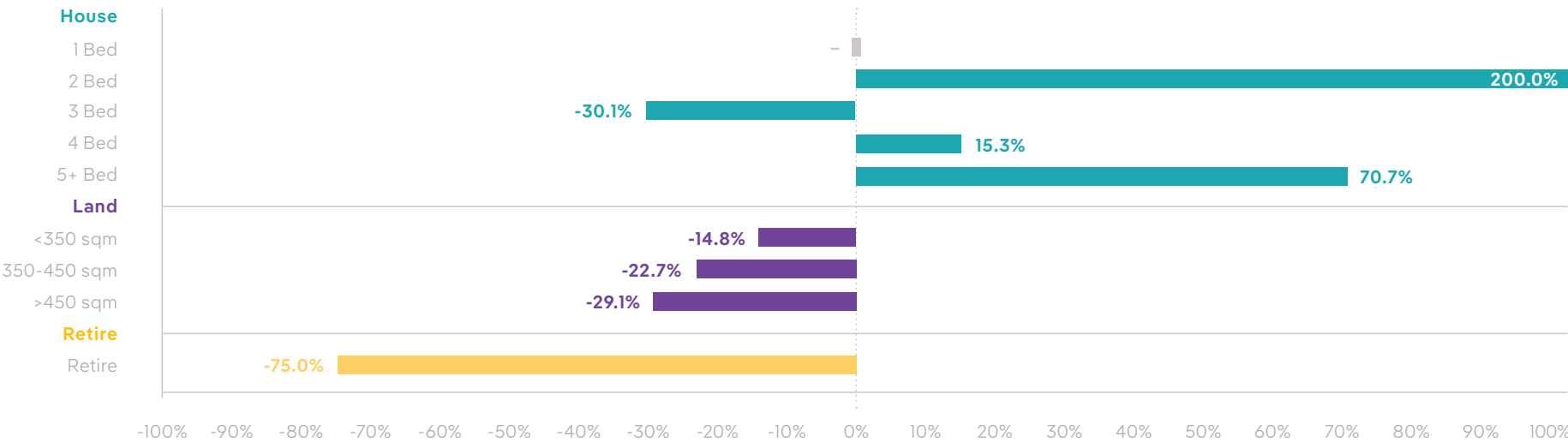
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	-	-	-
FY 2022 Q1	-	-	\$359,500
FY 2022 Q2	16.7%	100.0%	\$339,000
FY 2022 Q3	-28.6%	0.0%	\$339,000
FY 2022 Q4	-20.0%	-100.0%	\$385,000
FY 2023 Q1	-25.0%	-	\$385,000
FY 2023 Q2	-66.7%	-66.7%	\$250,000
FY 2023 Q3	0.0%	100.0%	\$250,000



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Peel



Peel

House

Quarter	2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$269,000	–	–	\$330,935	–	–	\$378,123	–	–	\$405,500
FY 2022 Q1	-25.0%	75.0%	\$269,000	10.2%	-2.7%	\$333,148	7.6%	39.8%	\$391,590	50.0%	117.4%	\$497,369
FY 2022 Q2	-33.3%	-85.7%	\$275,000	-16.0%	-14.1%	\$338,825	-6.8%	1.9%	\$410,191	-19.0%	-29.0%	\$497,369
FY 2022 Q3	-75.0%	-100.0%	\$322,855	18.4%	38.6%	\$350,515	-8.8%	-2.1%	\$421,940	141.2%	15.5%	\$466,750
FY 2022 Q4	0.0%	–	\$322,855	21.8%	-20.2%	\$352,990	12.6%	4.5%	\$424,000	17.1%	-4.9%	\$456,209
FY 2023 Q1	100.0%	–	\$332,530	-21.7%	-42.1%	\$366,618	15.8%	-21.9%	\$446,710	37.5%	26.9%	\$500,000
FY 2023 Q2	0.0%	100.0%	\$275,780	-9.8%	-4.1%	\$377,858	-12.2%	-36.8%	\$446,760	1.5%	-35.4%	\$532,000
FY 2023 Q3	50.0%	-100.0%	\$427,800	-18.7%	-4.3%	\$378,022	0.7%	106.7%	\$446,630	4.5%	-1.6%	\$549,050

