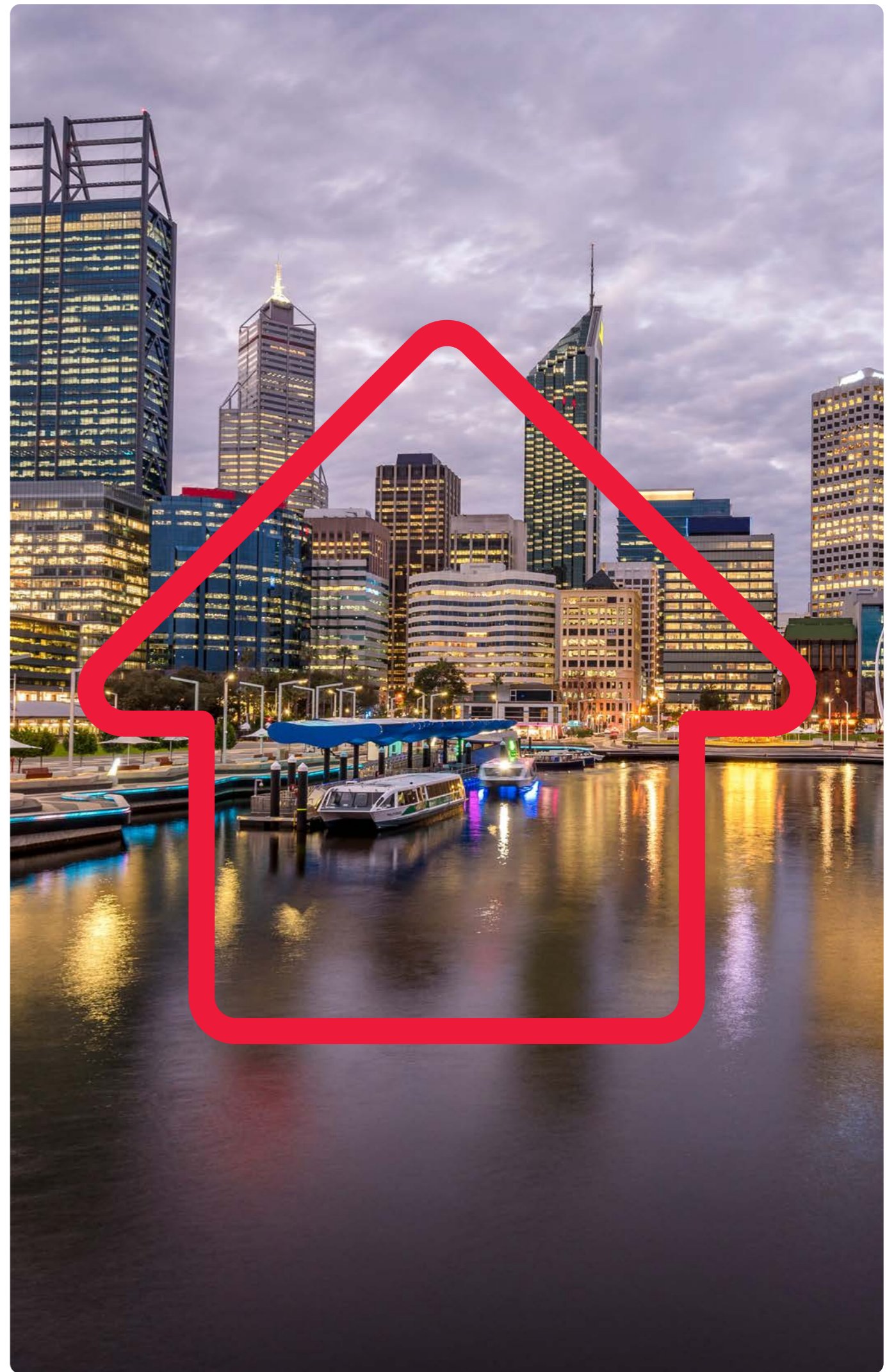


Western Australia Market

Data & Insights Report

Presented by



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 Australia.

Last year, however, saw price gains reverse, as the Reserve Bank undertook one of the most aggressive spates of interest rate rises ever seen. Between April 2022 and June 2023, the cash rate was lifted by 400 basis points, from a low of 0.1 per cent to a high of 4.1 per cent. For the average buyer, this reflected a fall in borrowing capacity of around 30 per cent.

In the context of such significant falls in borrowing capacities, property prices have displayed incredible resilience. After declining in 2022 off the back of higher interest rates, property prices have recovered ground in 2023, rising every month since January.

As of September, the median price of an Australian home had grown by 3.75 per cent annually and fully recovered the falls seen in 2022 to reach a new peak. In contrast to the national trend, property prices in Western Australia saw no notable decline, with the maximum decline seen in Greater Perth just 0.3 per cent, and regional Western Australia recording no falls at all.

In Greater Perth, the median price of a house in September was sitting 9.8 per cent higher compared to 12 months earlier, while the median price of a unit was 4.2 per cent higher. In regional Western Australia, the median house price increased by 3.4 per cent over the 12 months ending September, while median unit prices were up 2.4 per cent.

In Greater Perth, this translated to a median price of \$638,000 for houses and \$365,000 for units at the end of September 2023. In regional Western Australia, the median price of a house and unit was \$478,000 and \$365,000 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.

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 capital.

The demand to buy new homes fell significantly over the second half of 2022, but this year has seen significant recovery. In the September quarter, total hard leads per listing on realestate.com.au for new residential developments in Western Australia had reached the highest level seen in three years, sitting 91% higher compared to 12 months earlier.

Greater Perth has driven the recovery in leads per listing, with the strongest growth seen in Perth's Northeast, up 130 per cent year-on-year. Similarly, Perth's Northwest, Southwest, and the Pilbara region also saw hard leads per listing up more than 100 per cent over the past 12 months.

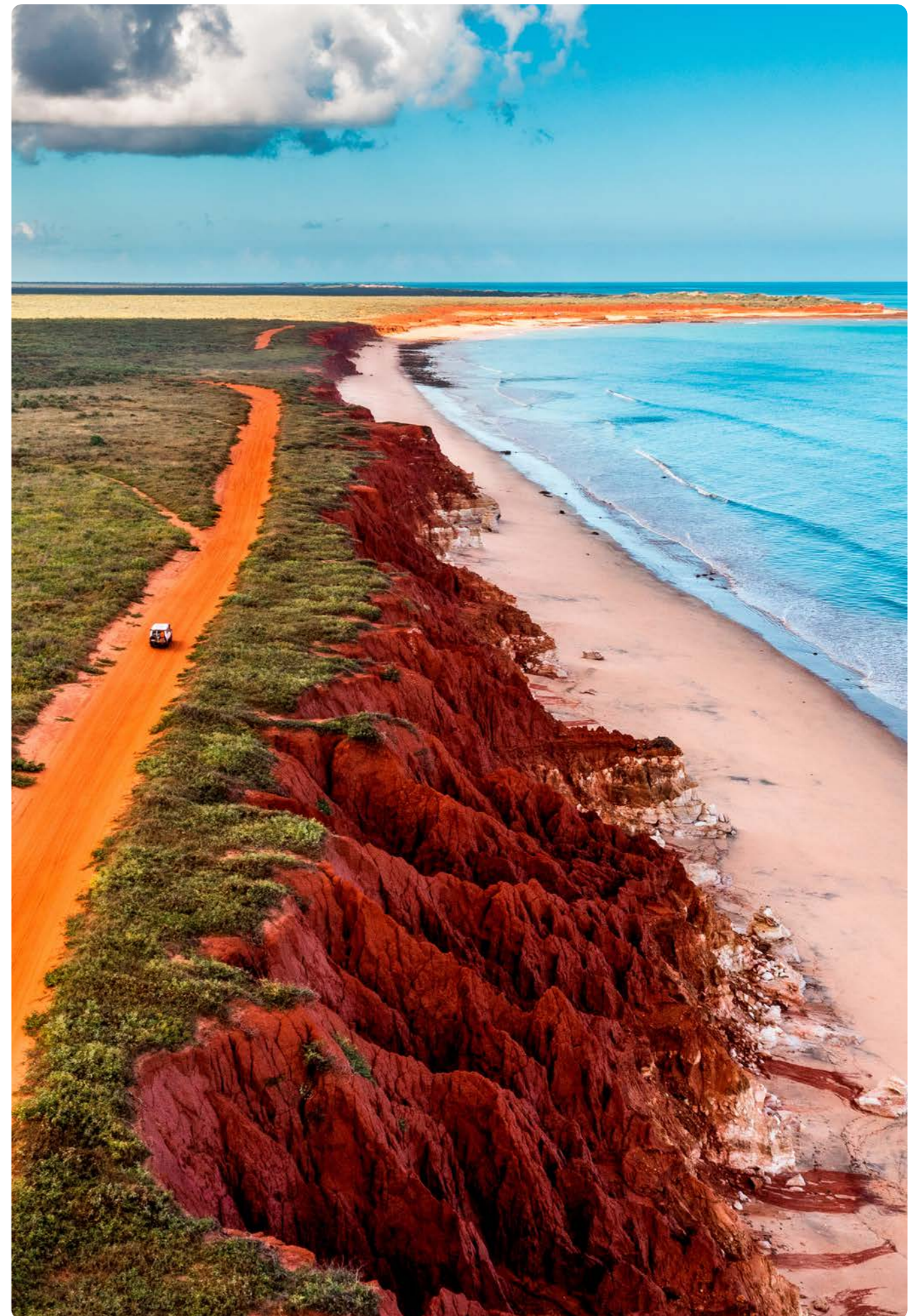
There are several factors that are contributing to this recovery in the demand to buy new. This year has seen a lower level of for sale listings of existing stock which is limiting choice for buyers. Furthermore, with property prices currently on an upwards trajectory and interest rates predicted to be at or close to the peak, many buyers may be looking to lock in a price now.



Outlook

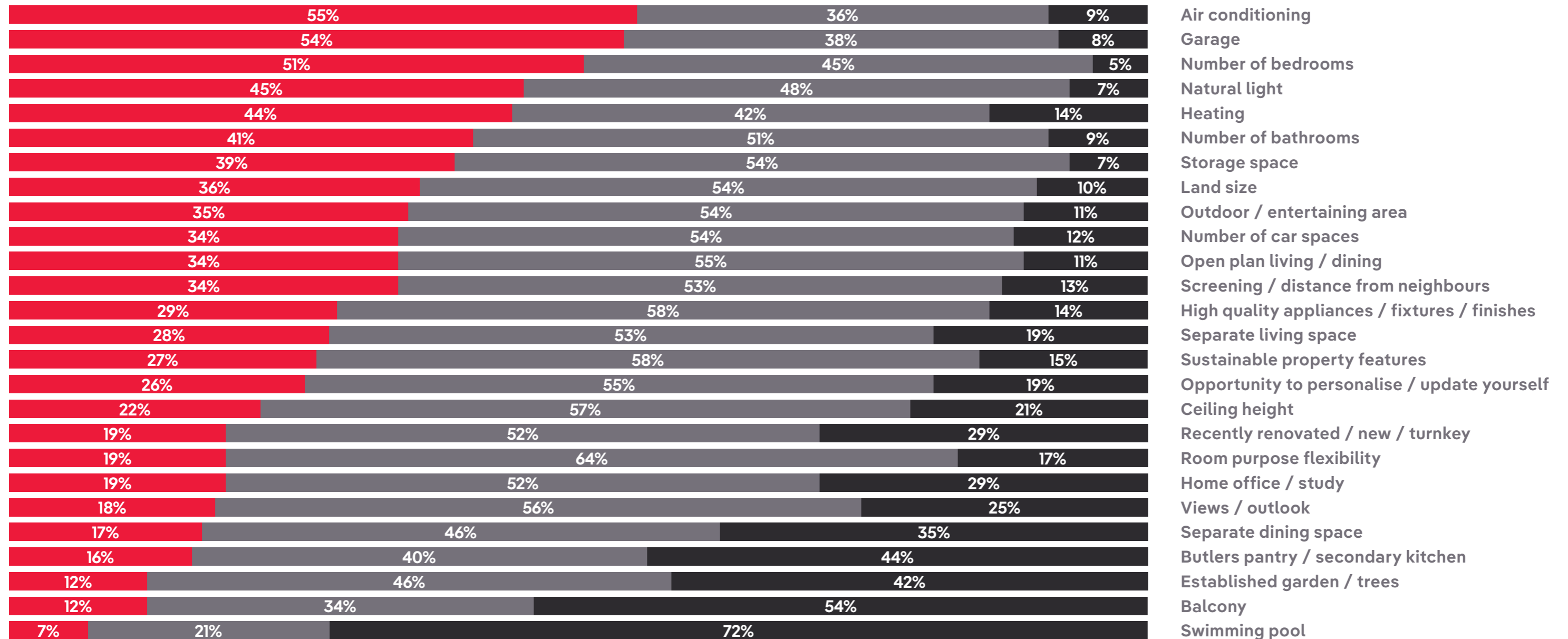
Despite the current challenges faced by the development sector, demand for new homes will be supported by Western Australia's growing population. Over the 12 months ending March 2023, Western Australia saw its population rise more rapidly than any other state, growing by 2.8 per cent, or 78,300 people. Population growth is expected to remain strong in Western Australia, with the number of residents forecast to increase by 48,700 people over the current financial year ending June 2024.

Concerningly, surging population growth is coinciding with a decline in the speed at which new housing is being supplied, with new dwelling commencements in Western Australia currently 24 per cent below the ten-year average level. This is likely to exacerbate the current undersupply of homes and place upwards pressure on property values and rents over the coming years.



🏠 House and land features trade off

The most critical features according to new house & land buyers are air conditioning, garage, and number of bedrooms. These are most likely to be the non-negotiable factors.

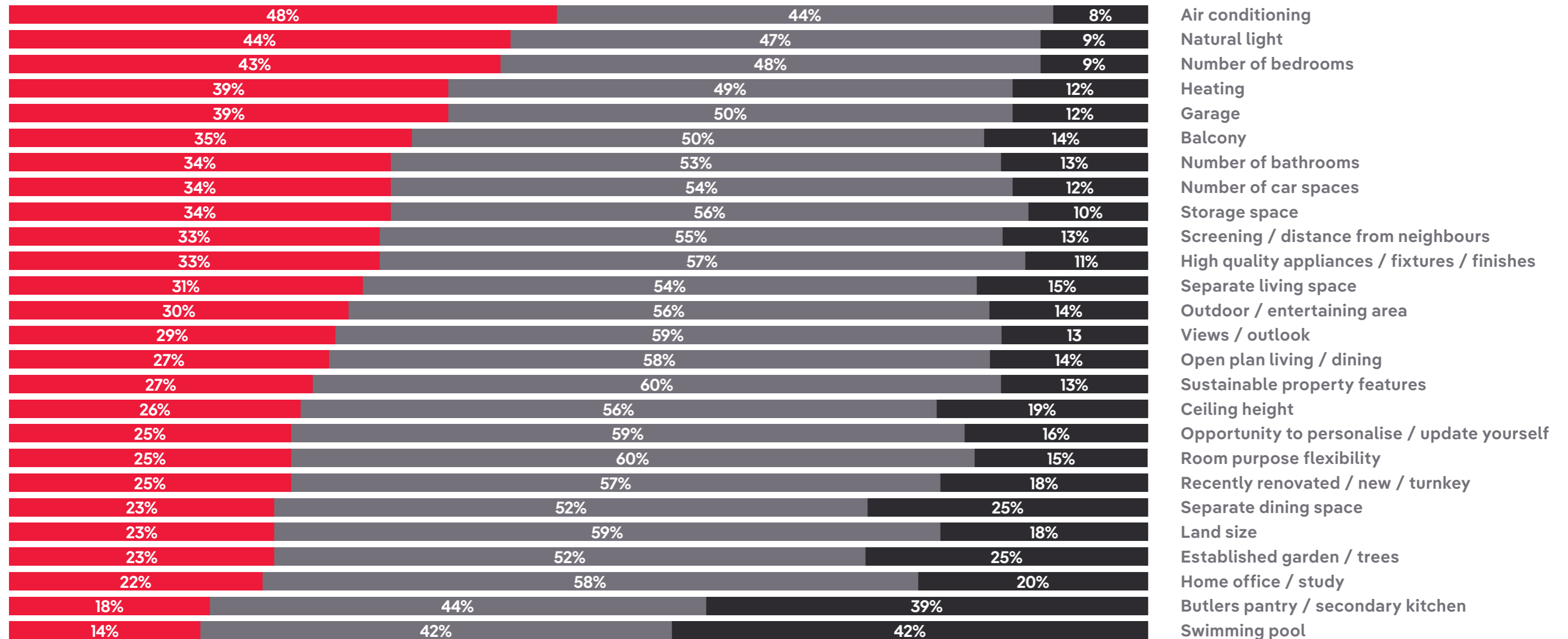


D14b. When looking to buy House and Land which of the following property features are important to you? Total New House and Land Buyer Sample n=1,000.

● Critical - would never compromise ● Important - but may compromise ● Not important

Apartment features trade off

The features that buyers are least likely to compromise on are air conditioning, natural light and number of bedrooms. These are most likely to be the non-negotiable factors.



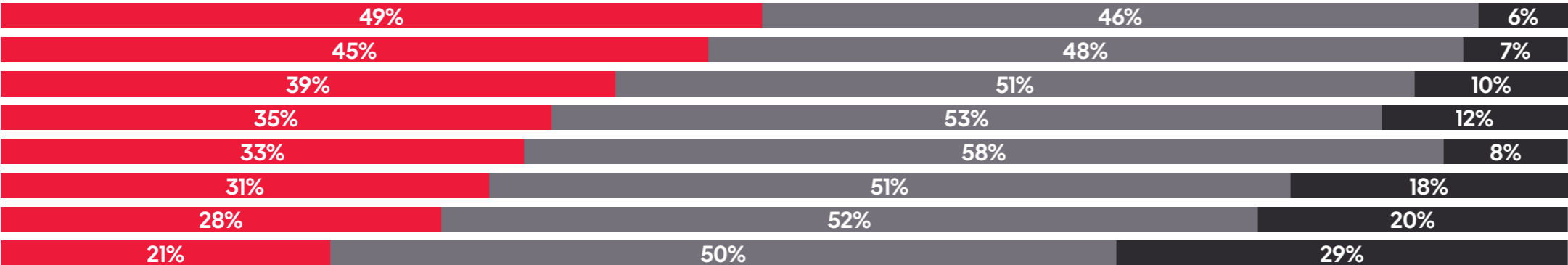
E26. When looking to buy an apartment which of the following property features are important to you? Total New Apartment Buyer Sample 2022 n=1,000.

 Critical - would never compromise  Important - but may compromise  Not important

Features that are increasing in importance

 House and land

In the past year, buyers have spent more time thinking about the prospect of more storage space, more privacy, or more entertainment space.

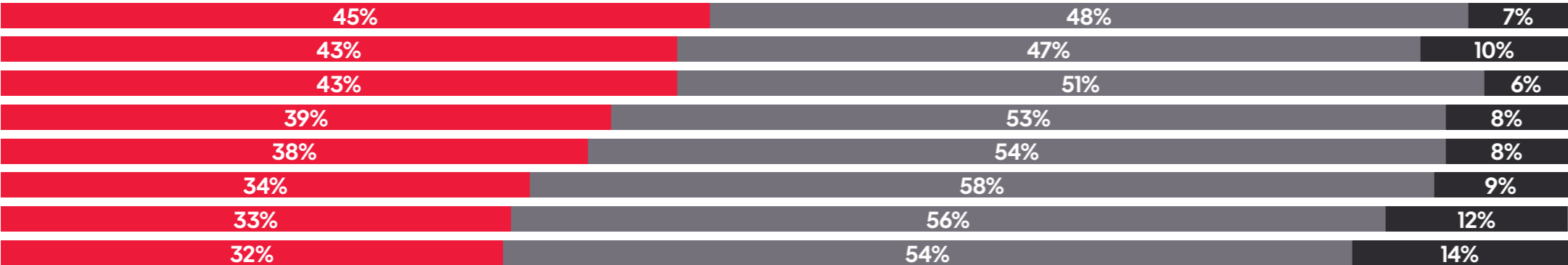


D30. In the past year, have you spent more, less or the same amount of time thinking about each of the following for your home? Please select all that apply. Total New House and Land Buyer Sample n=1,000.

- More storage space
- More privacy
- More entertainment space
- More work / study space
- More multi-functional space
- More play space
- More soundproofing
- More exercise / gym space

 Apartment

In the past year, apartment buyers have spent significantly more time thinking about having more storage, more soundproofing, and more privacy.



E27. In the past year, have you spent more, less or the same amount of time thinking about each of the following for your home? Please select all that apply. Total New Apartment Buyer Sample 2022 n=1,000.

