

Western Australian Market

Data & Insights Report

Presented by

 realestate.com.au





Executive Summary

State of the market in Western Australia

Australian property prices have displayed incredible resilience over the past few years, reaching new peaks despite aggressive interest rate hikes and a cost-of-living crisis.

Housing affordability is deteriorating, with PropTrack's Housing Affordability and Rental Affordability Indices both at the worst levels on record.

Australia's property market is characterised by an undersupply of housing that looks set to worsen over the coming years as population growth outpaces new builds.

This undersupply is the primary driver of the price resilience seen in recent years, shielding values from one of the most aggressive interest rate tightening cycles in Australia's history.

The median national price of a home was sitting at the highest level on record in March, with both combined capital city areas and combined regional areas hitting new peaks.

Across Greater Perth, the median price of a house was sitting at \$707,000 in March, up 19.3 per cent from 12 months earlier and 60.6 per cent above March 2020's pre-pandemic level. Units in Greater Perth grew 13.2 per cent over the 12 months ending March to reach a median of \$479,000, reflecting growth of 32.6 per cent since March 2020.

In regional Western Australia, the median price of a house reached \$515,000 in March, up 10.6 per cent year-on-year and 57.6 per cent since March 2020. The median unit price was \$377,000, 3.3 per cent higher compared to 12 months earlier and 34.6 per cent above March 2020's level.

Outlook for supply and demand

Two factors are expected to contribute to an exacerbation of the housing undersupply over the coming years: population growth and a slowdown in the rate of new home development.

Australia's population increased by 659,800 over the 12 months ending June 2023, according to the Australian Bureau of Statistics, well above the 10-year pre-pandemic average level of 364,000.

This was the highest rate of growth seen in well over two decades and the highest per person increase in Australia's history.

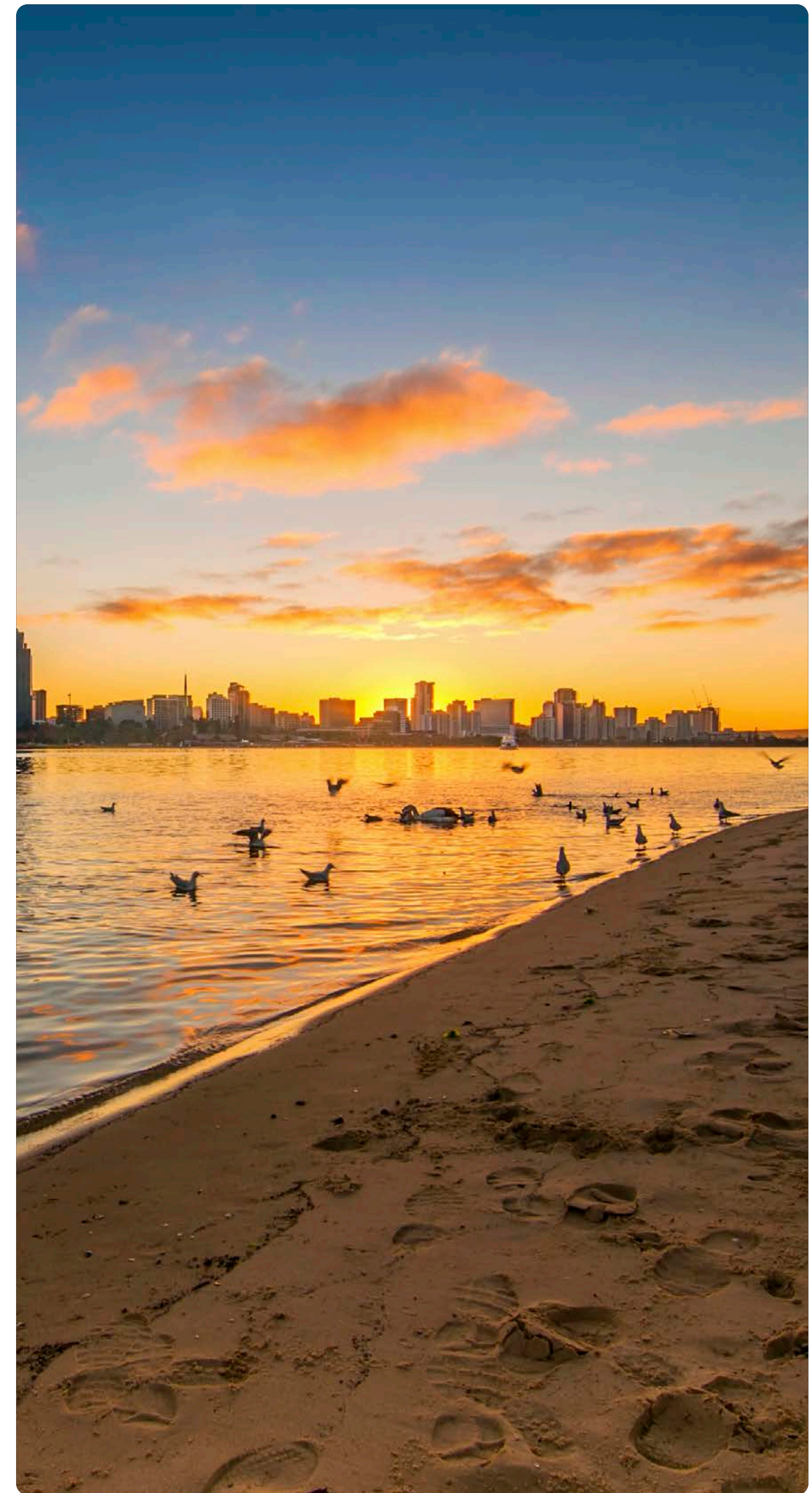
Over the short term, this surge in population growth will place pressure on the rental market. New migrants are more likely to rent when they first come to Australia, with data from the Australian Bureau of Statistics revealing 61 per cent of migrants who arrived in the five years leading up to 2021 were renters.