Land

Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$117,500	–	–	\$154,000	–	–	\$187,000	–	–	–
FY 2022 Q1	12.5%	53.3%	\$114,000	27.3%	152.9%	\$156,000	4.2%	-44.4%	\$206,000	-100.0%	–	–
FY 2022 Q2	3.7%	4.3%	\$119,500	-32.1%	-48.8%	\$158,000	1.3%	82.0%	\$245,000	–	–	–
FY 2022 Q3	-3.6%	-10.4%	\$125,000	-42.1%	50.0%	\$171,000	3.9%	16.0%	\$198,000	–	–	–
FY 2022 Q4	-29.6%	-27.9%	\$144,000	27.3%	-39.4%	\$178,000	1.3%	-12.2%	\$229,000	–	–	–
FY 2023 Q1	-21.1%	-12.9%	\$139,000	-17.9%	200.0%	\$185,000	-10.0%	-36.4%	\$201,000	–	–	–
FY 2023 Q2	13.3%	25.9%	\$115,000	-26.1%	-41.7%	\$185,000	-23.6%	-34.3%	\$185,000	–	–	–
FY 2023 Q3	35.3%	85.3%	\$135,000	0.0%	-17.1%	\$189,000	1.8%	10.1%	\$185,000	–	–	–

Peel

Retire

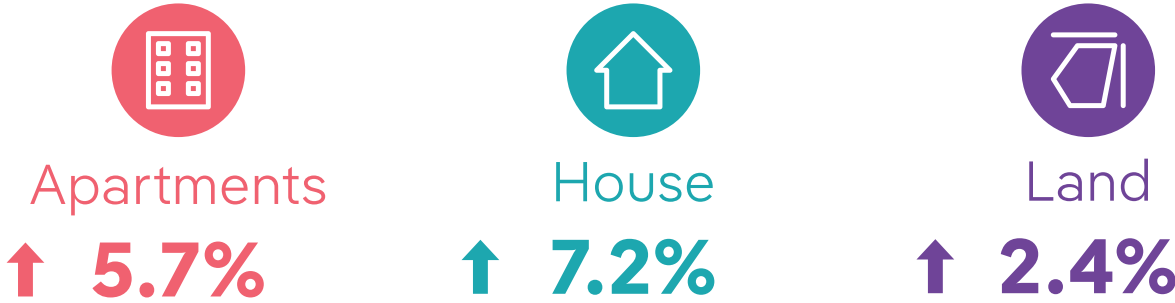
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$270,000
FY 2022 Q1	72.2%	12.5%	\$285,000
FY 2022 Q2	-19.4%	97.8%	\$285,000
FY 2022 Q3	-20.0%	-37.1%	\$275,000
FY 2022 Q4	-30.0%	-26.8%	\$265,000
FY 2023 Q1	-32.1%	-9.8%	\$250,000
FY 2023 Q2	-31.6%	-29.7%	\$277,000
FY 2023 Q3	-23.1%	92.3%	\$275,000