- More storage space
- More soundproofing
- More privacy
- More work / study space
- More multi-functional space
- More entertainment space
- More play space
- More exercise / gym space

 'Spent more time thinking about  'Same amount  Spent less time thinking about

Western Australia (Total)



FY24 Q1 Median Price Change



Apartments

↑ 11.3%



House

↑ 11.7%



Land

↑ 13.3%

FY24 Q1 YoY change in new listings for Western Australia (Total)

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

-28.6%

-0.6%

-9.4%

-21.9%

-20%

House

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

-32.3%

-28.3%

-30%

16.9%

28.6%

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

12.1%

-0.8%

-6.1%

Retire

- Retire

47.6%

-100% -90% -80% -70% -60% -50% -40% -30% -20% -10% 0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

Western Australia (Total)

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 2022 Q2	–	–	\$399,000	–	–	\$599,000	–	–	\$999,000	–	–	\$866,000	–	–	\$503,206
FY 2022 Q3	2.5%	-7.5%	\$430,000	-9.8%	12.4%	\$630,000	-5.9%	25.3%	\$1,175,000	7.1%	25.6%	\$1,049,000	46.7%	110.0%	\$499,363
FY 2022 Q4	-14.8%	-22.0%	\$475,000	-21.3%	-29.1%	\$699,000	-17.3%	-41.5%	\$1,275,000	-21.1%	-54.7%	\$1,149,000	-11.4%	-57.1%	\$500,682
FY 2023 Q1	-5.8%	-13.3%	\$490,000	-11.8%	-25.4%	\$723,000	-9.5%	-7.7%	\$1,395,000	-9.9%	12.5%	\$1,400,000	-48.7%	-75.0%	\$502,000
FY 2023 Q2	-15.3%	-3.8%	\$499,000	-3.9%	-1.8%	\$735,000	-6.3%	-10.9%	\$1,375,000	-4.7%	0.0%	\$1,359,000	-35.0%	-33.3%	\$499,363
FY 2023 Q3	-1.2%	-18.7%	\$499,000	2.3%	32.3%	\$750,000	0.0%	23.1%	\$1,409,500	0.0%	-5.6%	\$1,049,000	15.4%	33.3%	\$511,000
FY 2023 Q4	-18.3%	-1.9%	\$535,000	1.1%	3.4%	\$770,000	-10.6%	-9.1%	\$1,419,500	0.0%	2.9%	\$804,900	46.7%	100.0%	\$503,000
FY 2024 Q1	4.5%	42.6%	\$540,000	1.1%	4.2%	\$795,000	8.1%	-2.5%	\$1,550,000	-18.0%	-41.1%	\$1,049,000	-27.3%	25.0%	\$485,000

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 2022 Q2	–	–	\$387,800	–	–	\$415,995	–	–	\$499,000	–	–	\$609,900	–	–	\$198,000
FY 2022 Q3	-16.3%	-12.3%	\$388,750	2.8%	14.6%	\$428,200	-2.2%	13.7%	\$517,790	2.3%	-2.1%	\$609,000	-11.4%	16.1%	\$207,000
FY 2022 Q4	20.7%	57.9%	\$421,553	16.6%	-22.5%	\$430,990	10.9%	-28.4%	\$525,990	-6.0%	-23.2%	\$649,489	6.9%	-22.9%	\$205,000
FY 2023 Q1	-3.0%	-45.2%	\$416,380	-8.1%	-13.2%	\$442,349	10.3%	-14.8%	\$542,970	15.1%	-15.7%	\$632,900	-8.6%	-5.2%	\$209,000
FY 2023 Q2	-37.5%	-43.7%	\$433,065	-14.9%	-20.8%	\$456,000	-7.4%	-19.8%	\$536,088	-3.4%	-1.3%	\$630,000	17.8%	-21.7%	\$212,000
FY 2023 Q3	-1.7%	46.3%	\$405,313	-10.7%	38.4%	\$449,400	-2.5%	40.7%	\$536,000	7.9%	22.5%	\$649,000	6.6%	17.4%	\$219,000
FY 2023 Q4	-3.4%	32.5%	\$379,320	-13.5%	20.2%	\$467,018	-20.4%	5.2%	\$577,830	-3.5%	17.4%	\$671,215	-0.6%	49.8%	\$223,000
FY 2024 Q1	14.0%	40.0%	\$392,990	9.1%	29.1%	\$463,347	-2.6%	17.2%	\$585,460	16.2%	17.5%	\$652,220	3.0%	25.6%	\$217,500

Western Australia (Total)

Land

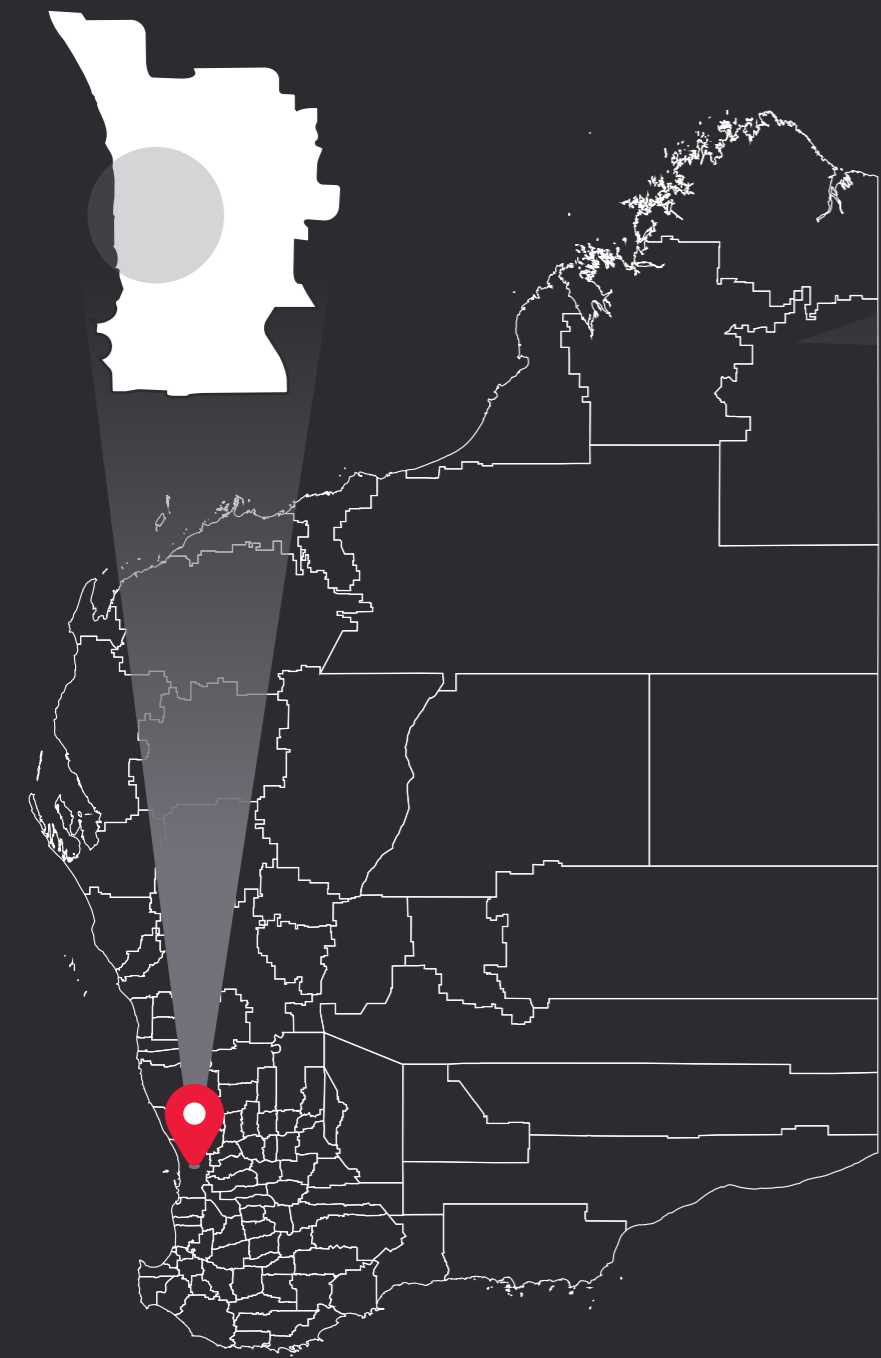
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$206,000	–	–	\$210,000	–	–	\$57,000	–	–	\$330,000
FY 2022 Q3	-12.6%	-28.3%	\$219,000	-3.1%	7.3%	\$210,000	2.4%	13.8%	\$57,000	-13.8%	6.5%	\$330,000
FY 2022 Q4	17.8%	0.1%	\$235,000	7.8%	-26.7%	\$215,000	-9.3%	0.0%	\$44,000	-20.5%	-26.9%	\$330,000
FY 2023 Q1	-0.6%	-18.8%	\$251,000	-2.3%	8.4%	\$225,000	-15.4%	-31.1%	\$42,000	-22.1%	-3.6%	\$330,000
FY 2023 Q2	0.8%	-17.8%	\$274,000	0.9%	-16.3%	\$235,000	-6.1%	-11.8%	\$44,000	-16.9%	-17.6%	\$340,000
FY 2023 Q3	7.9%	6.0%	\$280,000	2.5%	1.6%	\$235,000	-6.5%	-11.1%	\$42,000	-8.0%	58.2%	\$350,000
FY 2023 Q4	-1.4%	66.2%	\$281,000	-6.9%	36.2%	\$245,000	-3.4%	57.5%	\$40,000	-8.7%	8.5%	\$350,000
FY 2024 Q1	4.6%	31.0%	\$280,000	2.9%	10.7%	\$258,500	10.7%	3.2%	\$44,000	-15.5%	17.1%	\$389,500

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$784,388
FY 2022 Q3	4.9%	3.7%	\$784,388
FY 2022 Q4	-18.8%	-21.7%	\$900,000
FY 2023 Q1	1.0%	-25.7%	\$600,000
FY 2023 Q2	0.0%	14.6%	\$600,000
FY 2023 Q3	5.7%	23.8%	\$825,000
FY 2023 Q4	2.7%	19.3%	\$900,000
FY 2024 Q1	36.0%	1.0%	\$473,984



Perth (Central)



FY24 Q1 Median Price Change



Apartments

↑ 16.8%



House

↑ 1.6%



Land

↓ -4.9%

FY24 Q1 YoY change in new listings for Perth (Central)

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

-30.1%

-1.3%

-13.4%

-37.5%

-33.3%

House

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

-64.3%

-39.2%

-41.2%

66.7%

131.3% +

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

-76.9%

-66.7%

40%

Retire

- Retire

-9.3%

-100% -90% -80% -70% -60% -50% -40% -30% -20% -10% 0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

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 2022 Q2	–	–	\$425,000	–	–	\$639,000	–	–	\$1,215,000	–	–	\$1,359,000	–	–	\$683,995
FY 2022 Q3	2.9%	-1.8%	\$435,000	-13.3%	12.0%	\$679,000	-6.5%	19.4%	\$1,349,000	6.7%	27.8%	\$1,359,000	11.1%	47.1%	\$699,000
FY 2022 Q4	-8.5%	-20.5%	\$485,000	-19.4%	-26.0%	\$749,000	-12.8%	-41.8%	\$1,426,000	-20.3%	-59.6%	\$1,674,500	-20.0%	-36.0%	\$738,990
FY 2023 Q1	-4.1%	-14.0%	\$495,000	-10.3%	-24.3%	\$749,000	-11.3%	0.4%	\$1,570,000	-5.9%	0.0%	\$1,650,000	-62.5%	-50.0%	\$1,028,800
FY 2023 Q2	-15.1%	-2.5%	\$505,000	-3.2%	-0.7%	\$769,500	-7.6%	-9.6%	\$1,550,000	-12.5%	10.8%	\$1,992,500	-100.0%	-100.0%	–
FY 2023 Q3	-2.5%	-19.7%	\$520,000	-0.7%	27.7%	\$795,000	1.4%	19.2%	\$1,595,000	-14.3%	-31.9%	\$2,250,000	–	–	\$1,466,390
FY 2023 Q4	-18.2%	-0.6%	\$540,000	-1.3%	-3.8%	\$799,000	-14.3%	-9.6%	\$1,565,000	-22.2%	-12.2%	\$1,700,000	0.0%	–	\$1,466,390
FY 2024 Q1	3.2%	39.8%	\$555,000	4.1%	10.8%	\$808,500	7.9%	-6.8%	\$1,649,000	7.1%	-32.6%	\$2,495,000	100.0%	–	\$503,209

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 2022 Q2	–	–	\$569,000	–	–	\$579,000	–	–	\$798,000	–	–	\$996,500	–	–	\$345,000
FY 2022 Q3	-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	-22.2%	49.4%	\$479,000
FY 2022 Q4	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	-4.8%	-64.9%	\$469,000
FY 2023 Q1	-26.3%	-46.6%	\$609,000	4.0%	-0.8%	\$611,550	15.5%	-14.0%	\$909,320	-29.4%	-19.5%	\$1,184,250	-20.0%	-46.5%	\$375,000
FY 2023 Q2	-35.7%	-55.3%	\$614,500	-11.6%	-25.6%	\$630,990	-10.5%	-23.7%	\$938,000	-2.8%	-33.3%	\$995,000	-6.3%	-30.4%	\$375,000
FY 2023 Q3	0.0%	38.1%	\$620,000	-23.1%	46.9%	\$680,000	-16.8%	48.9%	\$954,000	-2.9%	70.7%	\$994,500	73.3%	109.4%	\$428,000
FY 2023 Q4	-66.7%	-100.0%	\$520,000	-7.7%	9.9%	\$688,500	-7.5%	10.8%	\$969,495	64.7%	53.6%	\$1,065,500	19.2%	20.9%	\$395,000
FY 2024 Q1	66.7%	–	\$520,000	-3.0%	35.3%	\$653,650	-14.6%	6.5%	\$885,000	7.1%	21.3%	\$1,259,999	19.4%	2.5%	\$470,000

Perth (Central)

Land

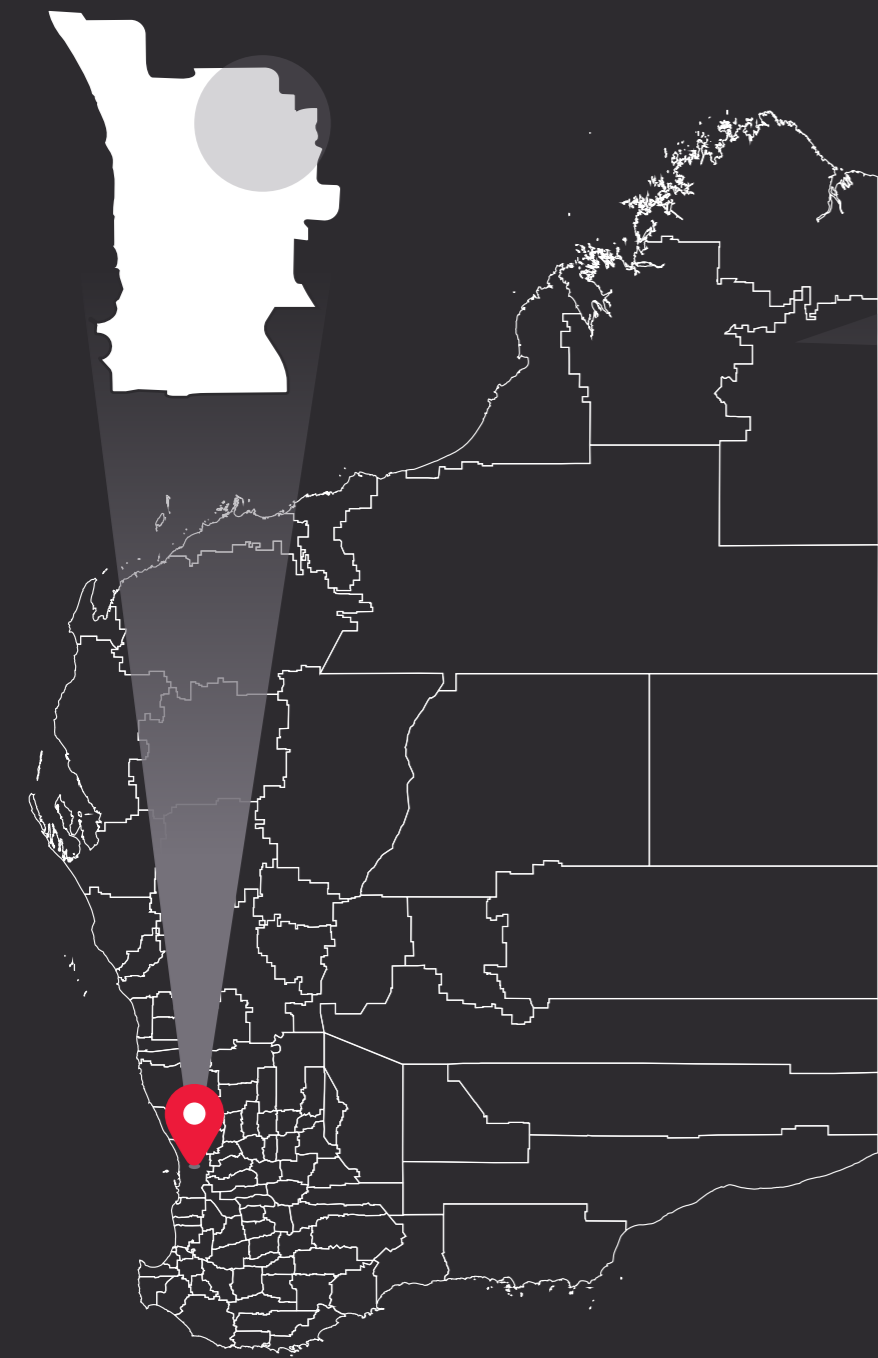
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$499,001	–	–	\$1,300,000	–	–	\$318,000	–	–	\$377,000
FY 2022 Q3	-37.5%	-78.0%	\$499,000	30.0%	105.7%	\$800,000	-33.3%	10.0%	\$281,000	-9.9%	51.2%	\$360,000
FY 2022 Q4	-20.0%	-4.7%	\$540,000	53.8%	-46.9%	\$765,000	-25.0%	-50.0%	\$318,000	-13.3%	-19.7%	\$350,000
FY 2023 Q1	-37.5%	-90.1%	\$540,000	-35.0%	-38.3%	\$850,001	0.0%	-36.4%	\$318,000	-21.6%	24.5%	\$345,000
FY 2023 Q2	-40.0%	75.0%	\$490,000	0.0%	13.7%	\$850,001	0.0%	-14.3%	\$318,000	-21.8%	-40.2%	\$350,000
FY 2023 Q3	33.3%	-42.9%	\$520,000	-30.8%	-38.9%	\$850,000	0.0%	16.7%	\$318,000	-8.8%	53.9%	\$450,000
FY 2023 Q4	50.0%	225.0%	\$520,000	0.0%	10.6%	\$1,200,000	0.0%	157.1%	\$318,000	-8.1%	65.0%	\$345,000
FY 2024 Q1	16.7%	-19.2%	\$520,000	-66.7%	37.0%	\$745,000	-66.7%	44.4%	\$318,000	-15.8%	-2.1%	\$480,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$900,000
FY 2022 Q3	-1.5%	-0.4%	\$900,000
FY 2022 Q4	-16.4%	-21.5%	\$1,700,000
FY 2023 Q1	-3.6%	-27.9%	\$900,000
FY 2023 Q2	-3.7%	10.1%	\$900,000
FY 2023 Q3	-7.7%	21.7%	\$900,000
FY 2023 Q4	4.2%	9.4%	\$900,000
FY 2024 Q1	-2.0%	-17.3%	\$767,745



Perth (North East)



FY24 Q1 Median Price Change



Apartments
↑ 8.1%



House
↑ 6.1%



Land
↑ 1.4%

FY24 Q1 YoY change in new listings for Perth (North East)

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

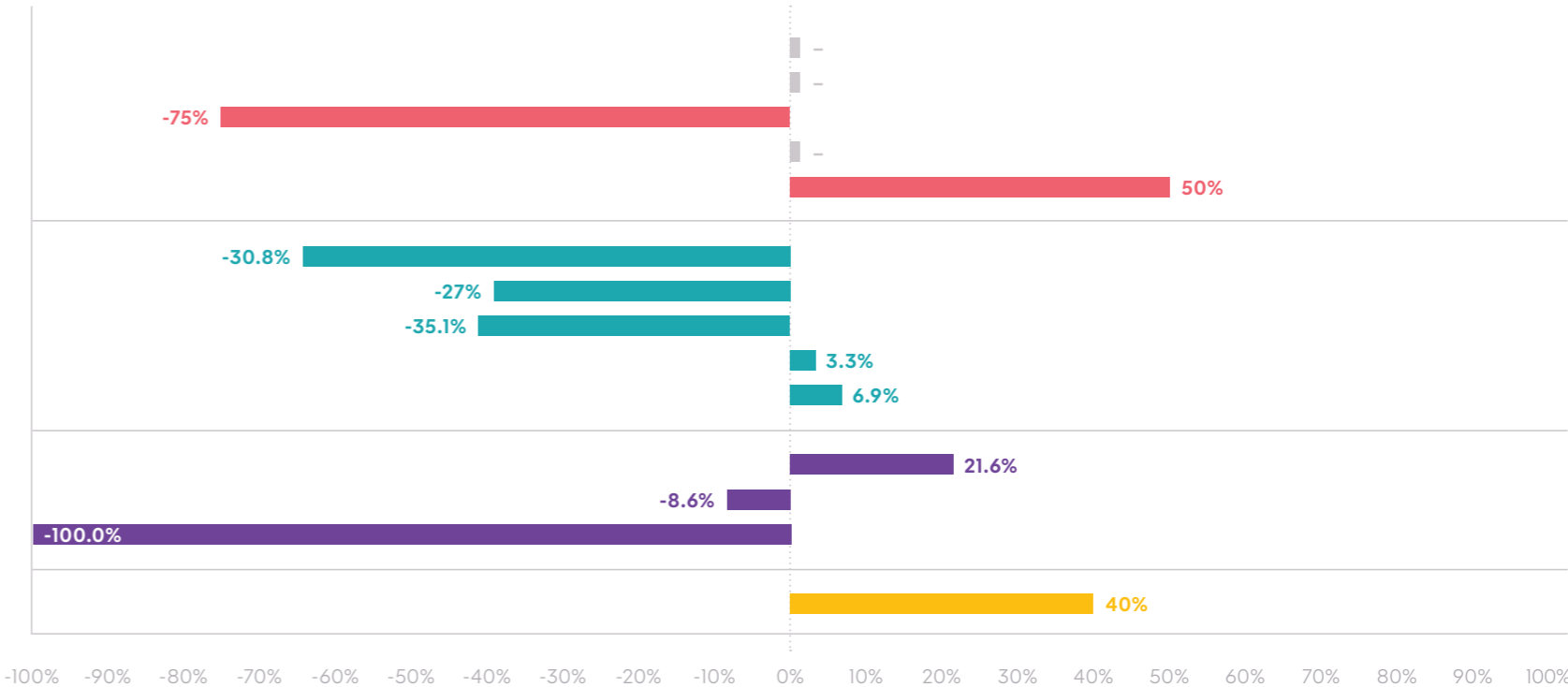
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Perth (North East)

Apartment

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 2022 Q2	–	–	\$310,000	–	–	\$376,220	–	–	\$443,070	–	–	\$315,000
FY 2022 Q3	-50.0%	-44.4%	\$310,000	-37.5%	-66.7%	\$458,513	40.0%	–	\$477,000	500.0%	–	\$530,400
FY 2022 Q4	0.0%	-90.0%	\$310,000	0.0%	900.0%	\$472,450	-42.9%	1000.0%	\$644,900	16.7%	400.0%	\$506,872
FY 2023 Q1	-100.0%	-100.0%	–	-20.0%	-95.0%	\$494,225	-50.0%	-36.4%	\$477,500	-71.4%	-100.0%	\$489,680
FY 2023 Q2	–	–	–	-75.0%	-100.0%	\$516,000	50.0%	-42.9%	\$478,000	50.0%	–	\$720,948
FY 2023 Q3	–	–	–	0.0%	–	\$516,000	0.0%	125.0%	\$478,000	0.0%	–	\$910,000
FY 2023 Q4	–	–	–	0.0%	0.0%	\$516,000	33.3%	133.3%	\$478,000	133.3%	66.7%	\$571,990
FY 2024 Q1	–	–	–	0.0%	100.0%	\$516,000	-50.0%	-95.2%	\$545,930	-57.1%	-80.0%	\$492,000

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 2022 Q2	–	–	\$390,750	–	–	\$408,085	–	–	\$499,000	–	–	\$594,466	–	–	\$223,500
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	-9.4%	13.1%	\$224,000
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	16.7%	-34.1%	\$229,000
FY 2023 Q1	8.3%	-34.4%	\$584,020	-8.7%	-20.9%	\$440,325	11.6%	-14.0%	\$548,000	30.4%	-15.0%	\$636,495	-9.8%	-1.9%	\$235,000
FY 2023 Q2	7.7%	-52.4%	\$382,294	-17.1%	-18.1%	\$445,000	-8.4%	-20.9%	\$532,250	5.6%	49.2%	\$659,990	23.8%	-33.0%	\$232,000
FY 2023 Q3	-28.6%	170.0%	\$364,200	-4.1%	37.5%	\$439,938	-4.1%	41.7%	\$525,650	4.2%	18.0%	\$656,720	-7.2%	16.9%	\$232,000
FY 2023 Q4	0.0%	-11.1%	\$364,200	-7.4%	55.7%	\$468,663	-27.0%	8.0%	\$562,984	-18.2%	-8.3%	\$666,900	16.4%	80.7%	\$229,000
FY 2024 Q1	-10.0%	0.0%	\$388,030	-0.9%	-0.6%	\$464,000	1.1%	20.0%	\$579,200	14.8%	-3.3%	\$657,345	-20.0%	30.7%	\$243,000

Perth (North East)

Land

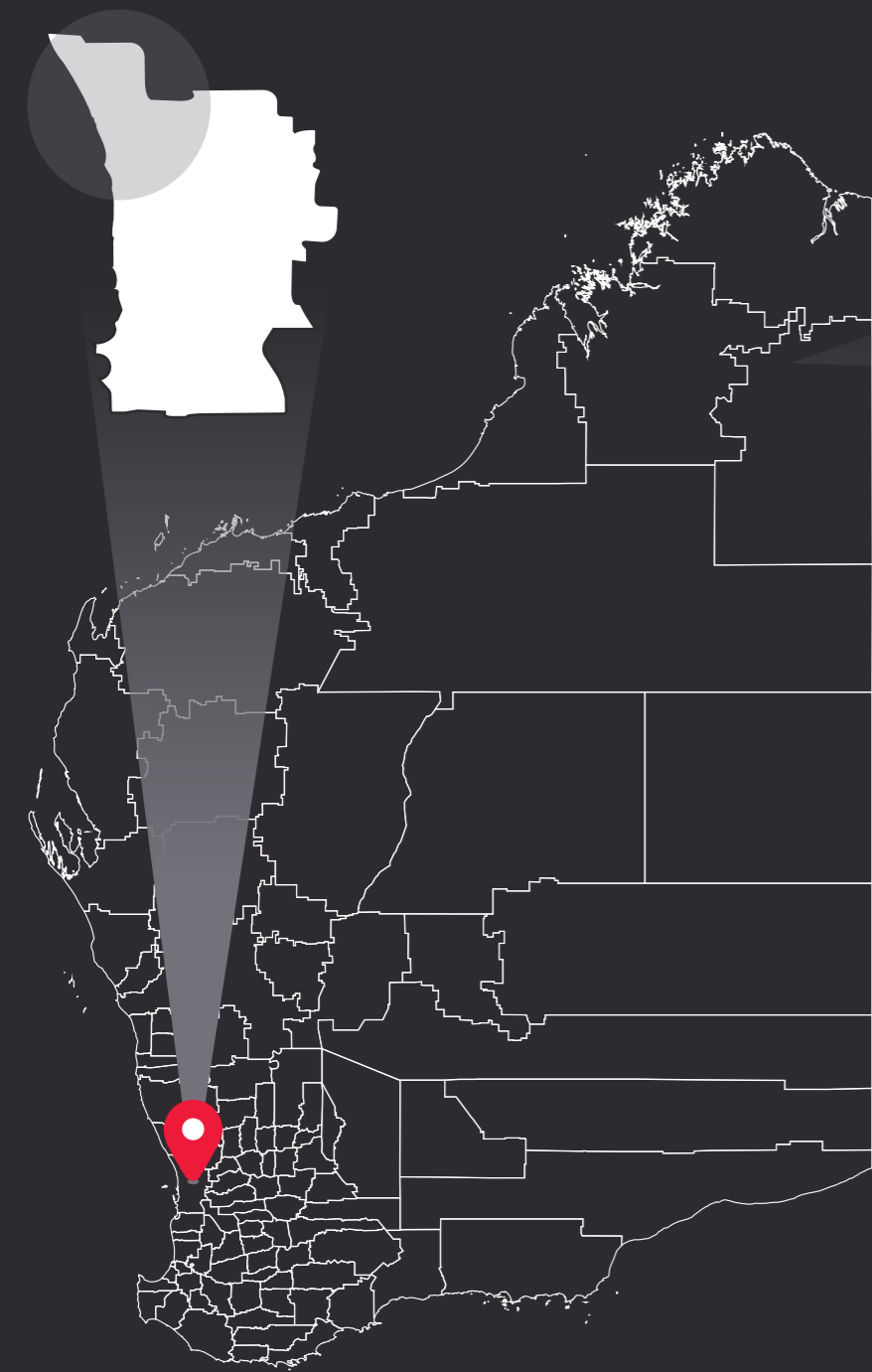
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$264,000	–	–	\$285,000	–	–	\$255,000	–	–	\$335,000
FY 2022 Q3	-6.3%	-17.6%	\$275,000	5.7%	55.4%	\$285,000	25.0%	0.0%	\$282,500	-20.0%	-11.8%	\$345,000
FY 2022 Q4	32.6%	55.6%	\$287,750	-15.2%	-50.0%	\$305,000	-60.0%	-100.0%	\$310,000	16.7%	66.7%	\$345,000
FY 2023 Q1	-17.8%	-44.6%	\$285,000	-14.7%	19.4%	\$310,000	-50.0%	–	\$310,000	-28.6%	-32.0%	\$345,000
FY 2023 Q2	20.6%	-2.2%	\$282,500	2.5%	-20.1%	\$325,000	-100.0%	–	–	40.0%	41.2%	\$345,000
FY 2023 Q3	1.7%	41.8%	\$285,000	-8.4%	-2.4%	\$330,000	–	–	–	0.0%	120.8%	\$340,000
FY 2023 Q4	7.6%	63.6%	\$285,000	-2.6%	71.7%	\$330,000	–	–	–	-14.3%	-7.5%	\$335,000
FY 2024 Q1	-7.8%	29.4%	\$285,000	0.0%	50.0%	\$319,000	–	–	–	-50.0%	-20.4%	\$399,000

Retire

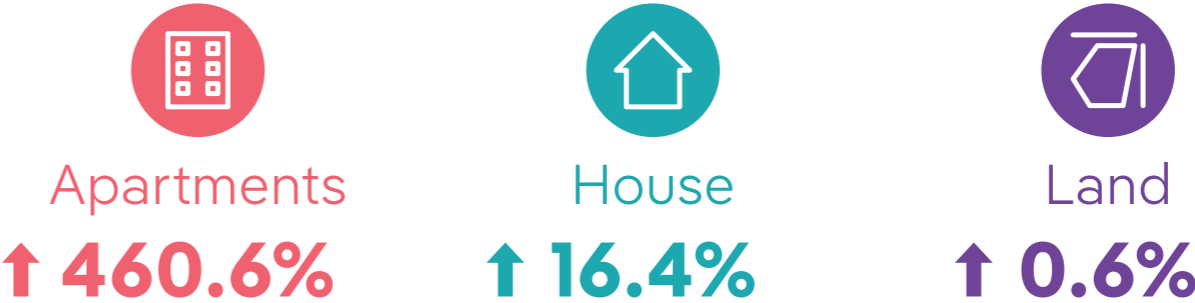
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	–
FY 2022 Q3	-12.5%	4.7%	–
FY 2022 Q4	57.1%	0.0%	–
FY 2023 Q1	36.4%	-5.1%	\$185,000
FY 2023 Q2	-13.3%	11.5%	\$315,000
FY 2023 Q3	7.7%	5.5%	\$315,000
FY 2023 Q4	7.1%	47.1%	\$315,000
FY 2024 Q1	40.0%	39.8%	\$482,000



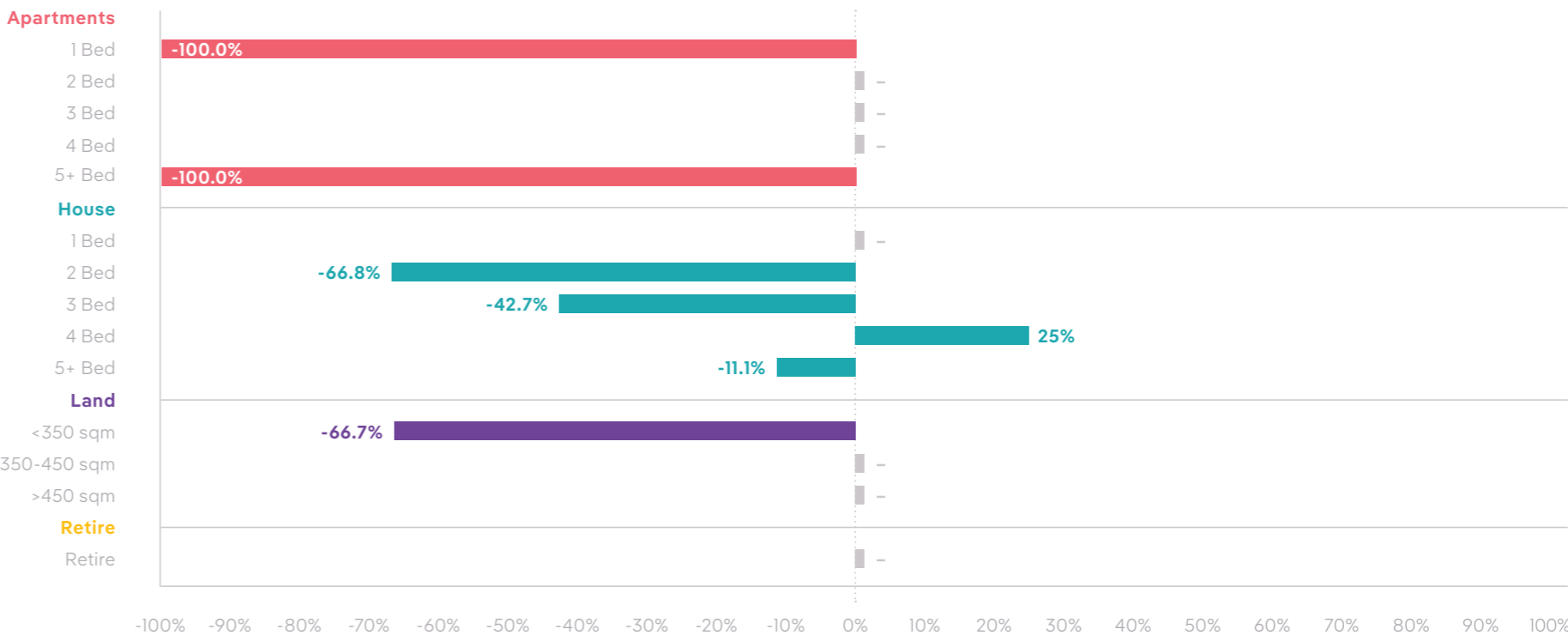
Perth (North West)



FY24 Q1 Median Price Change



FY24 Q1 YoY change in new listings for Perth (North West)



Perth (North West)

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 2022 Q2	–	–	\$375,000	–	–	\$385,000	–	–	\$635,000	–	–	\$549,900	–	–	\$562,940
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	-100.0%	-100.0%	–
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	-100.0%	–	–	-100.0%	-100.0%	–	–	–	\$629,000
FY 2023 Q2	0.0%	–	\$320,000	-25.0%	–	\$360,000	–	–	\$570,900	–	–	–	-100.0%	–	–
FY 2023 Q3	0.0%	–	\$320,000	33.3%	-100.0%	\$360,000	-50.0%	-100.0%	\$511,900	–	–	–	–	–	\$1,220,440
FY 2023 Q4	0.0%	–	\$320,000	0.0%	–	\$385,000	500.0%	–	\$2,450,000	–	–	\$6,190,000	-100.0%	-100.0%	–
FY 2024 Q1	-100.0%	–	–	50.0%	300.0%	\$365,000	33.3%	70.0%	\$2,450,000	-100.0%	-100.0%	–	–	–	–

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 2022 Q2	–	–	\$520,000	–	–	\$530,000	–	–	\$692,444	–	–	\$999,000	–	–	\$550,000
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	50.0%	11.1%	\$550,000
FY 2022 Q4	–	–	\$472,990	-3.1%	-39.4%	\$579,000	-17.7%	-37.5%	\$758,423	-25.0%	-14.9%	\$1,335,000	16.7%	40.0%	\$550,000
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	28.6%	-7.1%	\$499,000
FY 2023 Q2	–	–	–	-20.0%	-14.6%	\$560,000	-5.8%	-17.5%	\$737,990	-33.3%	-58.8%	\$1,288,000	-55.6%	-88.5%	\$212,000
FY 2023 Q3	–	–	\$492,500	-29.8%	11.0%	\$559,000	-24.1%	44.5%	\$810,000	12.5%	35.7%	\$1,664,990	0.0%	33.3%	\$383,500
FY 2023 Q4	-100.0%	-100.0%	–	-37.1%	-10.4%	\$568,146	-19.9%	-17.3%	\$824,999	33.3%	68.4%	\$1,029,990	100.0%	175.0%	\$212,000
FY 2024 Q1	–	–	–	-6.0%	3.6%	\$545,500	0.0%	21.2%	\$839,990	25.0%	31.3%	\$1,149,990	0.0%	54.5%	\$211,000

Perth (North West)

Land

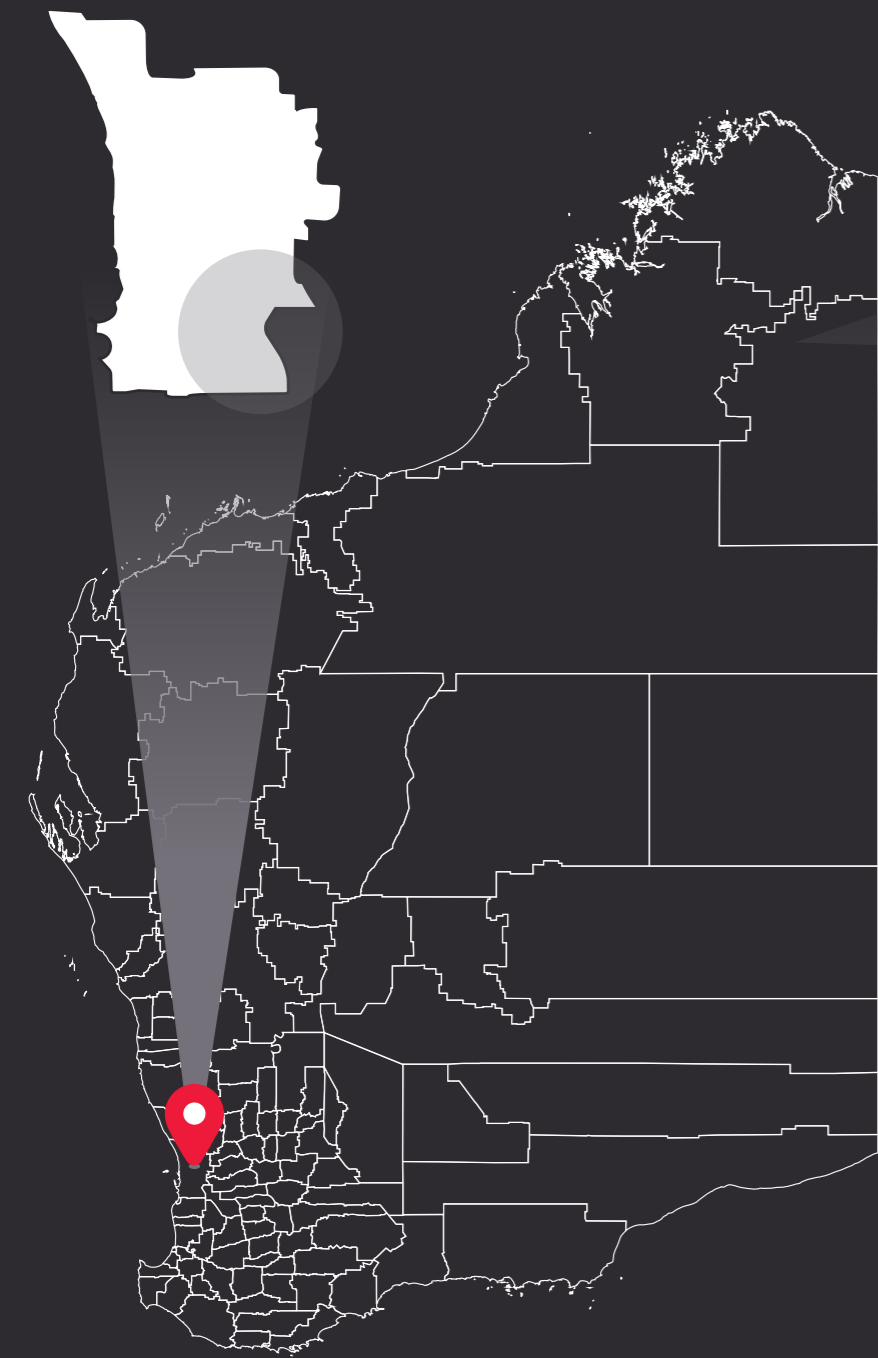
Quarter	<350 sqm			350-450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$472,500	–	–	\$670,000	–	–	\$329,000
FY 2022 Q3	66.7%	58.8%	\$495,000	200.0%	300.0%	\$670,000	-16.7%	55.0%	\$325,000
FY 2022 Q4	-40.0%	-63.0%	\$495,000	-66.7%	-12.5%	\$699,000	-60.0%	-58.1%	\$325,000
FY 2023 Q1	100.0%	10.0%	\$526,500	0.0%	14.3%	\$800,000	-100.0%	-100.0%	–
FY 2023 Q2	33.3%	-9.1%	\$575,000	100.0%	87.5%	\$800,000	–	–	–
FY 2023 Q3	0.0%	0.0%	\$572,500	150.0%	-6.7%	\$640,000	–	–	\$449,500
FY 2023 Q4	-25.0%	-40.0%	\$575,000	-80.0%	-85.7%	\$750,000	-50.0%	-86.7%	\$399,995
FY 2024 Q1	-66.7%	-83.3%	\$552,500	0.0%	100.0%	\$750,000	100.0%	550.0%	\$399,995

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	–
FY 2022 Q3	0.0%	71.0%	–
FY 2022 Q4	-50.0%	-54.7%	–
FY 2023 Q1	100.0%	37.5%	–
FY 2023 Q2	0.0%	18.2%	–
FY 2023 Q3	50.0%	71.8%	\$750,000
FY 2023 Q4	0.0%	23.9%	–
FY 2024 Q1	-33.3%	-27.7%	–



Perth (South East)