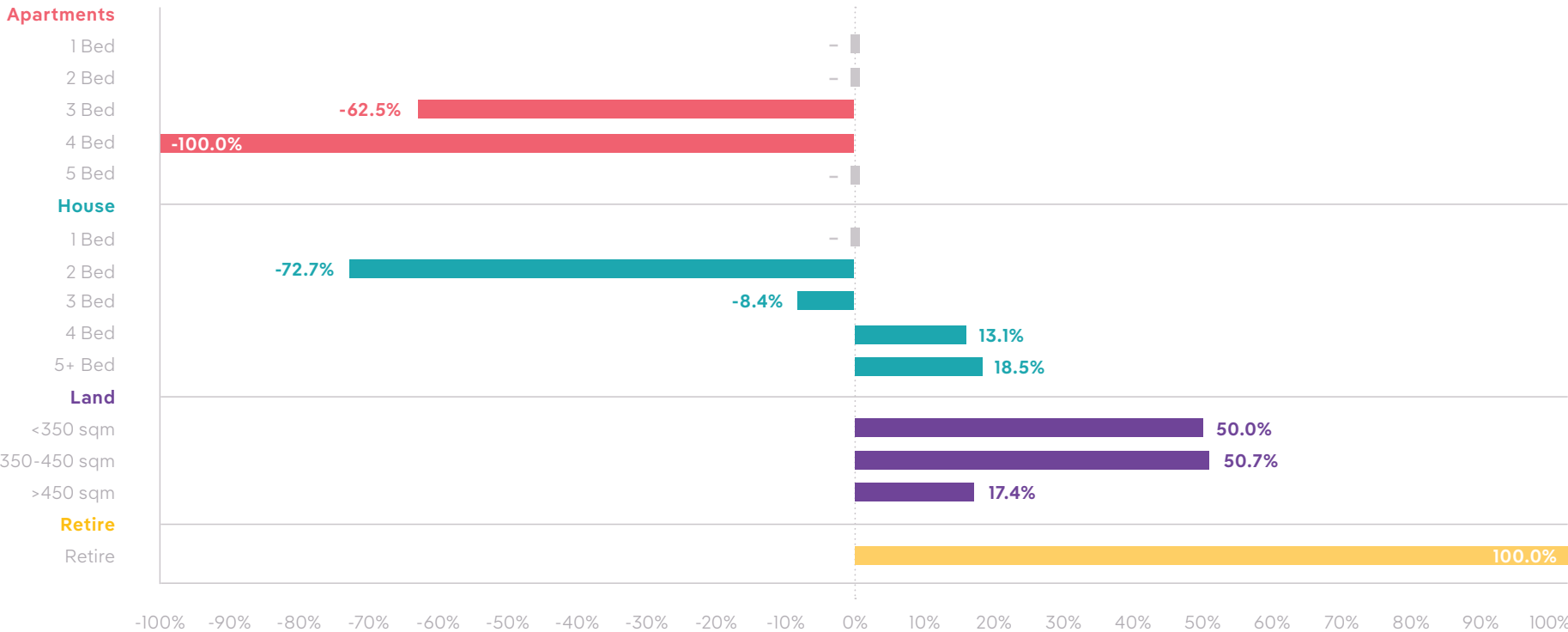
Pilbara



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Pilbara



Pilbara

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$442,500	–	–	\$550,000	–	–	\$527,375	–	–	\$480,000
FY 2022 Q1	0.0%	–	\$442,500	33.3%	33.3%	\$550,000	-11.1%	-47.4%	\$640,000	-33.3%	-75.0%	\$480,000
FY 2022 Q2	-100.0%	–	–	-75.0%	191.7%	\$345,000	-37.5%	90.0%	\$544,900	75.0%	400.0%	\$549,900
FY 2022 Q3	–	–	–	-100.0%	-100.0%	–	60.0%	31.6%	\$350,000	0.0%	-70.0%	\$544,900
FY 2022 Q4	–	–	–	–	–	–	-87.5%	-100.0%	\$544,900	-85.7%	-100.0%	\$544,900
FY 2023 Q1	–	–	–	–	–	–	100.0%	–	\$445,000	-100.0%	–	–
FY 2023 Q2	–	–	–	–	–	–	0.0%	100.0%	\$507,000	–	–	–
FY 2023 Q3	–	–	–	–	–	–	50.0%	200.0%	\$509,100	–	–	–

House

Quarter	2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$349,260	–	–	\$371,846	–	–	\$470,800	–	–	\$599,936
FY 2022 Q1	-72.7%	-71.4%	\$426,610	-6.8%	9.9%	\$374,333	4.7%	-14.3%	\$469,400	37.8%	150.0%	\$605,968
FY 2022 Q2	66.7%	850.0%	\$338,990	5.5%	-6.6%	\$389,442	17.4%	25.8%	\$493,528	11.3%	5.1%	\$621,324
FY 2022 Q3	120.0%	5.3%	\$342,715	11.0%	25.3%	\$399,990	1.8%	1.9%	\$498,608	-5.8%	-16.4%	\$619,356
FY 2022 Q4	18.2%	-55.0%	\$359,813	22.8%	-14.2%	\$414,495	14.1%	-28.3%	\$507,000	-4.6%	-29.1%	\$643,400
FY 2023 Q1	-46.2%	-55.6%	\$362,460	-14.5%	-28.9%	\$424,314	0.2%	-11.2%	\$515,579	-3.2%	-37.3%	\$628,990
FY 2023 Q2	0.0%	100.0%	\$496,450	-15.1%	-32.9%	\$432,110	-9.6%	-19.6%	\$514,300	11.7%	152.4%	\$639,999
FY 2023 Q3	-57.1%	162.5%	\$347,480	2.7%	72.6%	\$431,180	9.5%	40.2%	\$517,467	14.9%	-47.2%	\$648,955