FY24 Q1 Median Price Change



Apartments
↑ 1.2%

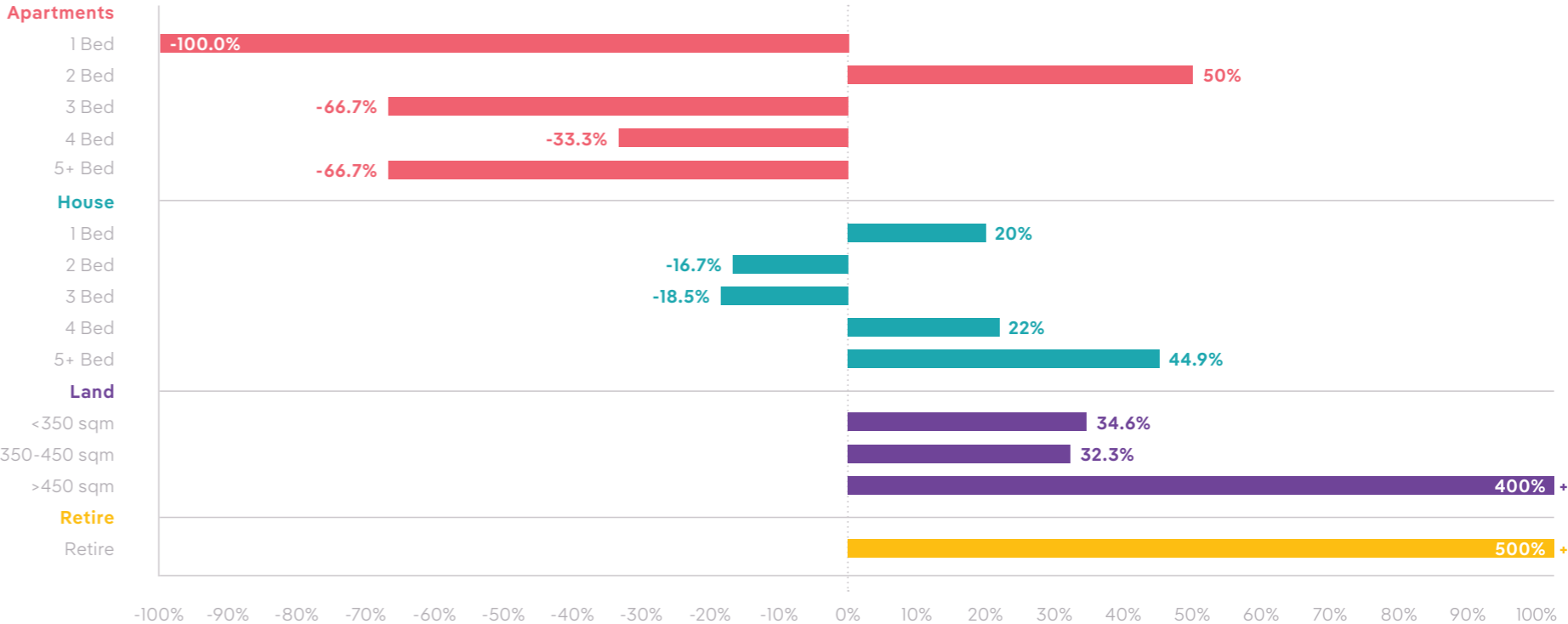


House
↑ 9.7%



Land
↑ 1.8%

FY24 Q1 YoY change in new listings for Perth (South East)



Perth (South East)

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 2022 Q2	–	–	–	–	–	\$369,000	–	–	\$499,000	–	–	\$509,900	–	–	\$473,000
FY 2022 Q3	–	–	\$325,000	300.0%	40.0%	\$369,000	0.0%	200.0%	\$480,530	-33.3%	33.3%	\$509,900	175.0%	640.0%	\$505,284
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	-9.1%	-75.7%	\$499,363
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	-70.0%	-100.0%	\$522,500
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	-33.3%	–	\$514,677
FY 2023 Q3	0.0%	–	\$340,000	33.3%	0.0%	\$415,000	0.0%	550.0%	\$473,600	0.0%	22.2%	\$1,400,000	-100.0%	-100.0%	–
FY 2023 Q4	-100.0%	-100.0%	–	100.0%	550.0%	\$415,000	0.0%	0.0%	\$473,600	25.0%	-27.3%	\$593,880	–	–	\$473,508
FY 2024 Q1				-25.0%	-38.5%	\$420,000	-66.7%	-15.4%	\$473,600	-60.0%	0.0%	\$593,880	0.0%	-100.0%	\$473,508

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 2022 Q2	–	–	\$197,000	–	–	\$384,806	–	–	\$463,043	–	–	\$579,999	–	–	\$175,000
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	-20.6%	28.0%	\$184,000
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	10.0%	9.4%	\$181,000
FY 2023 Q1	50.0%	45.5%	\$308,250	-14.3%	-3.6%	\$407,990	6.2%	-17.8%	\$483,687	37.2%	-1.8%	\$598,700	-2.7%	15.4%	\$179,475
FY 2023 Q2	-53.3%	-43.8%	\$336,280	-19.9%	-20.2%	\$411,990	4.0%	-11.8%	\$480,923	-13.6%	-26.1%	\$592,000	20.6%	-14.9%	\$179,000
FY 2023 Q3	57.1%	122.2%	\$315,000	-10.3%	25.7%	\$414,990	0.0%	28.2%	\$485,620	21.6%	56.1%	\$668,000	14.0%	-3.5%	\$175,000
FY 2023 Q4	45.5%	290.0%	\$315,000	-5.3%	59.9%	\$438,490	-27.1%	9.5%	\$534,997	4.8%	10.2%	\$674,731	4.8%	54.2%	\$176,000
FY 2024 Q1	12.5%	-37.2%	\$396,780	22.4%	33.2%	\$438,007	7.4%	29.5%	\$546,750	10.8%	-28.7%	\$618,197	0.6%	5.5%	\$175,000

Perth (South East)

Land

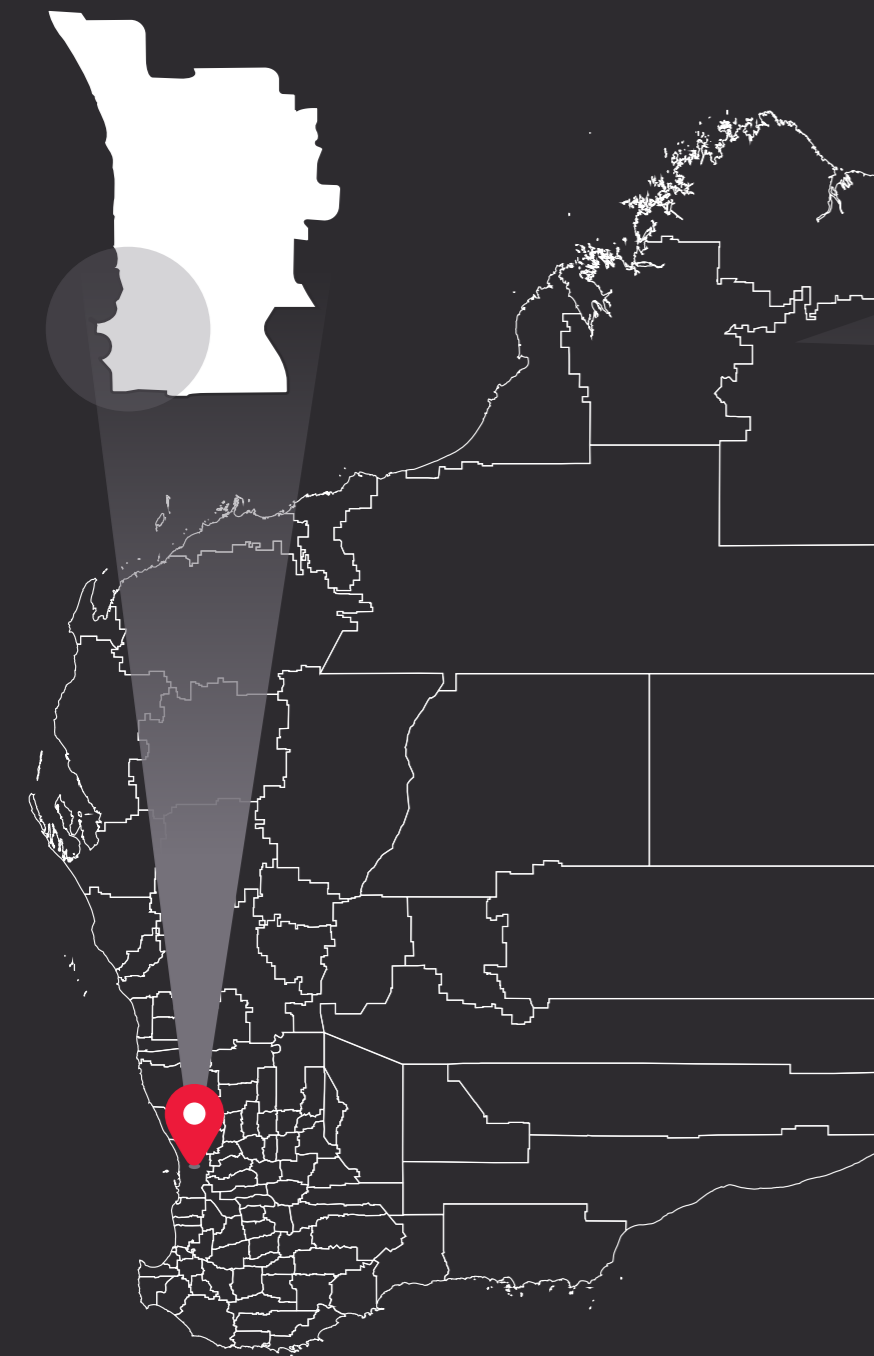
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$211,000	–	–	\$243,000	–	–	\$476,000	–	–	\$349,000
FY 2022 Q3	-3.2%	-7.9%	\$218,500	-18.6%	-19.0%	\$235,000	100.0%	450.0%	\$476,000	-20.0%	14.3%	\$349,000
FY 2022 Q4	-10.0%	-25.3%	\$219,000	25.0%	-52.0%	\$227,000	50.0%	27.3%	\$245,000	-50.0%	-75.0%	\$335,000
FY 2023 Q1	0.0%	2.9%	\$228,000	3.3%	70.8%	\$227,000	-66.7%	-92.9%	\$235,000	-33.3%	600.0%	\$350,000
FY 2023 Q2	2.5%	-49.2%	\$243,000	12.9%	7.9%	\$242,000	0.0%	-100.0%	\$235,000	-25.0%	-85.7%	\$350,000
FY 2023 Q3	14.5%	36.3%	\$245,000	2.9%	-8.5%	\$242,000	-100.0%	–	–	-100.0%	-100.0%	–
FY 2023 Q4	9.5%	94.4%	\$235,000	-2.8%	109.9%	\$249,000	–	–	–	–	–	\$385,000
FY 2024 Q1	4.8%	68.9%	\$240,000	17.1%	5.9%	\$393,000	–	–	\$175,000	-33.3%	257.1%	\$375,000

Retire

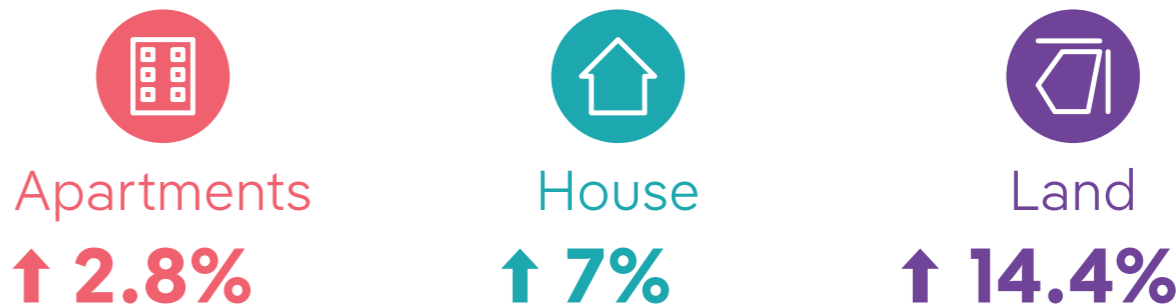
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$790,888
FY 2022 Q3	100.0%	68.6%	\$811,888
FY 2022 Q4	-77.8%	-65.2%	–
FY 2023 Q1	0.0%	-23.9%	–
FY 2023 Q2	25.0%	40.7%	–
FY 2023 Q3	40.0%	17.1%	–
FY 2023 Q4	0.0%	94.4%	–
FY 2024 Q1	242.9%	33.5%	\$489,521



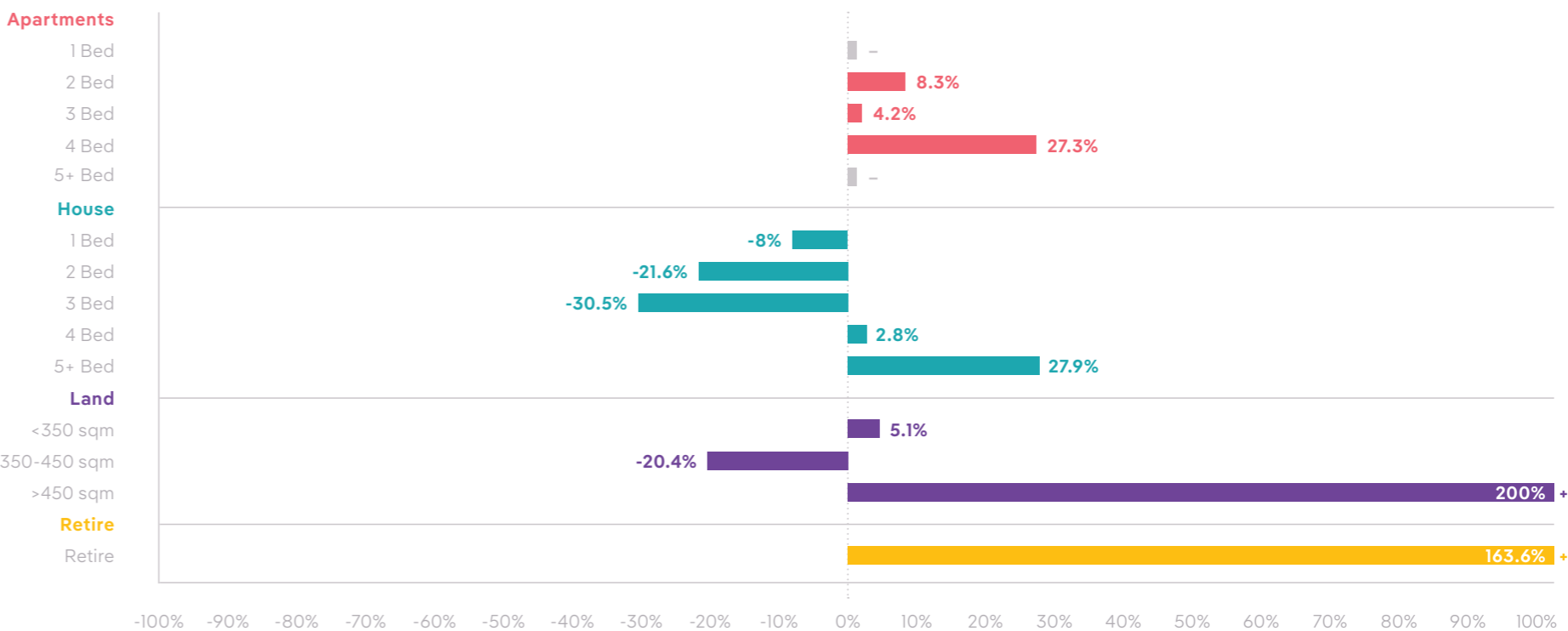
Perth (South West)



FY24 Q1 Median Price Change



FY24 Q1 YoY change in new listings for Perth (South West)



Perth (South West)

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 2022 Q2	–	–	\$285,000	–	–	\$400,873	–	–	\$725,000	–	–	\$499,000	–	–	\$419,990
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	50.0%	-71.4%	\$455,939
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	11.1%	150.0%	\$453,010
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	-50.0%	-80.0%	\$453,010
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	20.0%	300.0%	\$453,010
FY 2023 Q3	100.0%	40.0%	\$590,000	21.4%	100.0%	\$465,000	-8.0%	20.5%	\$618,100	50.0%	126.1%	\$565,810	0.0%	-25.0%	\$475,813
FY 2023 Q4	0.0%	-28.6%	\$470,000	0.0%	54.5%	\$599,000	-13.0%	-13.2%	\$573,990	22.2%	5.8%	\$548,450	66.7%	166.7%	\$503,000
FY 2024 Q1	-50.0%	-20.0%	\$590,000	-23.5%	-32.4%	\$527,990	25.0%	47.8%	\$582,410	-36.4%	-36.4%	\$562,620	-50.0%	-25.0%	\$468,200

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 2022 Q2	–	–	\$473,646	–	–	\$423,499	–	–	\$484,700	–	–	\$549,000	–	–	\$208,000
FY 2022 Q3	5.3%	1.7%	\$473,646	-0.7%	25.6%	\$424,990	-7.6%	36.2%	\$484,990	-4.7%	84.5%	\$564,850	-9.6%	-18.9%	\$210,000
FY 2022 Q4	20.0%	72.1%	\$536,953	20.7%	-14.1%	\$425,963	15.9%	-29.0%	\$488,525	8.6%	-5.9%	\$618,282	1.0%	7.1%	\$209,000
FY 2023 Q1	4.2%	-61.0%	\$509,000	-8.8%	-29.2%	\$437,669	15.5%	-12.2%	\$509,726	22.7%	-33.5%	\$608,200	-9.5%	1.2%	\$210,000
FY 2023 Q2	-44.0%	-53.7%	\$456,263	-16.5%	-19.0%	\$454,995	-14.8%	-16.5%	\$505,150	-27.8%	-7.3%	\$570,000	21.6%	-3.0%	\$210,000
FY 2023 Q3	-7.1%	-47.4%	\$544,615	-9.9%	53.1%	\$459,000	1.6%	30.8%	\$506,677	32.1%	48.2%	\$602,500	3.5%	-16.7%	\$220,000
FY 2023 Q4	15.4%	210.0%	\$393,580	-20.9%	8.0%	\$461,500	-19.6%	0.8%	\$543,880	-28.2%	-30.5%	\$600,000	-12.6%	65.9%	\$223,000
FY 2024 Q1	53.3%	161.3%	\$392,990	31.8%	50.6%	\$457,573	-0.1%	25.0%	\$554,843	50.0%	97.7%	\$597,500	16.3%	62.5%	\$214,000

Perth (South West)

Land

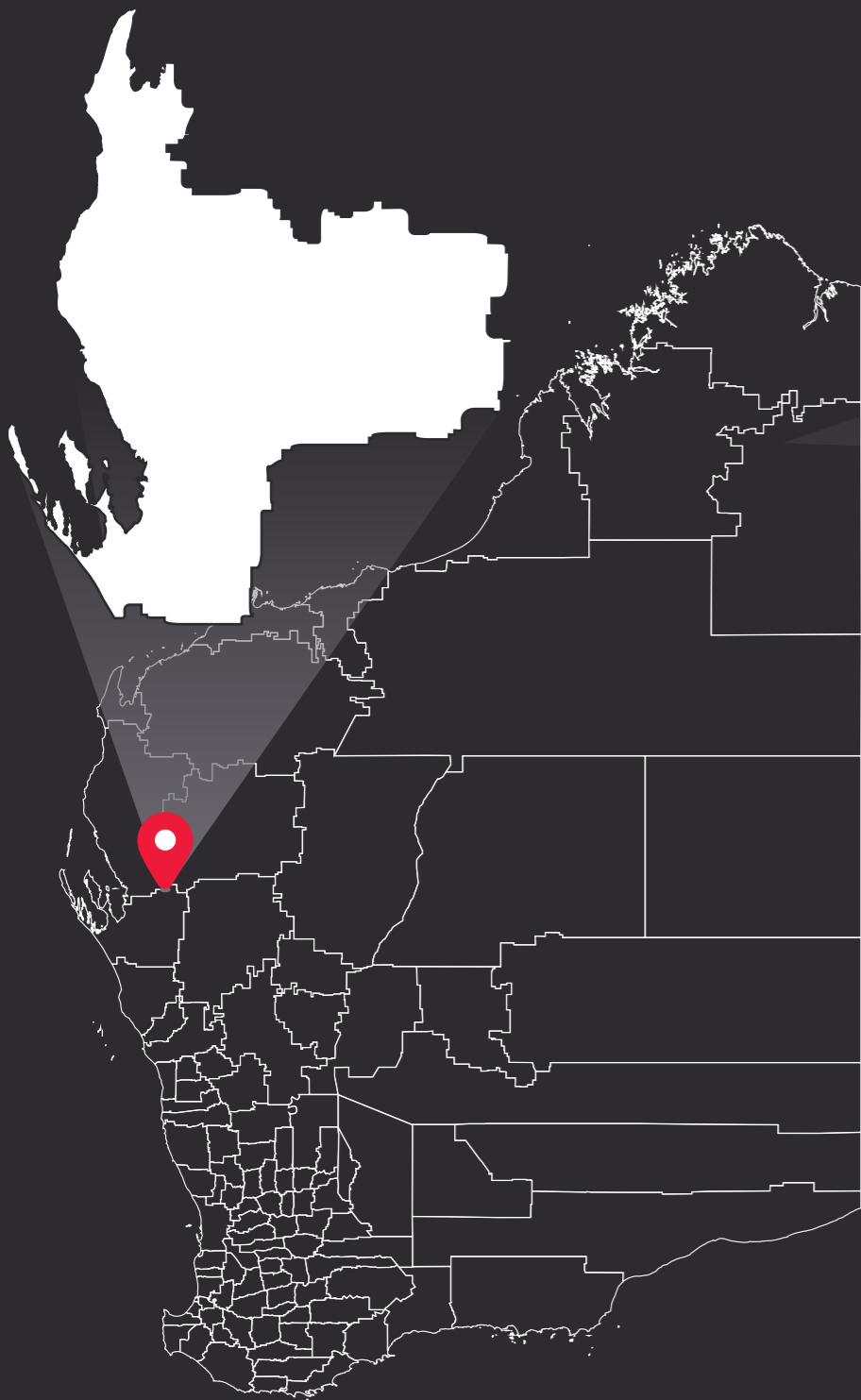
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$189,000	–	–	\$229,000	–	–	\$375,000	–	–	\$200,000
FY 2022 Q3	-13.8%	23.2%	\$210,000	-15.7%	-1.5%	\$270,000	50.0%	-36.4%	\$300,000	-24.0%	-10.8%	\$250,000
FY 2022 Q4	18.7%	22.9%	\$210,000	42.9%	14.8%	\$230,000	-33.3%	14.3%	\$208,000	-57.9%	-19.0%	\$295,000
FY 2023 Q1	9.6%	-33.0%	\$210,000	5.4%	13.5%	\$256,000	-50.0%	-87.5%	\$208,000	0.0%	-51.1%	\$297,000
FY 2023 Q2	-12.3%	13.2%	\$275,000	-8.8%	-37.5%	\$340,000	0.0%	0.0%	\$208,000	-37.5%	8.7%	\$299,000
FY 2023 Q3	8.2%	-29.4%	\$285,000	-11.2%	30.2%	\$347,000	0.0%	-100.0%	\$208,000	60.0%	56.0%	\$282,000
FY 2023 Q4	-3.2%	76.5%	\$285,000	-12.6%	14.6%	\$351,000	0.0%		\$208,000	37.5%	2.6%	\$230,000
FY 2024 Q1	14.5%	54.7%	\$290,000	12.4%	49.8%	\$355,000	200.0%		\$175,000	-36.4%	15.0%	\$299,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$600,000
FY 2022 Q3	-13.3%	-10.6%	\$600,000
FY 2022 Q4	-15.4%	-24.2%	\$600,000
FY 2023 Q1	0.0%	-13.6%	\$600,000
FY 2023 Q2	18.2%	35.8%	\$600,000
FY 2023 Q3	30.8%	55.8%	\$600,000
FY 2023 Q4	5.9%	18.6%	\$600,000
FY 2024 Q1	61.1%	11.6%	\$448,815



Gascoyne



FY24 Q1 Median Price Change



Apartments



House



Land



FY24 Q1 YoY change in new listings for Gascoyne

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

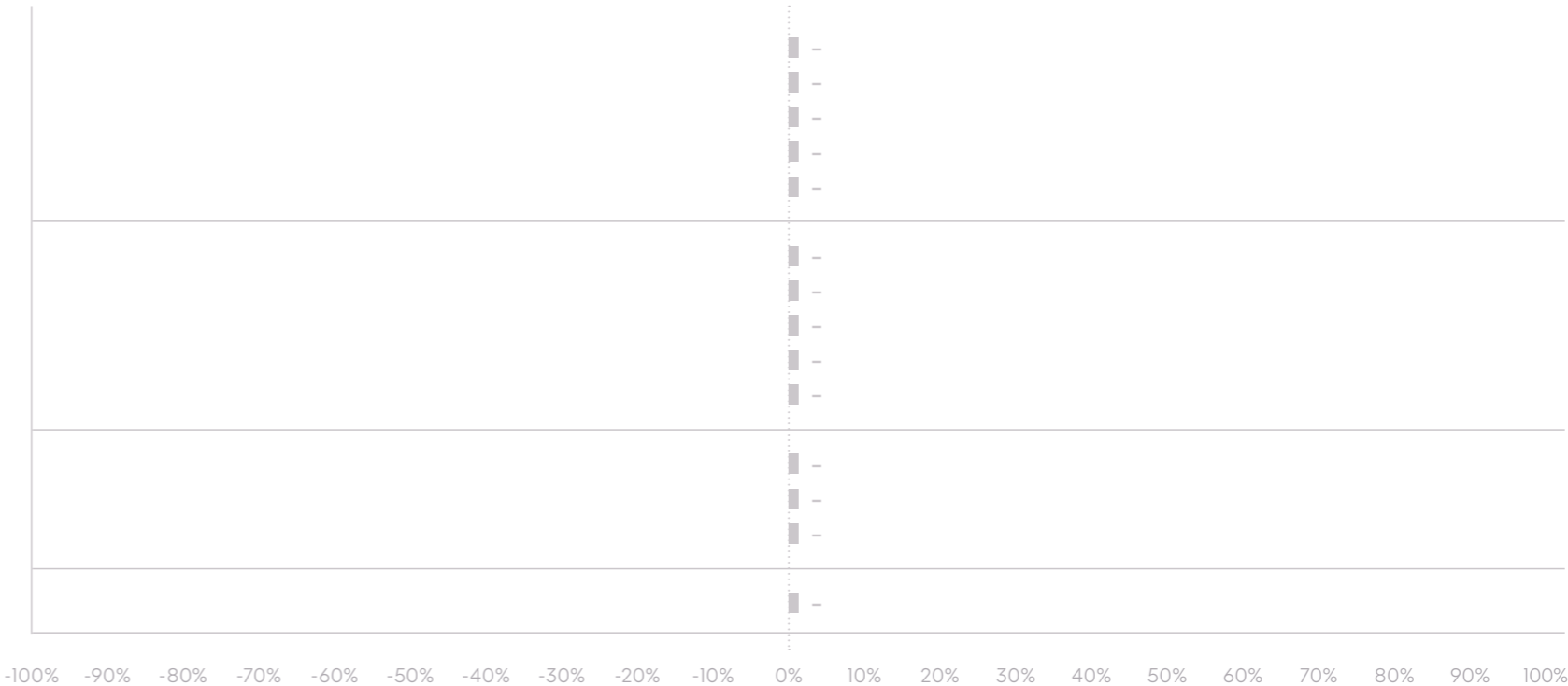
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Gascoyne

House

Quarter	3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
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	–	–	–	–	–	–
FY 2023 Q4	–	–	\$568,600	–	–	–
FY 2024 Q1	0.0%	-100.0%	\$499,200	–	–	–

Land

Quarter	350-450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$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
FY 2023 Q4	0.0%	8.0%	\$65,000
FY 2024 Q1	0.0%	-44.4%	\$65,000



Goldfields - Esperance



FY24 Q1 Median Price Change



Apartments

—



House

—



Land

↓ -88.9%

FY24 Q1 YoY change in new listings for Goldfields-Esperance

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

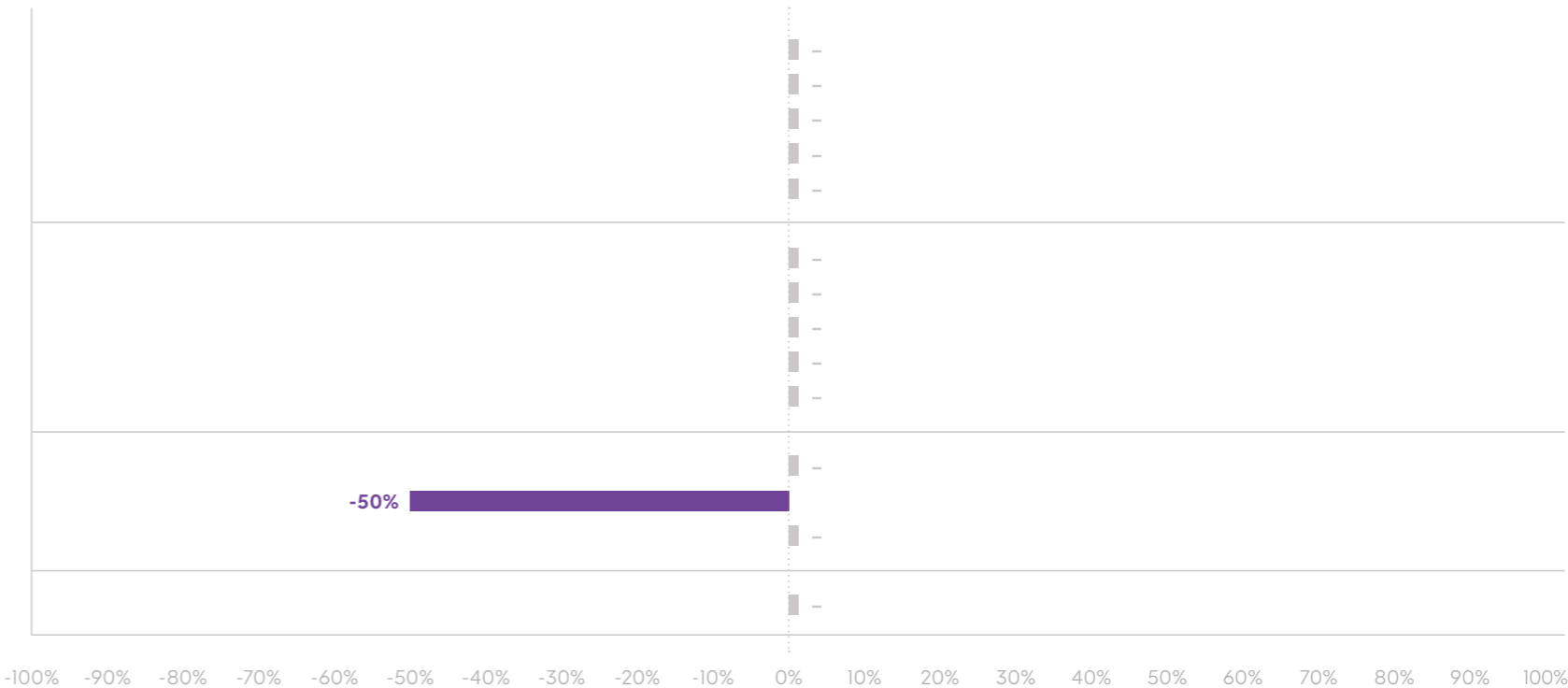
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Goldfields-Esperance

House

2 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
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%	–
FY 2023 Q4	–	–	–
FY 2024 Q1	–	–	–

Land

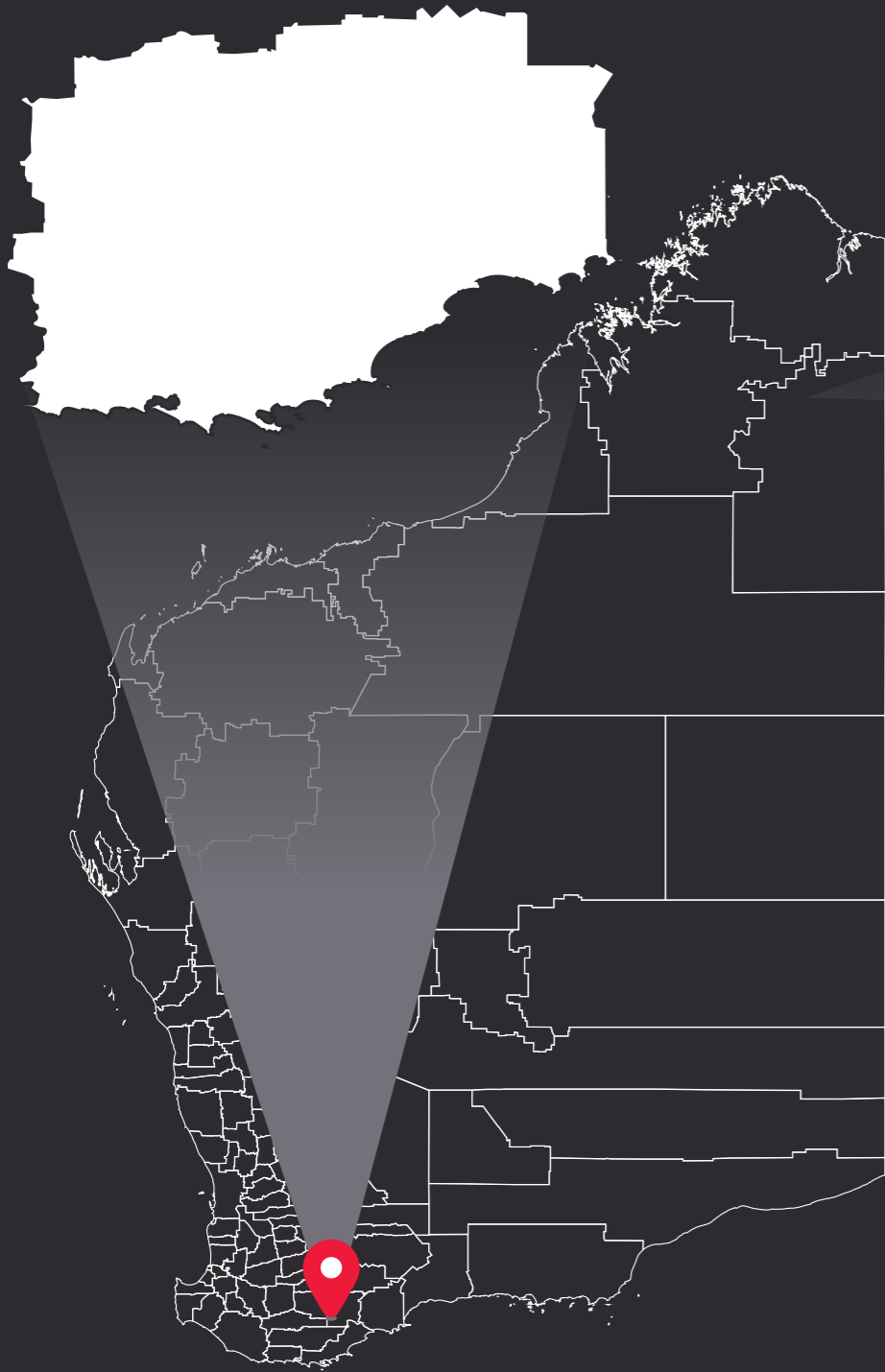
350-450 sqm

>450 sqm

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$120,000	–	–	\$10,000
FY 2022 Q3	0.0%	55.6%	\$142,000	0.0%	-100.0%	\$10,000
FY 2022 Q4	0.0%	14.3%	\$142,000	0.0%	–	\$10,000
FY 2023 Q1	0.0%	21.9%	\$90,000	0.0%	50.0%	\$10,000
FY 2023 Q2	-43.8%	-5.1%	\$10,000	0.0%	-100.0%	\$10,000
FY 2023 Q3	-11.1%	-45.9%	\$50,000	0.0%	–	\$10,000
FY 2023 Q4	0.0%	10.0%	\$50,000	0.0%	–	\$10,000
FY 2024 Q1	0.0%	-22.7%	\$90,000	0.0%	100.0%	\$10,000



Great Southern



FY24 Q1 Median Price Change



Apartments

—



House

↑ 20%



Land

↑ 360%

FY24 Q1 YoY change in new listings for Great Southern

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

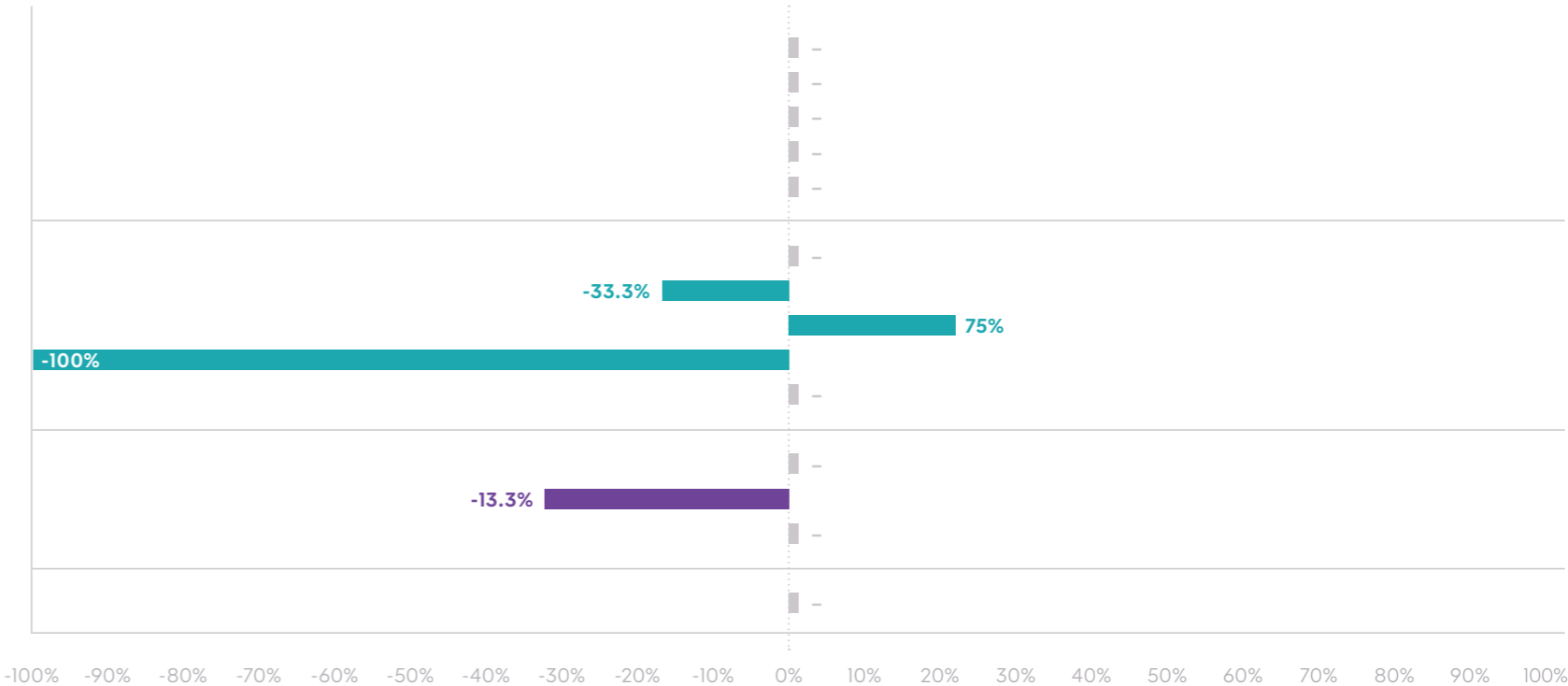
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Great Southern

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 2022 Q2	–	–	\$442,480	–	–	\$572,894	–	–	–	–	–	\$95,000
FY 2022 Q3	-28.6%	42.9%	\$462,065	-28.6%	3.2%	\$631,356	–	–	–	0.0%	0.0%	\$95,000
FY 2022 Q4	80.0%	60.0%	\$459,660	10.0%	-75.0%	\$571,356	–	–	–	0.0%	-100.0%	\$95,000
FY 2023 Q1	33.3%	6.3%	\$441,521	-27.3%	-75.0%	\$515,647	–	–	\$599,540	0.0%	–	\$95,000
FY 2023 Q2	-8.3%	-47.1%	\$429,132	25.0%	100.0%	\$515,647	0.0%	–	\$599,540	0.0%	-100.0%	\$95,000
FY 2023 Q3	-45.5%	77.8%	\$417,400	-20.0%	125.0%	\$586,541	0.0%	-100.0%	\$599,540	0.0%	–	\$95,000
FY 2023 Q4	0.0%	-62.5%	\$459,600	25.0%	0.0%	\$586,541	0.0%	–	\$599,540	0.0%	75.0%	\$95,000
FY 2024 Q1	33.3%	-66.7%	\$457,300	40.0%	100.0%	\$568,490	-100.0%	–	–	0.0%	-100.0%	\$95,000

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 2022 Q2		–	–	–	–	\$25,000	–	–	\$25,000
FY 2022 Q3	–	–	–	0.0%	35.3%	\$25,000	0.0%	–	\$25,000
FY 2022 Q4	–	–	\$115,000	7.1%	-8.7%	\$25,000	0.0%	–	\$25,000
FY 2023 Q1	0.0%	–	\$115,000	0.0%	-28.6%	\$25,000	0.0%	–	\$25,000
FY 2023 Q2	0.0%	–	\$115,000	13.3%	46.7%	\$25,000	0.0%	0.0%	\$25,000
FY 2023 Q3	0.0%	–	\$115,000	-11.8%	-31.8%	\$25,000	0.0%	-100.0%	\$25,000
FY 2023 Q4	0.0%	–	\$115,000	0.0%	100.0%	\$25,000	0.0%	–	\$25,000
FY 2024 Q1	0.0%	-100.0%	\$115,000	-13.3%	-3.3%	\$135,000	0.0%	-100.0%	\$25,000