Pilbara

Land

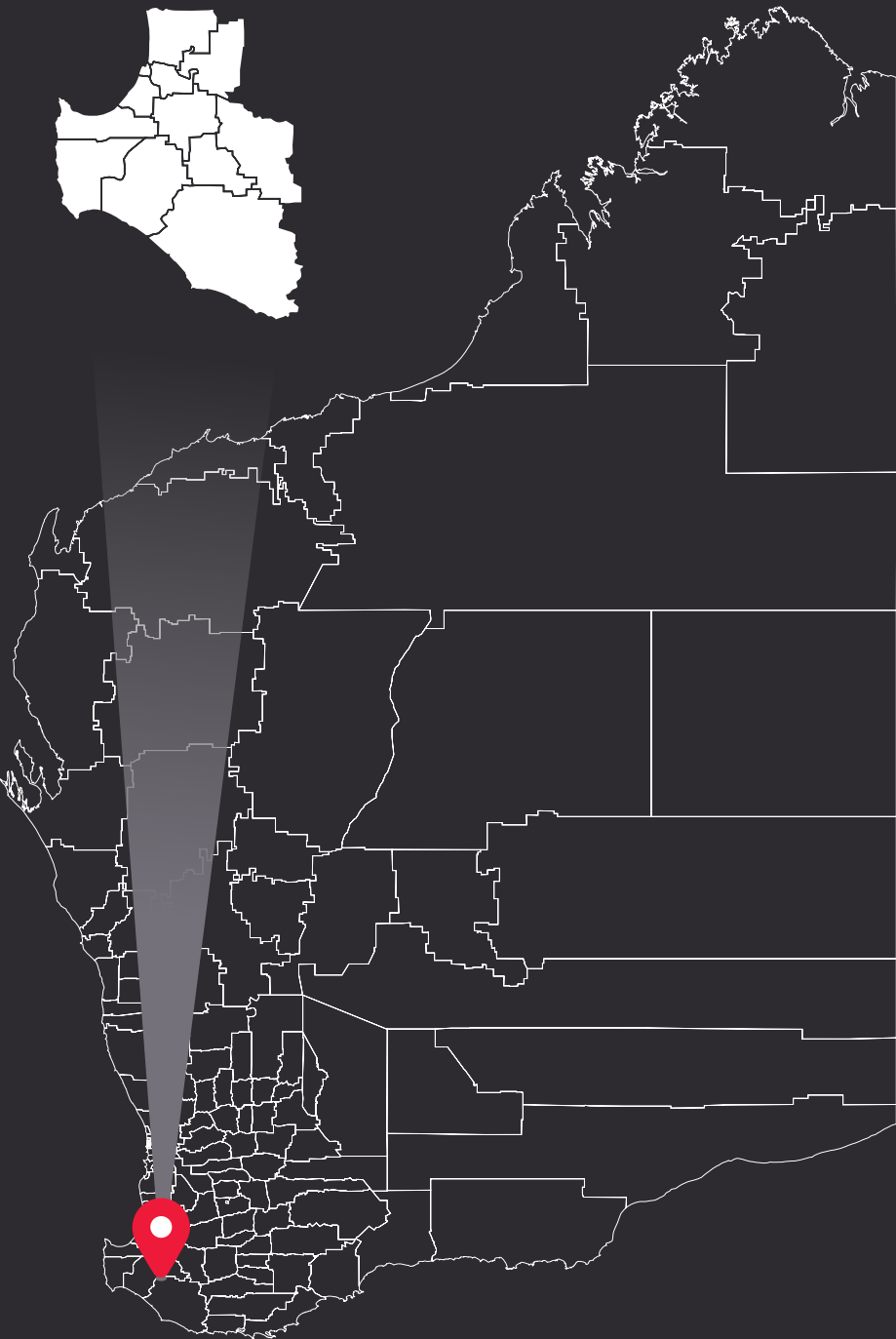
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–		\$199,000	–		\$231,000	–		\$255,000	–	–	\$145,000
FY 2022 Q1	5.0%	-7.1%	\$174,500	22.4%	52.3%	\$182,500	21.1%	45.1%	\$225,000	-100.0%	-100.0%	–
FY 2022 Q2	7.9%	-6.5%	\$157,000	7.0%	-37.4%	\$203,000	-1.1%	63.3%	\$225,000	–	–	–
FY 2022 Q3	-5.9%	54.7%	\$170,000	-9.2%	-18.9%	\$216,500	1.1%	-44.1%	\$239,000	–	–	–
FY 2022 Q4	29.7%	-8.3%	\$180,000	34.8%	11.1%	\$230,000	-8.7%	-40.6%	\$235,000	–	–	–
FY 2023 Q1	-6.0%	-12.3%	\$179,000	3.2%	10.0%	\$252,000	-4.8%	19.9%	\$249,000	–	–	–
FY 2023 Q2	12.8%	-34.6%	\$190,000	1.0%	-24.8%	\$263,000	16.3%	-27.6%	\$259,000	–	–	–
FY 2023 Q3	9.1%	71.4%	\$191,000	7.2%	46.2%	\$273,000	16.1%	72.9%	\$278,000	–	–	–