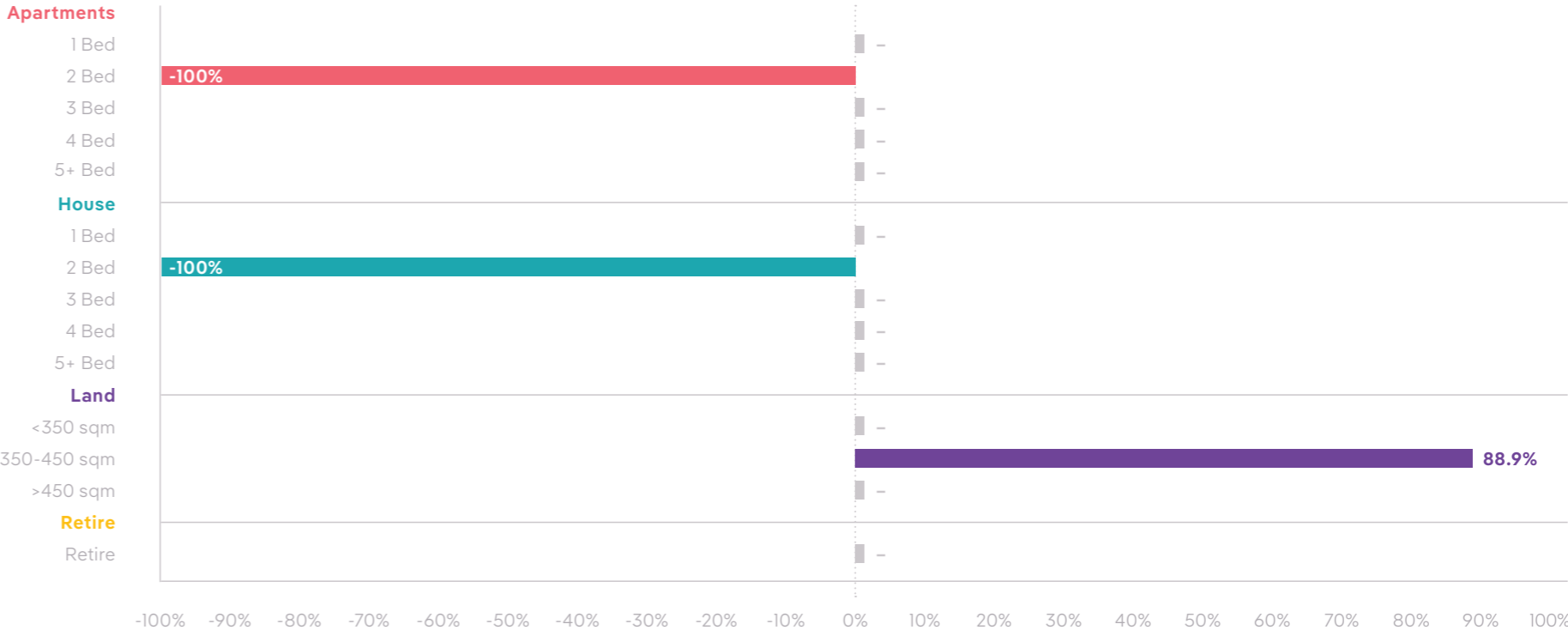
Kimberley



FY24 Q1 Median Price Change



FY24 Q1 YoY change in new listings for Kimberley



Kimberley

Apartment

Quarter	2 Bed			3 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$360,000	–	–	\$620,000
FY 2022 Q3	0.0%	-26.7%	\$360,000	0.0%	-100.0%	\$620,000
FY 2022 Q4	-33.3%	-18.2%	\$415,000	-100.0%	–	–
FY 2023 Q1	0.0%	-77.8%	\$415,000	–	–	–
FY 2023 Q2	-100.0%	-100.0%	–	–	–	–
FY 2023 Q3	–	–	–	–	–	–
FY 2023 Q4	–	–	–	–	–	–
FY 2024 Q1	–	–	–	–	–	–

House

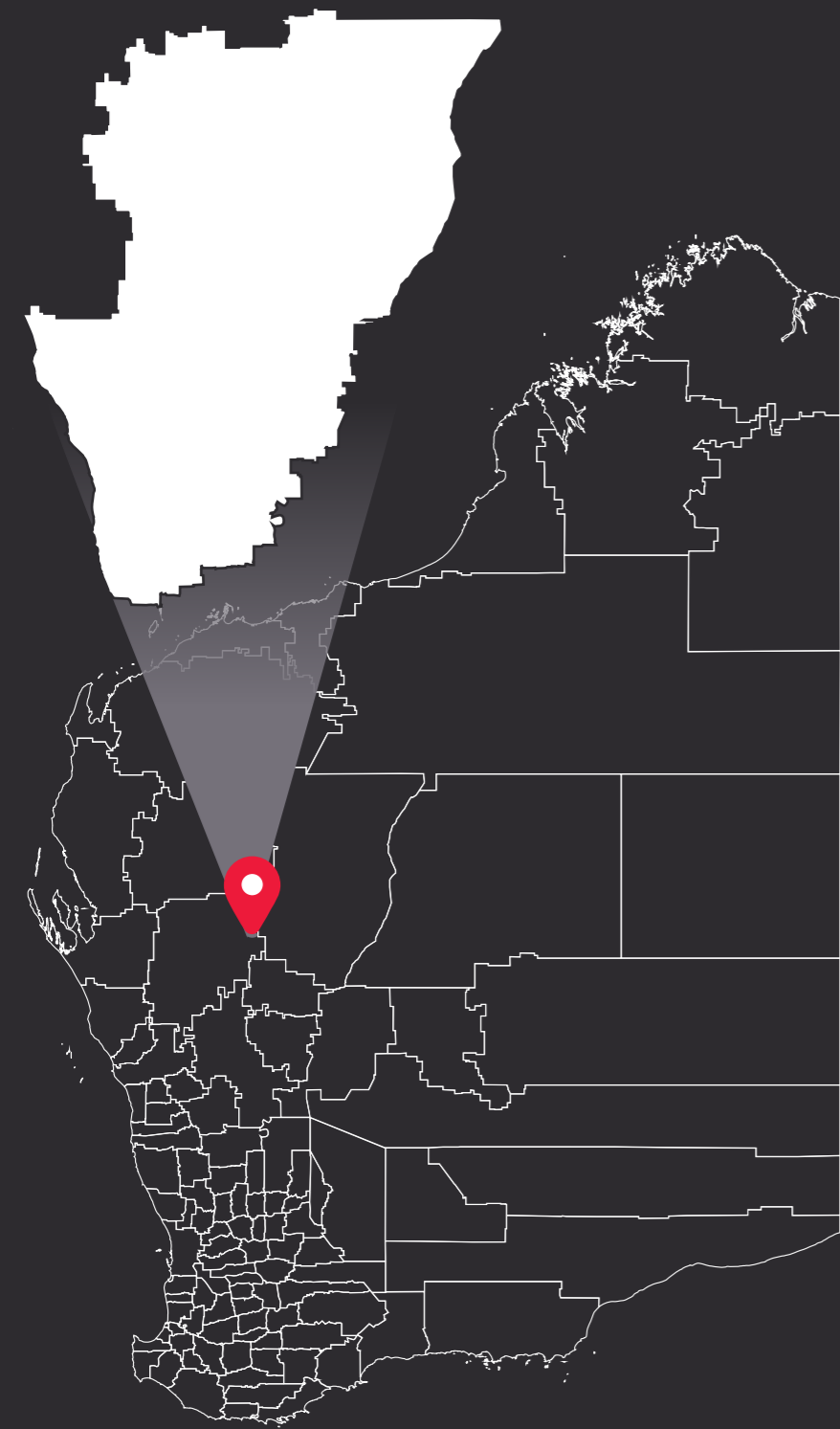
Quarter	2 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	–	–	–	\$130,000
FY 2022 Q3	–	–	\$650,000	0.0%	-80.0%	\$130,000
FY 2022 Q4	0.0%	–	\$650,000	-100.0%	-100.0%	–
FY 2023 Q1	0.0%	300.0%	\$650,000	–	–	–
FY 2023 Q2	-100.0%	-100.0%	–	–	–	–
FY 2023 Q3	–	–	–	–	–	–
FY 2023 Q4	–	–	–	–	–	–
FY 2024 Q1	–	–	–	–	–	–

Land

Quarter	<350 sqm			350-450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$115,250	–	–	\$115,750
FY 2022 Q3	0.0%	–	\$115,250	0.0%	0.0%	\$115,750
FY 2022 Q4	0.0%	–	\$115,250	0.0%	-100.0%	\$115,750
FY 2023 Q1	0.0%	–	\$115,250	80.0%	–	\$147,500
FY 2023 Q2	0.0%	–	\$115,250	144.4%	-75.0%	\$218,000
FY 2023 Q3	0.0%	–	\$115,250	-13.6%	500.0%	\$218,000
FY 2023 Q4	0.0%	–	\$115,250	0.0%	-75.0%	\$218,000
FY 2024 Q1	0.0%	–	\$115,250	-10.5%	-33.3%	\$218,000



Mid West



FY24 Q1 Median Price Change



Apartments

—



House

↓ -12.6%



Land

↑ 232%

FY24 Q1 YoY change in new listings for Mid West

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

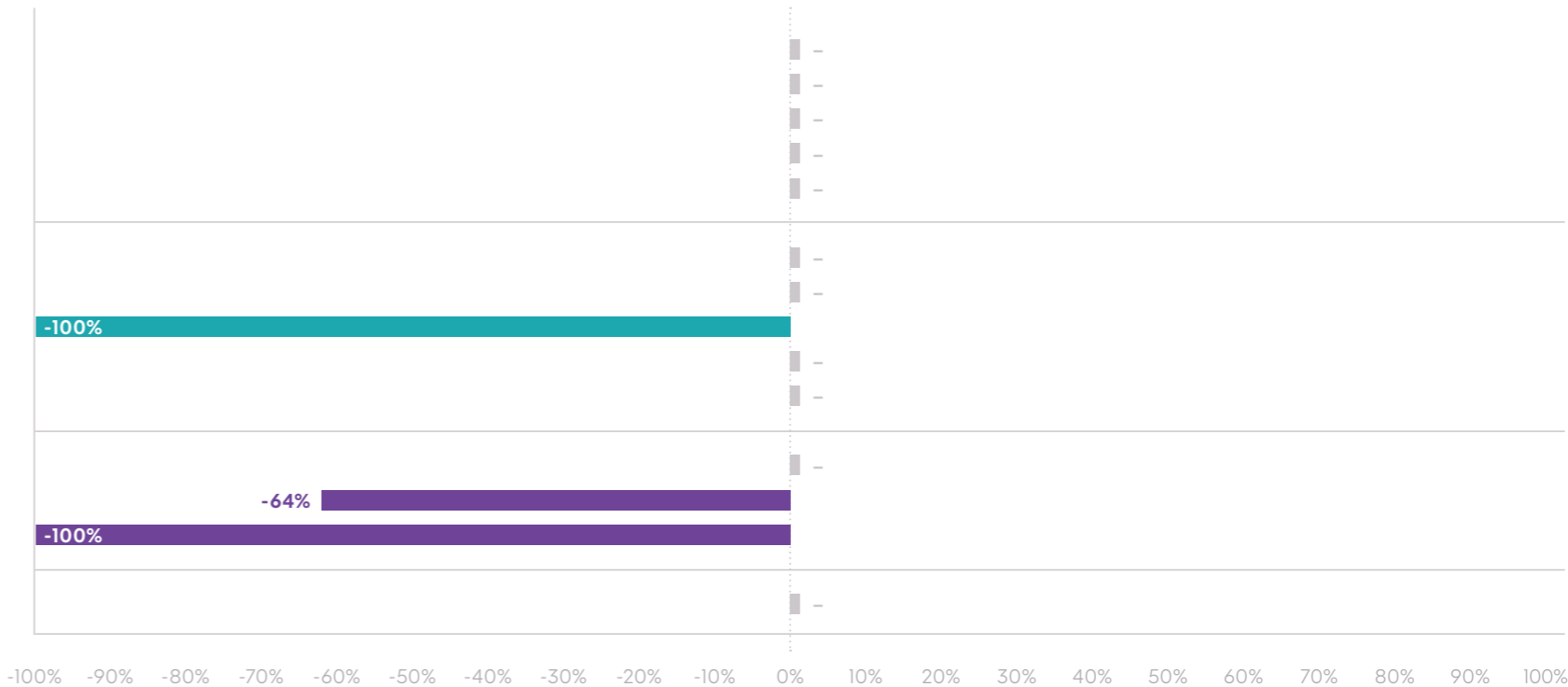
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Mid West

House

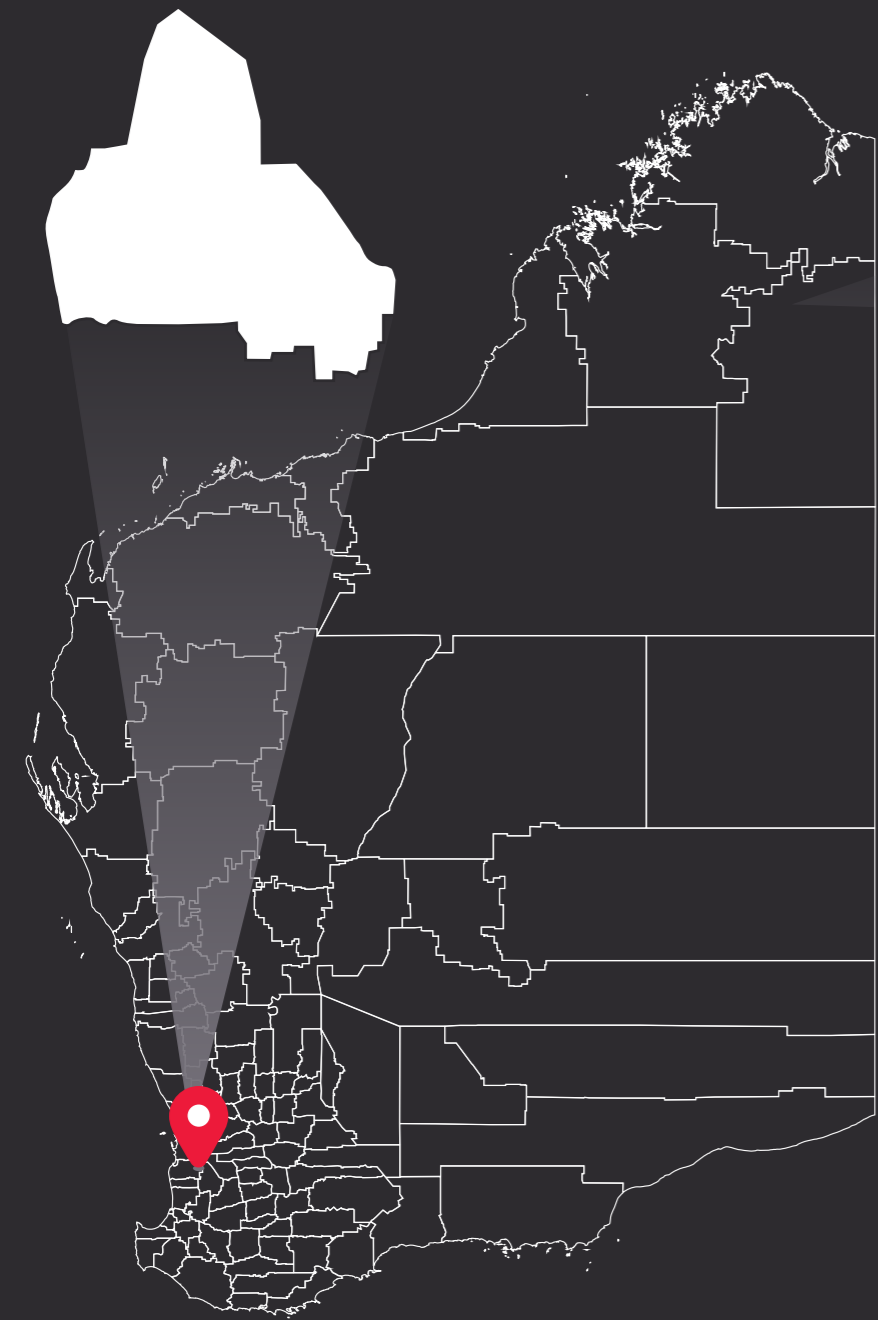
Quarter	2 Bed			3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$414,406	–	–	\$321,338	–	–	\$775,000
FY 2022 Q3	0.0%	-50.0%	\$414,406	-87.5%	-85.2%	\$441,695	0.0%	-87.5%	\$775,000
FY 2022 Q4	-100.0%	-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	–	–	\$367,163	-100.0%	-100.0%	–	–	–	–
FY 2023 Q4	0.0%	–	\$367,163	–	–	–	–	–	–
FY 2024 Q1	-50.0%	100.0%	\$387,279	–	–	–	–	–	–

Land

Quarter	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
FY 2022 Q2	–	–	\$25,000	–	–	\$130,000	–	–	\$339,000
FY 2022 Q3	0.0%	52.9%	\$25,000	0.0%	-100.0%	\$130,000	-28.6%	0.0%	\$339,000
FY 2022 Q4	-10.5%	23.1%	\$25,000	0.0%	–	\$130,000	-20.0%	-100.0%	\$385,000
FY 2023 Q1	-23.5%	-25.0%	\$25,000	0.0%	–	\$130,000	-25.0%	–	\$385,000
FY 2023 Q2	-38.5%	16.7%	\$46,500	0.0%	-100.0%	\$130,000	-66.7%	-66.7%	\$250,000
FY 2023 Q3	0.0%	-60.7%	\$83,000	0.0%	–	\$130,000	0.0%	100.0%	\$250,000
FY 2023 Q4	-12.5%	81.8%	\$83,000	0.0%	–	\$130,000	0.0%	0.0%	\$250,000
FY 2024 Q1	0.0%	-50.0%	\$83,000	0.0%	–	\$130,000	-100.0%	-100.0%	–

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$106,250
FY 2022 Q3	0.0%	180.0%	\$106,250
FY 2022 Q4	0.0%	-71.4%	\$106,250
FY 2023 Q1	-100.0%	-100.0%	–
FY 2023 Q2	–	–	–
FY 2023 Q3	–	–	–
FY 2023 Q4	–	–	–
FY 2024 Q1	–	–	–



FY24 Q1 Median Price Change



Apartments

—



House

↑ 9.1%



Land

—

FY24 Q1 YoY change in new listings for Peel

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

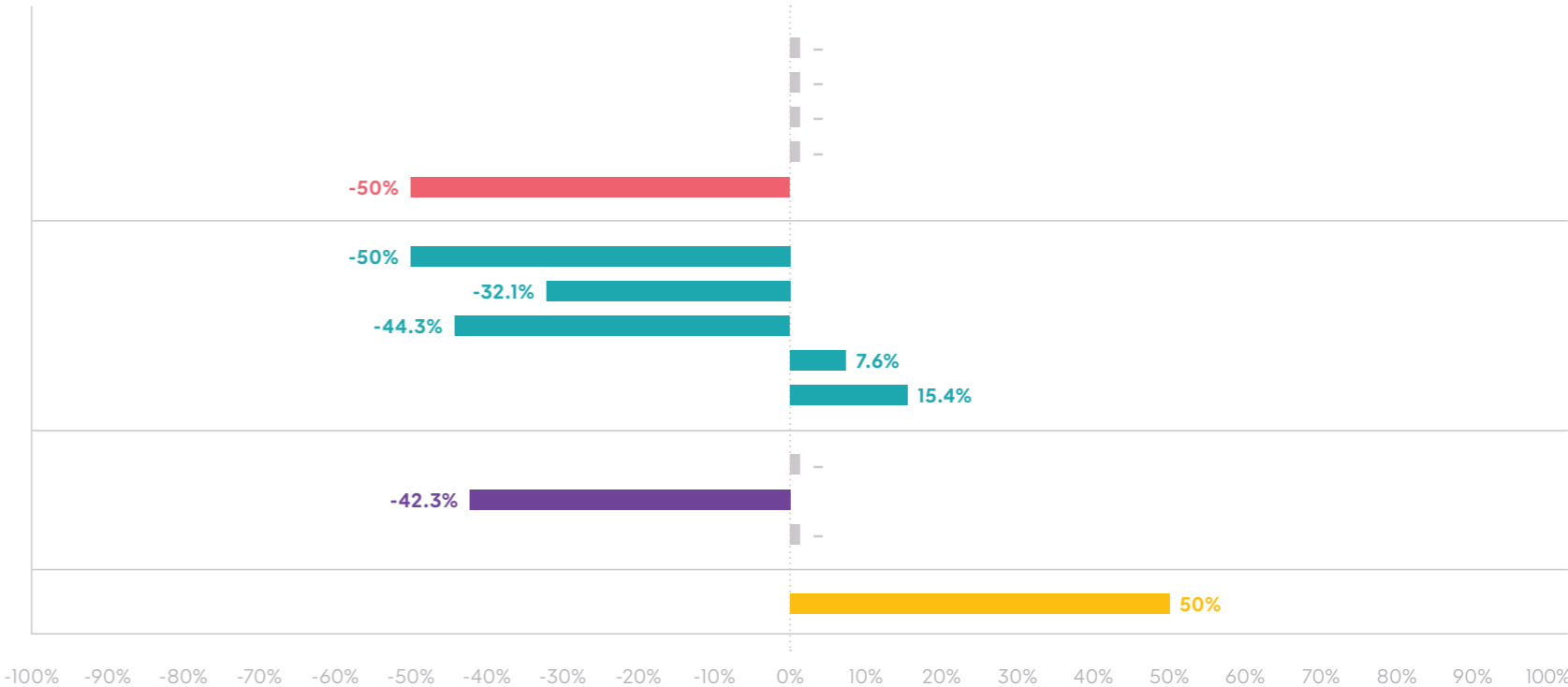
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Apartment

5+ Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$349,000
FY 2022 Q3	-66.7%	–	\$371,200
FY 2022 Q4	0.0%	–	\$502,000
FY 2023 Q1	500.0%	–	\$502,000
FY 2023 Q2	-100.0%	–	–
FY 2023 Q3	–	–	\$442,626
FY 2023 Q4	-66.7%	–	\$472,000
FY 2024 Q1	200.0%	0.0%	\$577,000

House

1 Bed

2 Bed

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	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$275,000	–	–	\$338,825	–	–	\$410,191	–	–	\$497,369	–	–	\$119,500
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	-3.6%	-10.4%	\$125,000
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	-29.6%	-27.9%	\$144,000
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	-31.6%	-25.8%	\$142,000
FY 2023 Q2	0.0%	100.0%	\$275,780	-10.3%	-5.0%	\$376,968	-12.2%	-36.8%	\$446,760	1.5%	-35.4%	\$532,000	15.4%	34.8%	\$110,000
FY 2023 Q3	0.0%	-100.0%	\$371,330	-19.4%	-4.3%	\$377,990	0.7%	107.1%	\$446,170	3.0%	-3.1%	\$553,200	40.0%	90.3%	\$135,000
FY 2023 Q4	-100.0%	–	–	-21.1%	16.4%	\$397,750	-38.0%	-43.8%	\$479,500	-4.3%	129.0%	\$559,000	-19.0%	-50.8%	\$162,500
FY 2024 Q1	–	–	\$363,696	19.0%	76.6%	\$418,990	1.5%	38.1%	\$485,181	7.6%	31.0%	\$542,000	-11.8%	62.1%	\$163,500

Peel

Land

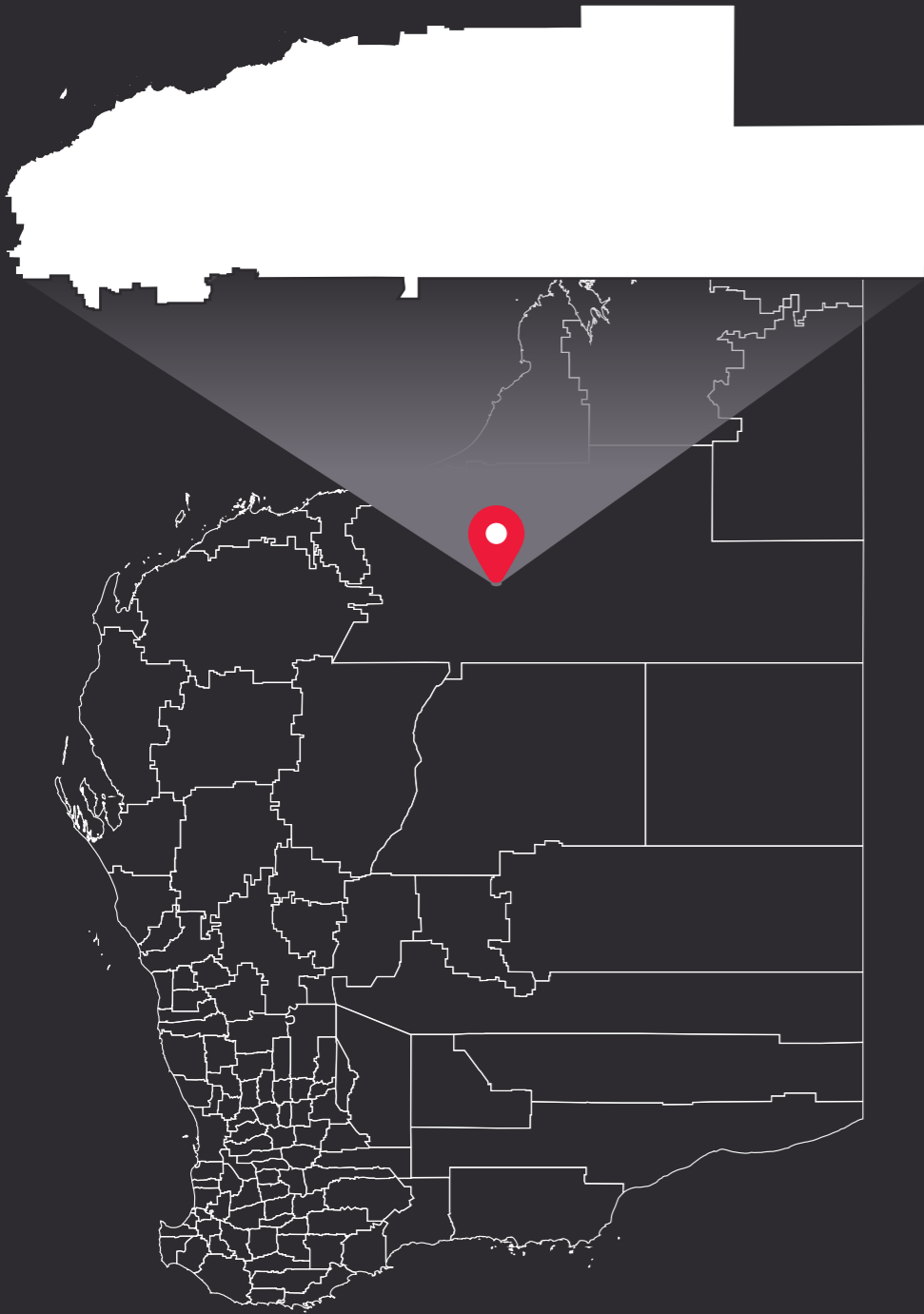
Quarter	<350 sqm			350-450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$158,000	–	–	\$245,000	–	–	\$285,000
FY 2022 Q3	-44.7%	50.0%	\$172,000	3.9%	16.0%	\$198,000	-20.0%	-37.1%	\$275,000
FY 2022 Q4	28.6%	-45.5%	\$179,000	1.3%	-12.2%	\$229,000	-30.0%	-26.8%	\$265,000
FY 2023 Q1	-18.5%	227.8%	\$185,000	-11.3%	-36.4%	\$207,000	-32.1%	-9.8%	\$250,000
FY 2023 Q2	-27.3%	-40.7%	\$185,000	-23.9%	-37.1%	\$185,000	-31.6%	-29.7%	\$277,000
FY 2023 Q3	0.0%	-25.7%	\$189,000	1.9%	13.6%	\$185,000	-23.1%	92.3%	\$275,000
FY 2023 Q4	-12.5%	69.2%	\$195,000	-20.0%	24.0%	\$186,500	-50.0%	-48.0%	\$275,000
FY 2024 Q1	57.1%	2.3%	\$205,500	-6.8%	15.1%	\$189,000	40.0%	96.2%	\$325,000

Retire

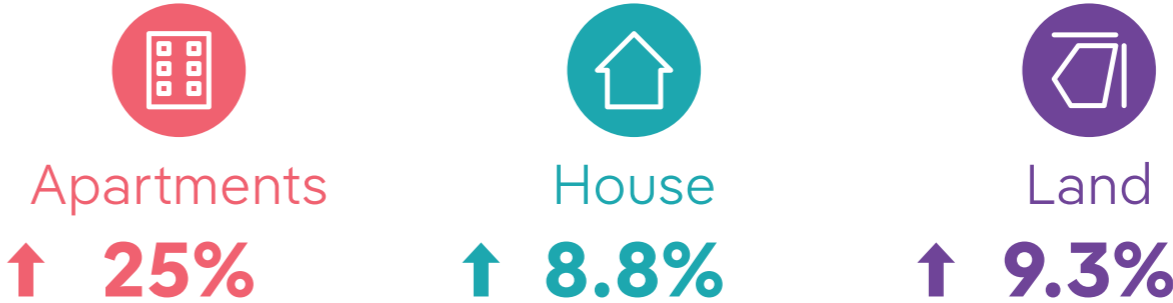
Quarter	QoQ (Listings)		QoQ (Leads)		Median Price
FY 2022 Q2	–	–	–	–	\$645,888
FY 2022 Q3	14.3%	–	-26.0%	–	\$645,888
FY 2022 Q4	-50.0%	–	-18.3%	–	–
FY 2023 Q1	0.0%	–	-32.8%	–	–
FY 2023 Q2	-25.0%	–	-32.1%	–	–
FY 2023 Q3	0.0%	–	-30.2%	–	–
FY 2023 Q4	0.0%	–	75.7%	–	–
FY 2024 Q1	100.0%	107.7%	–	–	\$406,306



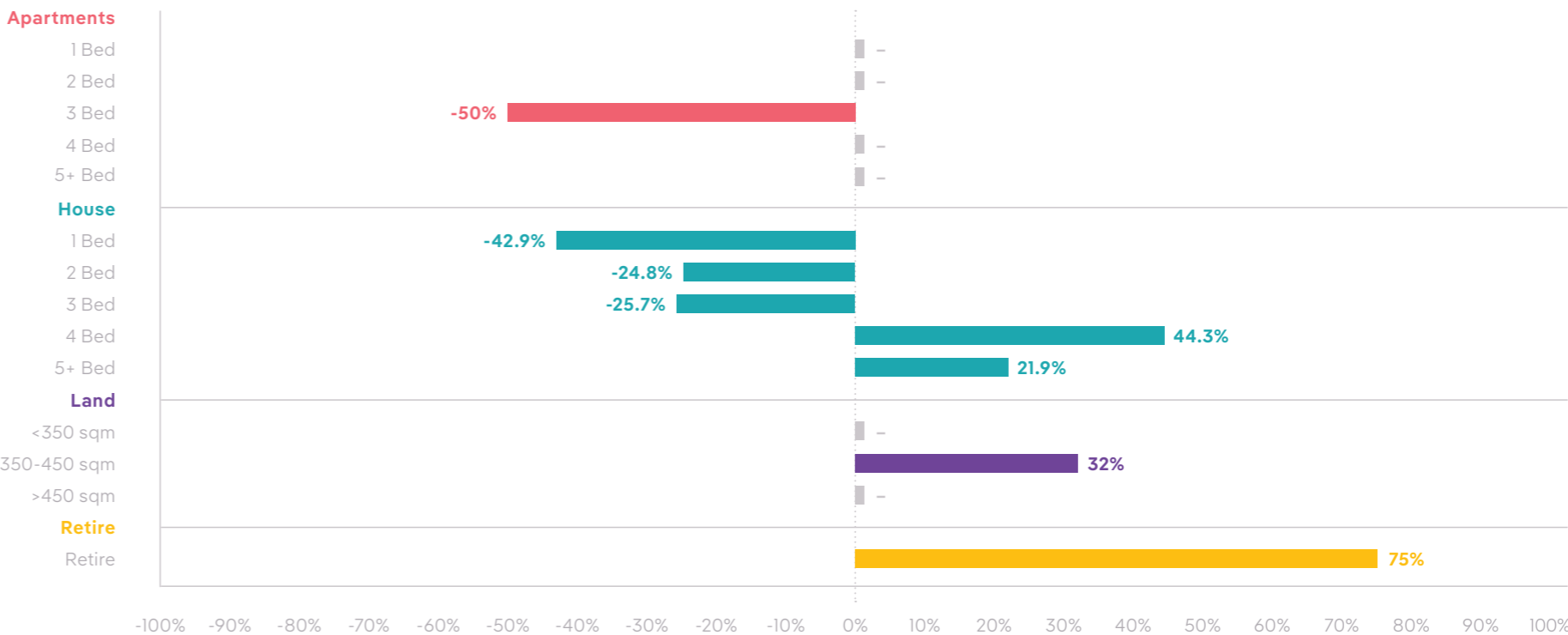
Pilbara



FY24 Q1 Median Price Change



FY24 Q1 YoY change in new listings for Pilbara



Pilbara

Apartment

Quarter	3 Bed			4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$544,900	–	–	\$549,900	–	–	\$434,925
FY 2022 Q3	60.0%	31.6%	\$350,000	0.0%	-70.0%	\$544,900	75.0%	216.7%	\$430,000
FY 2022 Q4	-87.5%	-100.0%	\$544,900	-85.7%	-100.0%	\$544,900	-57.1%	-94.7%	\$414,500
FY 2023 Q1	100.0%	–	\$445,000	-100.0%	–	–	-100.0%	-100.0%	–
FY 2023 Q2	0.0%	100.0%	\$507,000	–	–	–	–	–	\$798,600
FY 2023 Q3	50.0%	200.0%	\$509,100	–	–	–	-50.0%	0.0%	\$798,600
FY 2023 Q4	0.0%	0.0%	\$502,815	–	–	\$539,000	100.0%	0.0%	\$365,600
FY 2024 Q1	-66.7%	-58.3%	\$556,430	100.0%	0.0%	\$611,047	0.0%	400.0%	\$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 2022 Q2	–	–	\$338,990	–	–	\$389,442	–	–	\$493,205	–	–	\$621,324	–	–	\$155,500
FY 2022 Q3	120.0%	5.3%	\$342,715	11.0%	25.3%	\$399,990	1.8%	2.2%	\$498,463	-5.8%	-16.4%	\$619,356	-6.3%	48.8%	\$160,000
FY 2022 Q4	18.2%	-55.0%	\$359,813	22.8%	-14.2%	\$414,495	14.0%	-28.4%	\$506,990	-3.1%	-29.1%	\$639,800	30.0%	-6.3%	\$177,000
FY 2023 Q1	-46.2%	-55.6%	\$362,460	-14.6%	-29.2%	\$424,202	0.3%	-11.3%	\$515,579	-3.2%	-37.3%	\$628,990	-6.4%	-13.3%	\$175,500
FY 2023 Q2	0.0%	100.0%	\$496,450	-15.1%	-32.9%	\$431,572	-10.0%	-21.4%	\$514,300	9.8%	152.4%	\$639,999	11.0%	-44.2%	\$190,000
FY 2023 Q3	-57.1%	162.5%	\$347,480	2.5%	73.2%	\$430,987	9.2%	38.9%	\$516,480	14.9%	-47.2%	\$648,955	7.4%	77.6%	\$191,000
FY 2023 Q4	66.7%	-47.6%	\$372,049	-16.6%	20.8%	\$438,230	-26.9%	13.8%	\$543,000	-6.5%	25.0%	\$680,918	-5.7%	67.0%	\$228,500
FY 2024 Q1	-20.0%	54.5%	\$394,865	3.7%	36.0%	\$452,844	3.5%	31.7%	\$567,990	22.2%	62.1%	\$668,990	8.5%	11.0%	\$200,500

Pilbara

Land

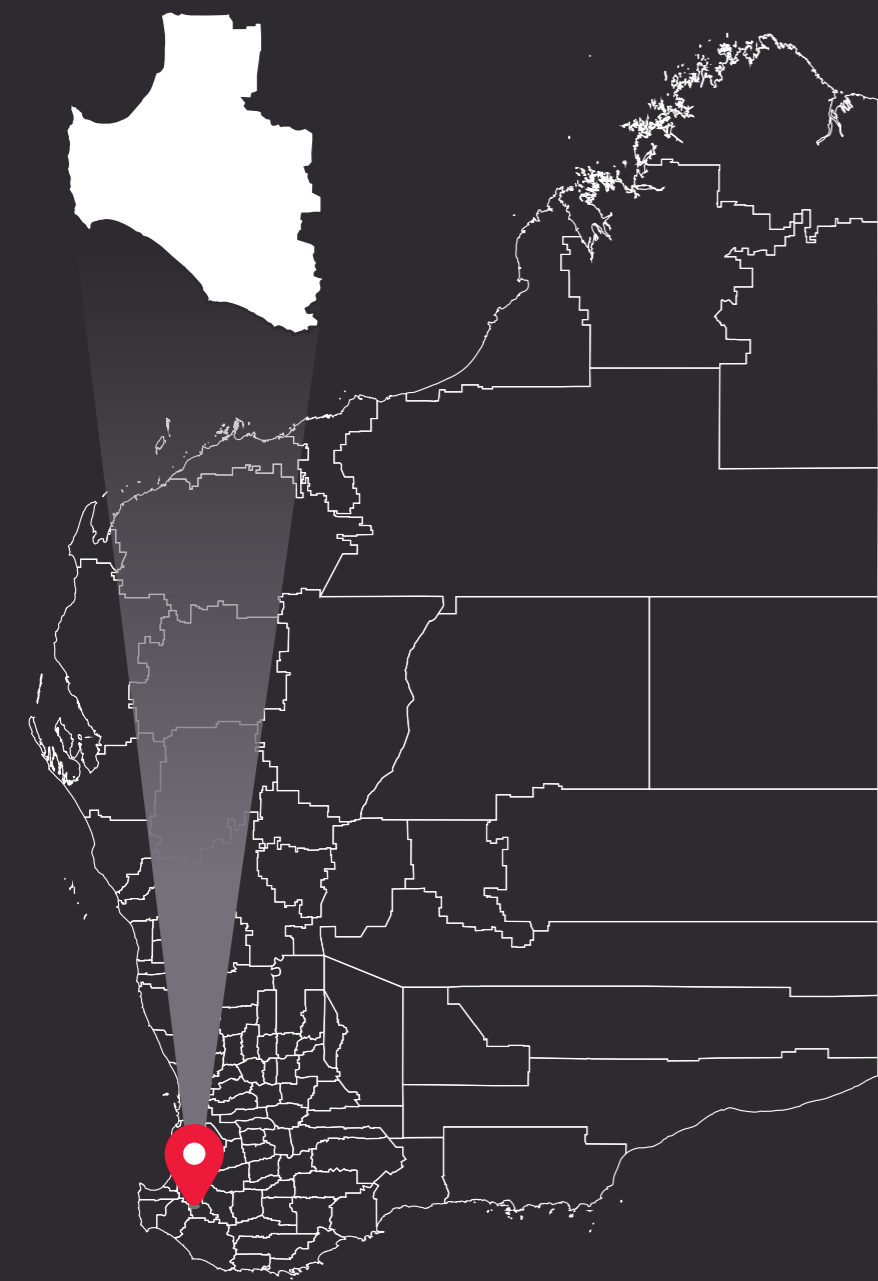
Quarter	<350 sqm			350-450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$199,000	–	–	\$225,000	–	–	\$499,000
FY 2022 Q3	-10.7%	-20.5%	\$215,000	-8.3%	-52.6%	\$229,000	0.0%	-14.3%	\$449,000
FY 2022 Q4	28.4%	10.8%	\$230,000	-1.3%	-44.1%	\$229,000	0.0%	116.7%	\$502,000
FY 2023 Q1	8.1%	13.6%	\$259,000	-1.3%	51.0%	\$247,000	50.0%	-46.2%	\$555,000
FY 2023 Q2	-1.1%	-24.8%	\$274,000	10.7%	-31.8%	\$249,000	33.3%	128.6%	\$585,000
FY 2023 Q3	4.3%	34.1%	\$276,500	14.5%	73.8%	\$265,000	0.0%	0.0%	\$610,000
FY 2023 Q4	-6.3%	34.7%	\$291,000	-8.4%	25.7%	\$270,500	25.0%	-50.0%	\$642,000
FY 2024 Q1	3.3%	-23.9%	\$274,000	13.8%	-22.7%	\$315,000	0.0%	-12.5%	\$849,000

Retire

Quarter			
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$840,000
FY 2022 Q3	0.0%	11.6%	\$1,250,000
FY 2022 Q4	12.5%	1.5%	\$1,250,000
FY 2023 Q1	-11.1%	-39.8%	–
FY 2023 Q2	-12.5%	-11.5%	–
FY 2023 Q3	28.6%	47.3%	–
FY 2023 Q4	0.0%	46.0%	–
FY 2024 Q1	55.6%	12.7%	\$447,906



South West



FY24 Q1 Median Price Change



Apartments

—



House

↑ 12.6%



Land

↑ 9.7%

FY24 Q1 YoY change in new listings for South West

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

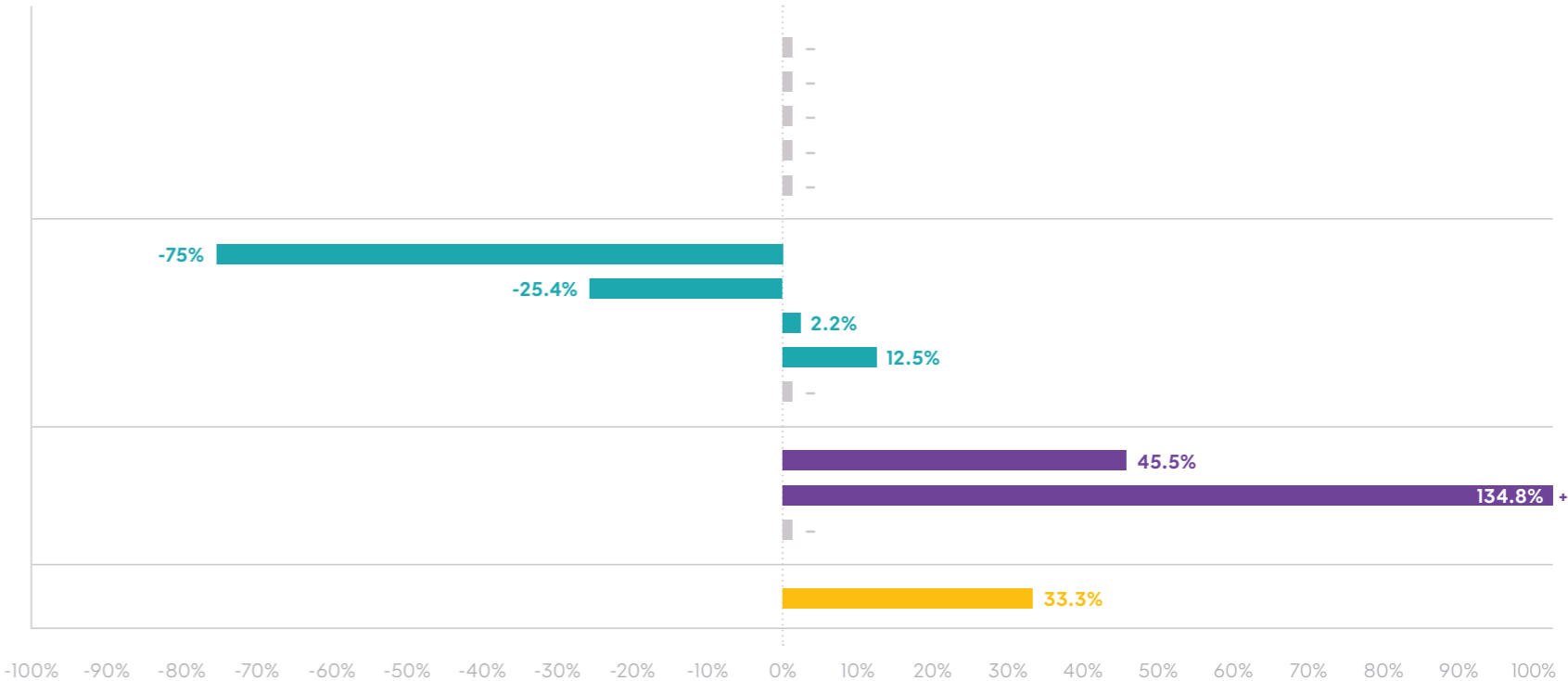
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