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–		\$485,000
FY 2022 Q1	-33.3%	-33.3%	\$554,500
FY 2022 Q2	-50.0%	-12.5%	\$499,000
FY 2022 Q3	0.0%	-14.3%	\$449,000
FY 2022 Q4	0.0%	116.7%	\$502,000
FY 2023 Q1	50.0%	-46.2%	\$555,000
FY 2023 Q2	33.3%	128.6%	\$585,000
FY 2023 Q3	0.0%	0.0%	\$597,500



South West



FY23 Q3 Median Price Change



Apartments
0%

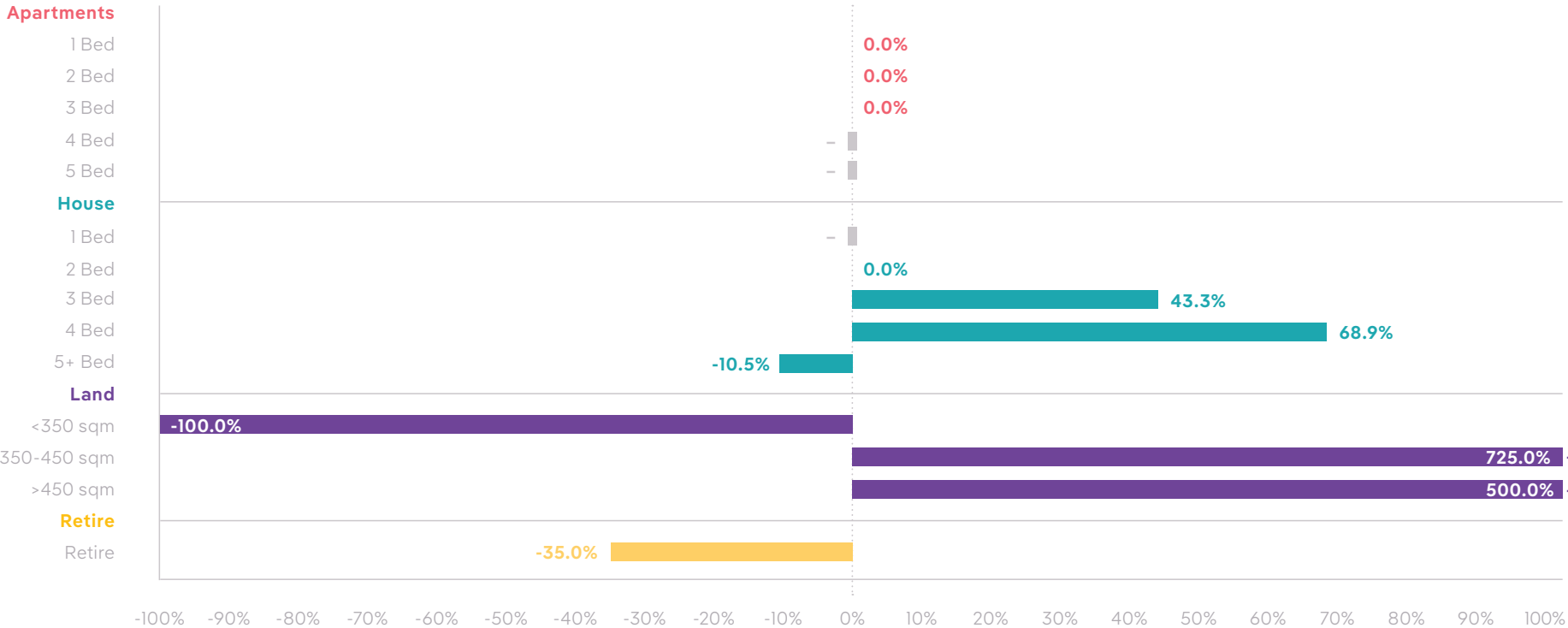


House
↑ 12.7%



Land
↑ 3.3%

FY23 Q3 YoY change in new listings for South West



South West

Apartment

Quarter	1 Bed			2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$135,000	–	–	\$260,000	–	–	\$280,000	–	–	\$849,600
FY 2022 Q1	0.0%	50.0%	\$135,000	0.0%	500.0%	\$260,000	0.0%	37.5%	\$280,000	-100.0%	-100.0%	–
FY 2022 Q2	0.0%	250.0%	\$135,000	0.0%	-55.6%	\$260,000	0.0%	63.6%	\$280,000	–	–	–
FY 2022 Q3	0.0%	-61.9%	\$135,000	0.0%	112.5%	\$260,000	0.0%	61.1%	\$280,000	–	–	–
FY 2022 Q4	0.0%	0.0%	\$135,000	0.0%	-52.9%	\$260,000	0.0%	-62.1%	\$280,000	–	–	–
FY 2023 Q1	0.0%	62.5%	\$135,000	0.0%	112.5%	\$260,000	0.0%	-9.1%	\$280,000	–	–	–
FY 2023 Q2	0.0%	-38.5%	\$135,000	0.0%	-23.5%	\$260,000	0.0%	50.0%	\$280,000	–	–	–
FY 2023 Q3	0.0%	-37.5%	\$135,000	0.0%	23.1%	\$260,000	0.0%	46.7%	\$280,000	–	–	–

House

Quarter	2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$299,990	–	–	\$382,800	–	–	\$459,900	–	–	\$498,150
FY 2022 Q1	200.0%	175.0%	\$311,990	-14.4%	-14.4%	\$385,000	12.9%	-6.1%	\$475,990	16.7%	29.6%	\$514,000
FY 2022 Q2	16.7%	163.6%	\$324,000	-10.8%	-11.8%	\$407,000	-26.9%	-29.2%	\$478,302	-8.6%	0.0%	\$534,990
FY 2022 Q3	-21.4%	-44.8%	\$334,789	-14.0%	-1.4%	\$434,515	-4.7%	48.2%	\$512,782	18.8%	37.1%	\$561,673
FY 2022 Q4	45.5%	-50.0%	\$336,000	48.9%	-21.7%	\$432,000	35.2%	-33.8%	\$521,800	-23.7%	-25.0%	\$608,000
FY 2023 Q1	25.0%	37.5%	\$353,990	5.7%	14.8%	\$433,490	8.0%	-1.7%	\$563,900	13.8%	27.8%	\$753,220
FY 2023 Q2	-55.0%	18.2%	\$374,990	1.4%	9.1%	\$444,490	11.4%	3.2%	\$578,900	54.5%	-6.5%	\$723,200
FY 2023 Q3	22.2%	-23.1%	\$379,990	-10.2%	5.9%	\$424,990	3.8%	13.5%	\$576,000	-33.3%	41.9%	\$689,356