South West

Apartment

Quarter	1 Bed			2 Bed			3 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$135,000	–	–	\$260,000	–	–	\$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
FY 2023 Q4	0.0%	0.0%	\$135,000	0.0%	-31.3%	\$260,000	0.0%	-40.9%	\$280,000
FY 2024 Q1	0.0%	0.0%	\$135,000	0.0%	0.0%	\$260,000	0.0%	-7.7%	\$280,000

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 2022 Q2	–	–	\$324,000	–	–	\$407,000	–	–	\$478,302	–	–	\$534,990	–	–	\$60,000
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	0.0%	-40.0%	\$117,500
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	-50.0%	-100.0%	\$175,000
FY 2023 Q1	25.0%	37.5%	\$353,990	5.7%	14.8%	\$433,490	8.2%	-1.4%	\$563,945	10.3%	25.0%	\$756,355	-100.0%	–	–
FY 2023 Q2	-65.0%	-18.2%	\$381,490	1.4%	9.1%	\$444,490	11.4%	3.2%	\$582,000	56.3%	-6.7%	\$709,800	–	–	–
FY 2023 Q3	28.6%	0.0%	\$402,969	-10.2%	5.9%	\$424,990	3.2%	13.2%	\$577,990	-32.0%	45.2%	\$689,356	–	–	–
FY 2023 Q4	-11.1%	22.2%	\$391,774	-9.4%	-3.3%	\$462,800	9.8%	20.6%	\$591,490	35.3%	62.3%	\$734,900	–	–	–
FY 2024 Q1	-37.5%	-36.4%	\$380,955	-9.5%	-13.0%	\$505,700	-19.0%	-15.2%	\$600,390	-21.7%	-55.6%	\$709,000	–	–	–

South West

Land

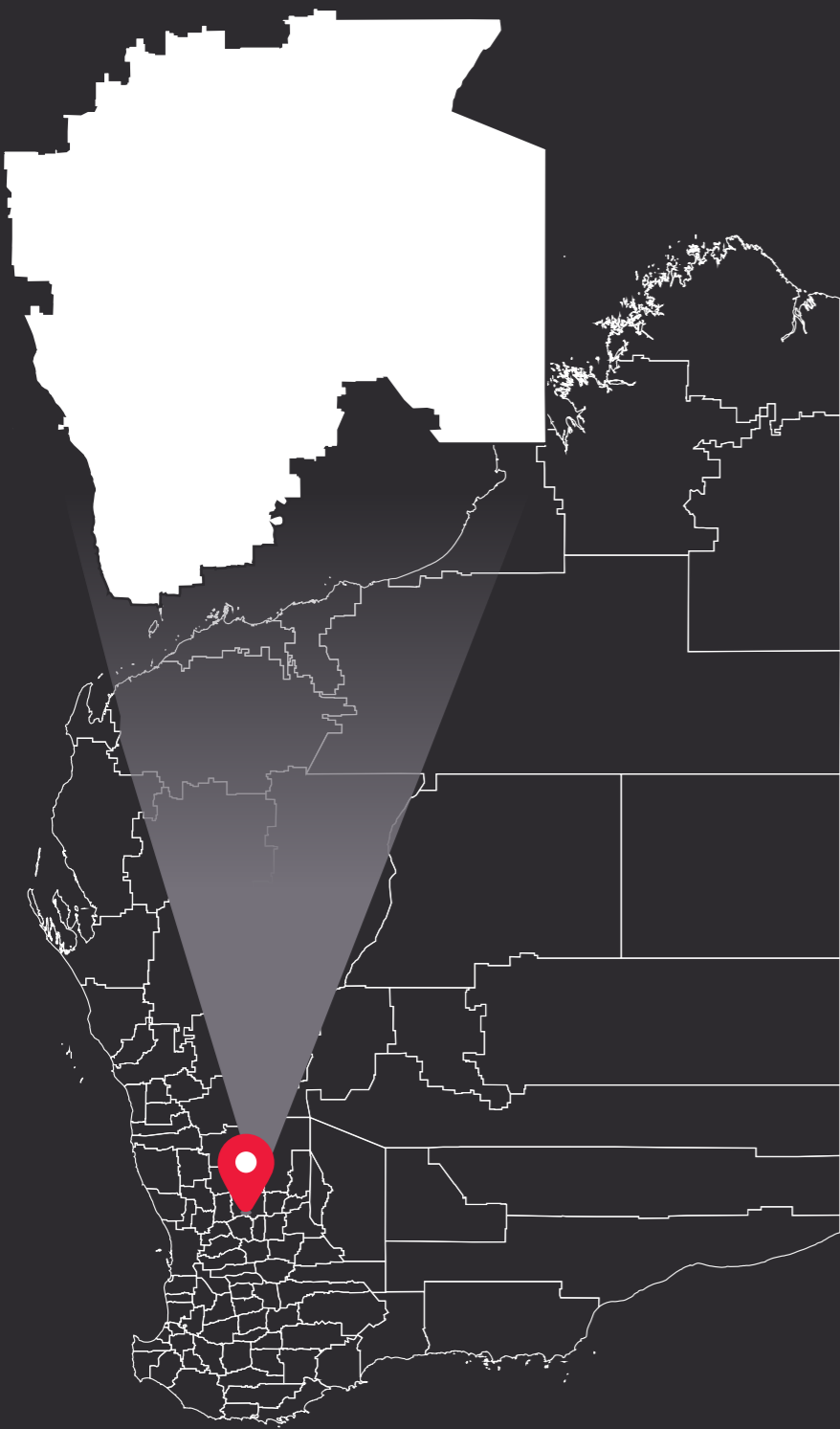
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$185,000	–	–	\$233,000	–	–	–	–	–	\$330,000
FY 2022 Q3	-20.0%	125.0%	\$185,000	11.8%	-13.6%	\$479,000	–	–	–	-7.0%	28.1%	\$330,000
FY 2022 Q4	200.0%	-77.8%	\$169,500	63.2%	-66.7%	\$186,500	–	–	–	-10.0%	-75.6%	\$330,000
FY 2023 Q1	-8.3%	325.0%	\$169,500	48.4%	94.1%	\$251,000	–	–	\$369,000	-11.1%	60.0%	\$330,000
FY 2023 Q2	118.2%	41.2%	\$219,000	37.0%	115.2%	\$259,000	0.0%	-100.0%	\$369,000	-6.3%	93.8%	\$330,000
FY 2023 Q3	33.3%	-29.2%	\$195,000	58.7%	-7.0%	\$235,000	0.0%	–	\$369,000	-13.3%	-16.1%	\$349,500
FY 2023 Q4	-37.5%	5.9%	\$195,000	19.0%	-18.2%	\$247,900	0.0%	120.0%	\$369,000	-30.8%	-30.8%	\$389,500
FY 2024 Q1	-20.0%	-50.0%	\$190,000	-9.2%	-29.6%	\$260,000	0.0%	-81.8%	\$369,000	-5.6%	72.2%	\$389,500

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	–
FY 2022 Q3	0.0%	3.1%	–
FY 2022 Q4	150.0%	75.8%	–
FY 2023 Q1	20.0%	-27.6%	–
FY 2023 Q2	33.3%	214.3%	–
FY 2023 Q3	12.5%	9.8%	–
FY 2023 Q4	0.0%	-8.3%	–
FY 2024 Q1	-11.1%	-39.1%	–



Wheatbelt



FY24 Q1 Median Price Change



Apartments

—



House

↑ 1.6%



Land

↓ -63.2%

FY24 Q1 YoY change in new listings for Wheatbelt

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

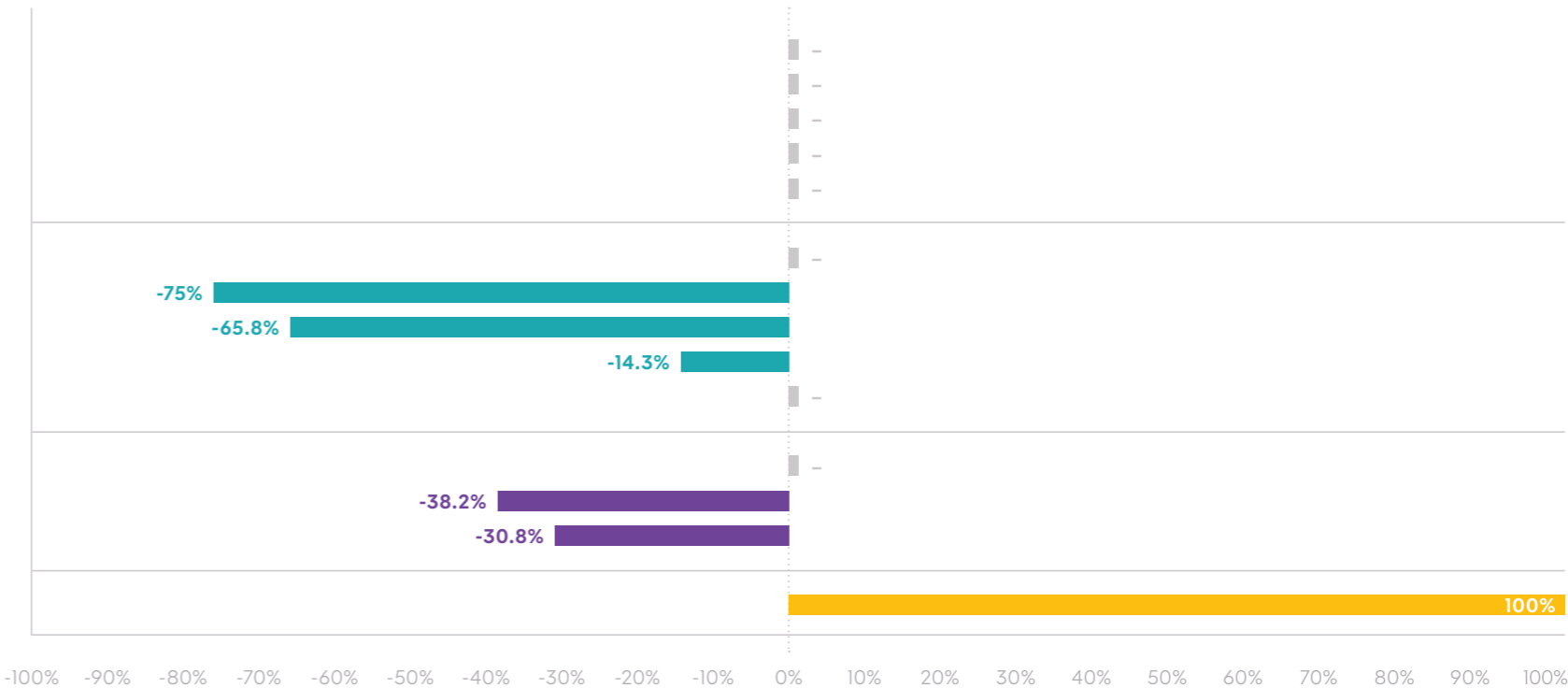
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



Wheatbelt

House

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 2022 Q2	–	–	\$417,167	–	–	\$542,496	–	–	\$573,450
FY 2022 Q3	140.0%	-59.4%	\$437,300	-3.5%	-32.0%	\$529,401	200.0%	0.0%	\$573,450
FY 2022 Q4	-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
FY 2023 Q4	-40.0%	-66.7%	\$468,874	-43.9%	35.5%	\$635,752	-50.0%	-83.3%	\$718,140
FY 2024 Q1	-33.3%	0.0%	\$513,587	17.4%	54.8%	\$635,752	200.0%	1000.0%	\$634,788

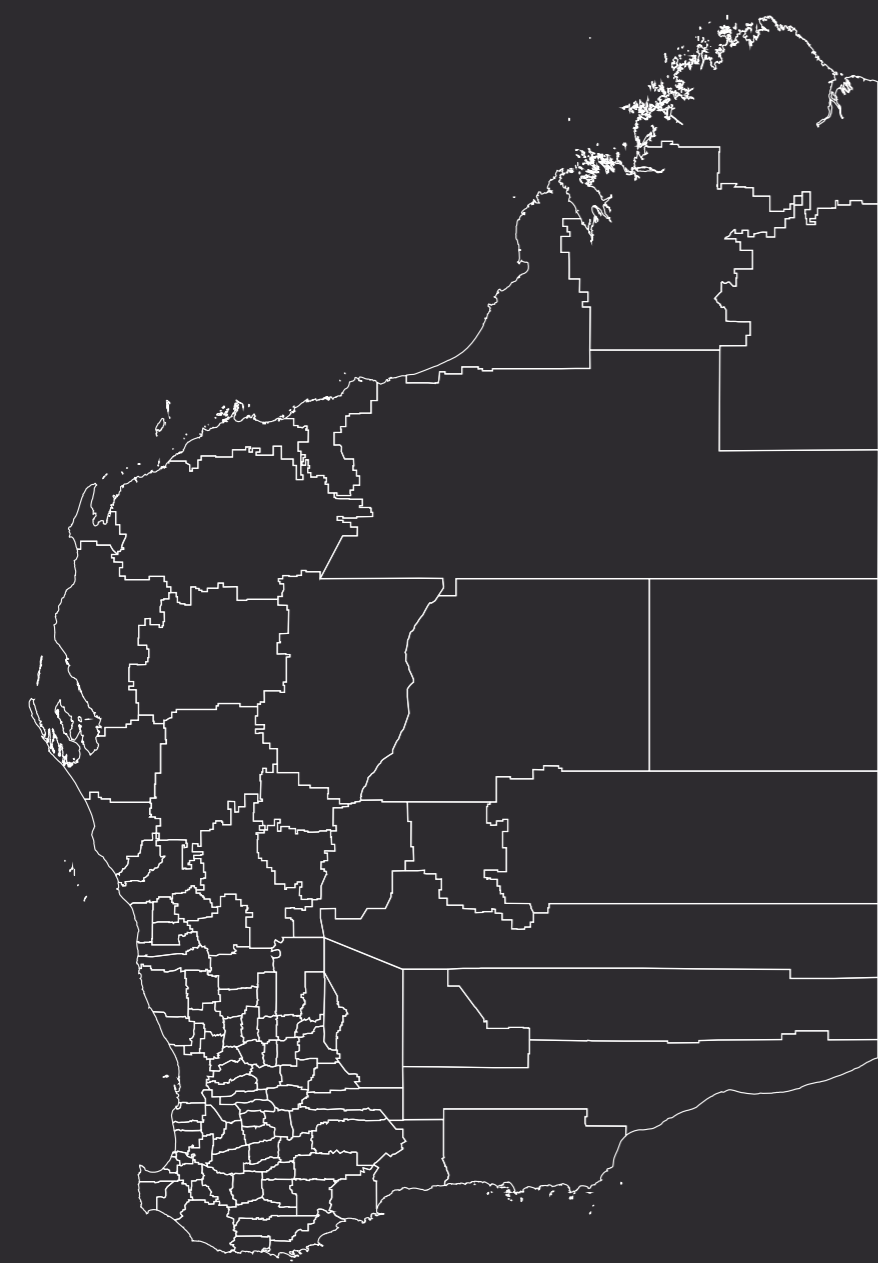
Land

Quarter	350-450 sqm			>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$25,000	–	–	\$68,000
FY 2022 Q3	0.0%	98.4%	\$85,000	0.0%	100.0%	\$68,000
FY 2022 Q4	-4.7%	-7.4%	\$71,000	0.0%	-7.1%	\$68,000
FY 2023 Q1	-9.8%	5.4%	\$70,000	-7.1%	7.7%	\$68,000
FY 2023 Q2	-7.3%	-19.5%	\$61,000	-7.7%	-21.4%	\$68,000
FY 2023 Q3	-9.8%	-4.2%	\$25,000	-16.7%	-27.3%	\$68,000
FY 2023 Q4	-39.1%	24.2%	\$10,000	0.0%	75.0%	\$68,000
FY 2024 Q1	21.4%	-39.8%	\$25,000	-10.0%	-71.4%	\$57,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	–
FY 2022 Q3	0.0%	466.7%	–
FY 2022 Q4	0.0%	-54.9%	–
FY 2023 Q1	0.0%	21.7%	–
FY 2023 Q2	0.0%	-42.9%	–
FY 2023 Q3	0.0%	0.0%	–
FY 2023 Q4	-100.0%	-100.0%	–
FY 2024 Q1	–	–	–

WA Other



FY24 Q1 Median Price Change



Apartments



House



Land



FY24 Q1 YoY change in new listings for WA Other

Apartments

- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

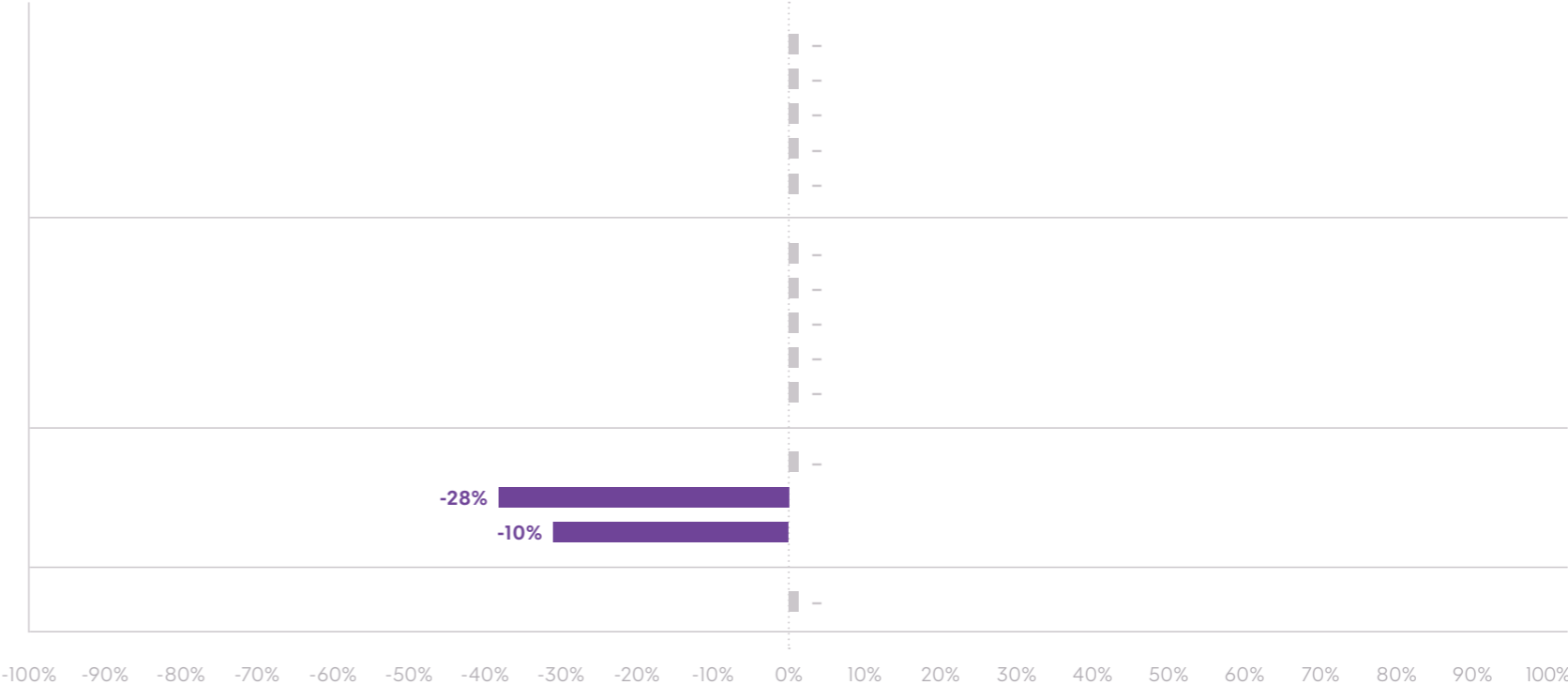
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

Land

- <350 sqm
- 350-450 sqm
- >450 sqm

Retire

- Retire



WA Other

Land

Quarter	350-450 sqm			>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q2	–	–	\$10,000	–	–	\$25,000
FY 2022 Q3	0.0%	25.0%	\$10,000	0.0%	0.0%	\$25,000
FY 2022 Q4	0.0%	-2.2%	\$10,000	0.0%	116.7%	\$25,000
FY 2023 Q1	-7.4%	10.2%	\$10,000	-16.7%	-26.9%	\$25,000
FY 2023 Q2	0.0%	-29.9%	\$10,000	0.0%	36.8%	\$25,000
FY 2023 Q3	-12.0%	-30.9%	\$10,000	0.0%	-80.8%	\$25,000
FY 2023 Q4	-18.2%	74.5%	\$10,000	-10.0%	220.0%	\$25,000
FY 2024 Q1	0.0%	-15.9%	\$10,000	0.0%	43.8%	\$25,000





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