South West

Land

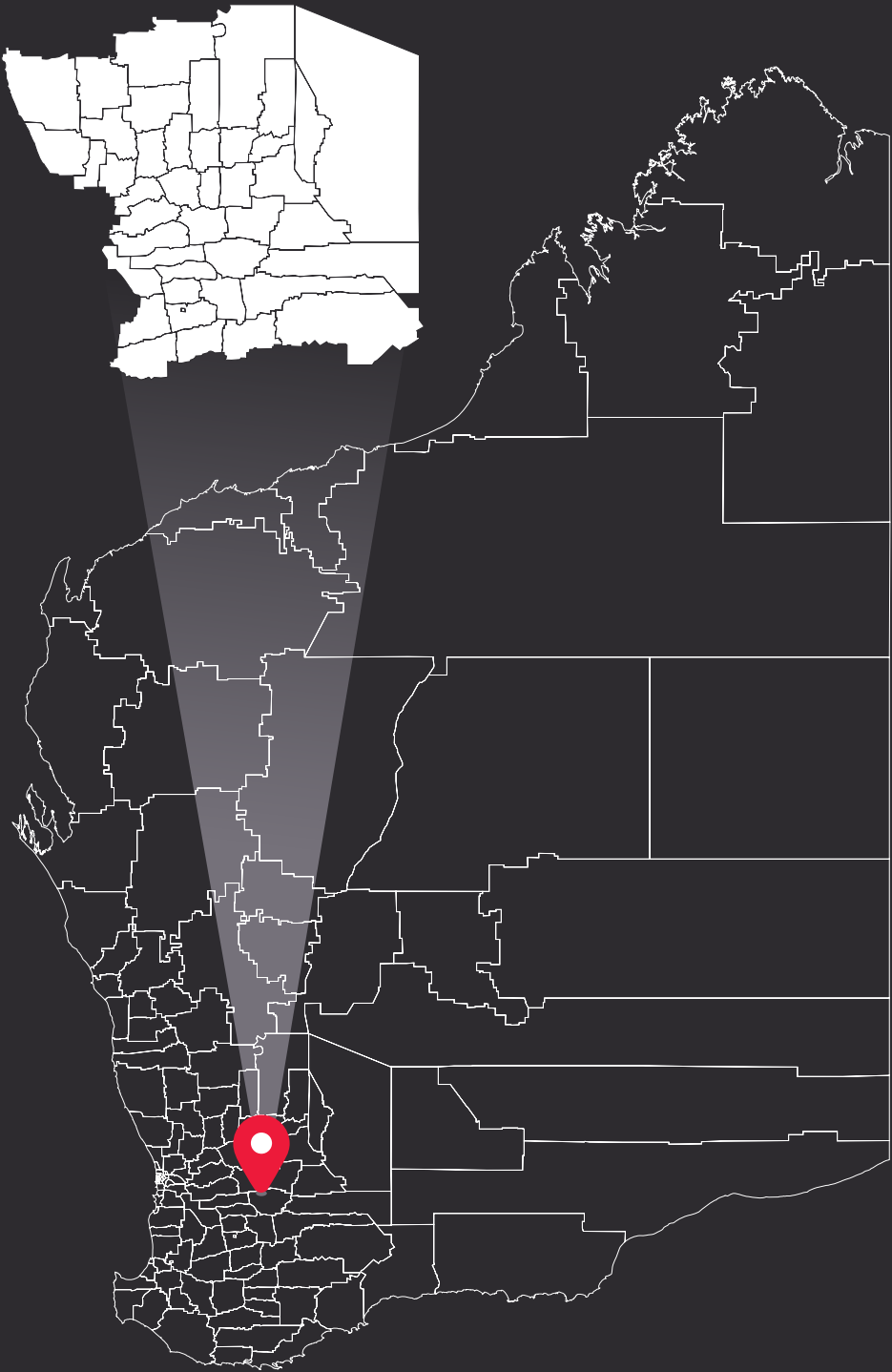
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$149,000	–	–	\$149,000	–	–	\$210,000	–	–	–
FY 2022 Q1	66.7%	450.0%	\$92,500	14.3%	-25.0%	\$175,000	-10.0%	100.0%	\$226,000	-100.0%	–	–
FY 2022 Q2	-60.0%	36.4%	\$60,000	-37.5%	-11.1%	\$185,000	-5.6%	28.3%	\$233,000	–	–	–
FY 2022 Q3	0.0%	-40.0%	\$117,500	-20.0%	125.0%	\$185,000	11.8%	-13.6%	\$479,000	–	–	–
FY 2022 Q4	-50.0%	-100.0%	\$175,000	200.0%	-77.8%	\$169,500	63.2%	-66.7%	\$186,500	–	–	–
FY 2023 Q1	-100.0%	–	–	-8.3%	325.0%	\$169,500	48.4%	94.1%	\$251,000	–	–	\$369,000
FY 2023 Q2	–	–	–	118.2%	41.2%	\$219,000	54.3%	148.5%	\$255,000	0.0%	-100.0%	\$369,000
FY 2023 Q3	–	–	–	37.5%	-25.0%	\$195,000	60.6%	-11.0%	\$230,000	0.0%	–	\$369,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$330,000
FY 2022 Q1	-20.6%	-12.5%	\$330,000
FY 2022 Q2	-14.0%	52.4%	\$330,000
FY 2022 Q3	-7.0%	28.1%	\$330,000
FY 2022 Q4	-10.0%	-75.6%	\$330,000
FY 2023 Q1	-11.1%	60.0%	\$330,000
FY 2023 Q2	-6.3%	75.0%	\$332,500
FY 2023 Q3	-13.3%	28.6%	\$359,500



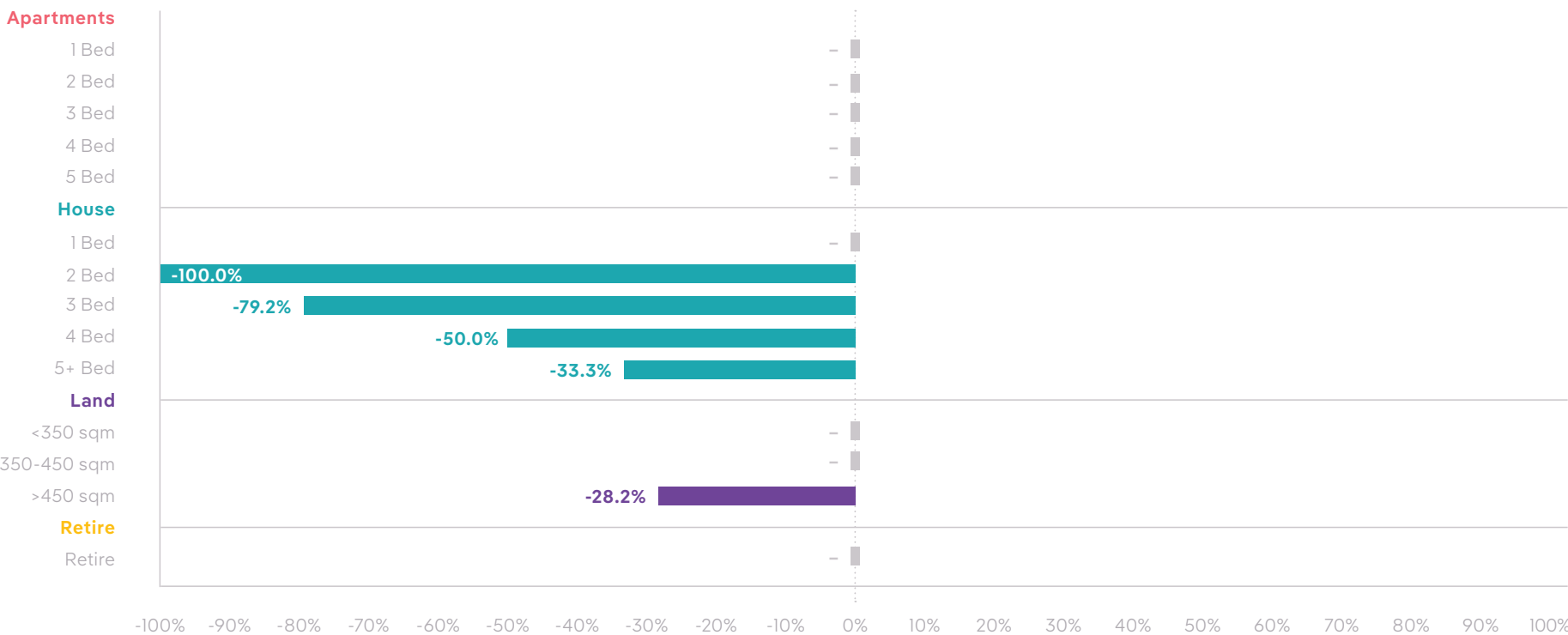
Wheatbelt



FY23 Q3 Median Price Change



FY23 Q3 YoY change in new listings for Wheatbelt



Wheatbelt

House

Quarter	2 Bed			3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$350,000	–	–	\$384,000	–	–	\$508,000	–	–	\$575,000
FY 2022 Q1	100.0%	31.3%	\$350,000	25.0%	-33.3%	\$479,500	36.9%	37.9%	\$525,590	0.0%	-30.8%	\$575,000
FY 2022 Q2	-50.0%	-81.0%	\$350,000	100.0%	220.0%	\$417,167	-4.5%	-14.0%	\$542,496	0.0%	-77.8%	\$573,450
FY 2022 Q3	0.0%	50.0%	\$350,000	140.0%	-59.4%	\$437,300	-3.5%	-32.0%	\$529,401	200.0%	0.0%	\$573,450
FY 2022 Q4	-100.0%	-100.0%	–	-25.0%	-30.8%	\$414,851	-7.3%	-4.0%	\$541,991	0.0%	150.0%	\$672,194
FY 2023 Q1	–	–	–	-55.6%	11.1%	\$416,261	3.9%	-24.0%	\$645,990	16.7%	40.0%	\$649,688
FY 2023 Q2	–	–	–	-50.0%	-100.0%	\$416,261	-24.1%	-31.5%	\$649,000	-42.9%	-50.0%	\$747,450
FY 2023 Q3	–	–	–	25.0%	–	\$468,874	-31.7%	-38.0%	\$649,495	0.0%	-14.3%	\$689,700

Land

Quarter	>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$25,000
FY 2022 Q1	-2.0%	45.5%	\$25,000
FY 2022 Q2	62.5%	41.7%	\$30,500
FY 2022 Q3	0.0%	98.5%	\$71,000
FY 2022 Q4	-3.8%	-7.4%	\$69,000
FY 2023 Q1	-9.3%	5.6%	\$68,000
FY 2023 Q2	-7.4%	-19.7%	\$68,000
FY 2023 Q3	-11.1%	-6.6%	\$61,000





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