This can already be seen, with vacancy rates across most of Australia's capital city and regional areas sitting at or near record lows.

Across Australia there were 55 per cent fewer rental properties sitting vacant in March 2024 compared to March 2020, with the national vacancy rate sitting at just 1.1 per cent. In Greater Perth, vacancy is sitting at 0.86 per cent, while in regional Western Australia, 1.47 per cent of rentals were vacant.

Low vacancies have created more challenging conditions for tenants, and this is expected to drive more people to transition away from the rental market into home ownership. But despite the growing need for more housing, all signs point to a deteriorating of the current undersupply.

The population of Western Australia increased by 89,433 over the 2023 financial year – the largest percentage increase of any state. Based on the average household size of 2.5 people, this implies the need for an additional 35,773 homes. Over the same period, however, the number of dwelling commencements in Western Australia was just 14,837 homes. A shortfall of 20,936 over just a 12-month period.



Size matters

76%

Say the **property size** is important to them

73%

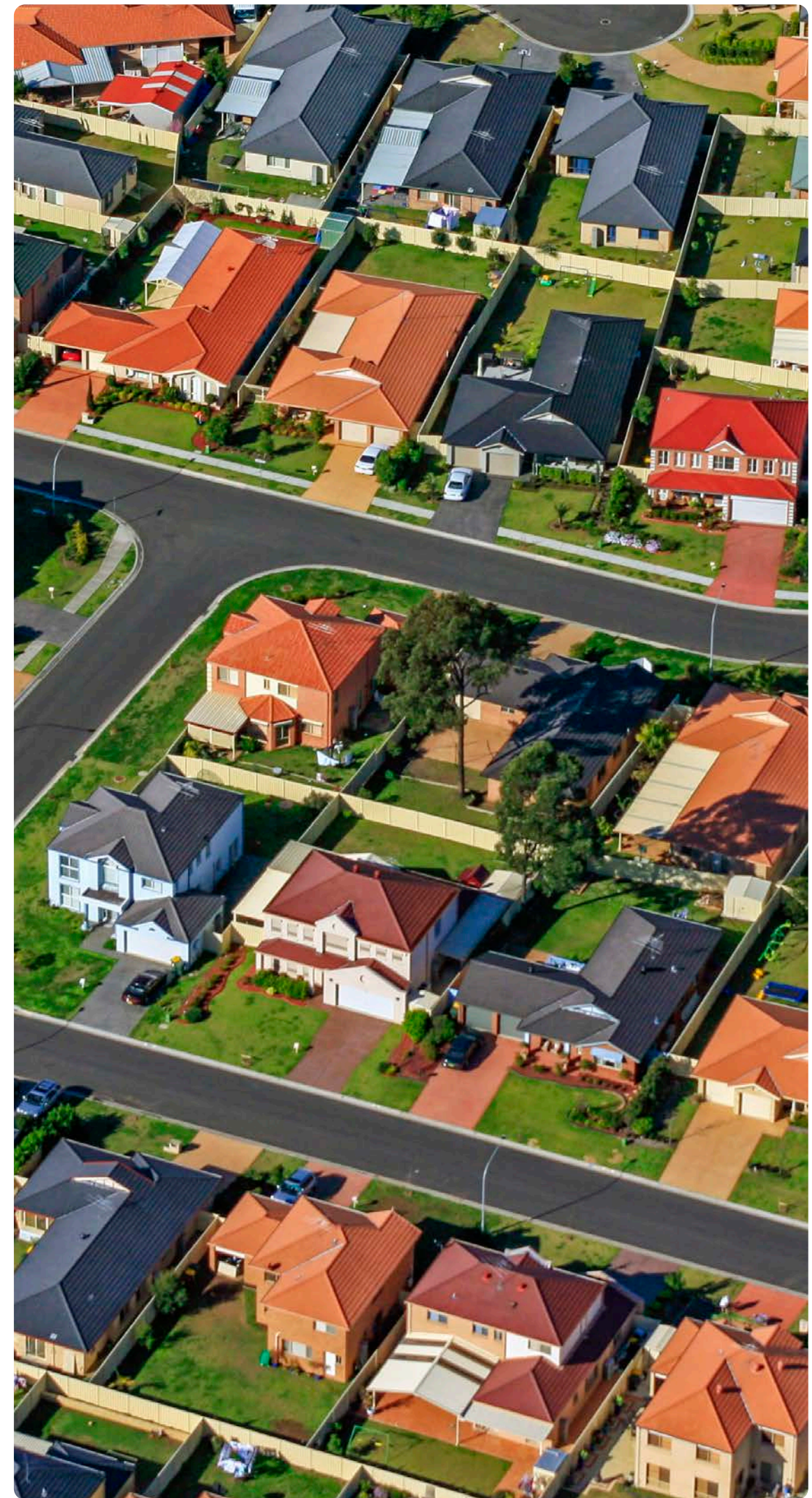
Say the **land size** is important to them

45%

Did not purchase in a land estate due to small block sizes

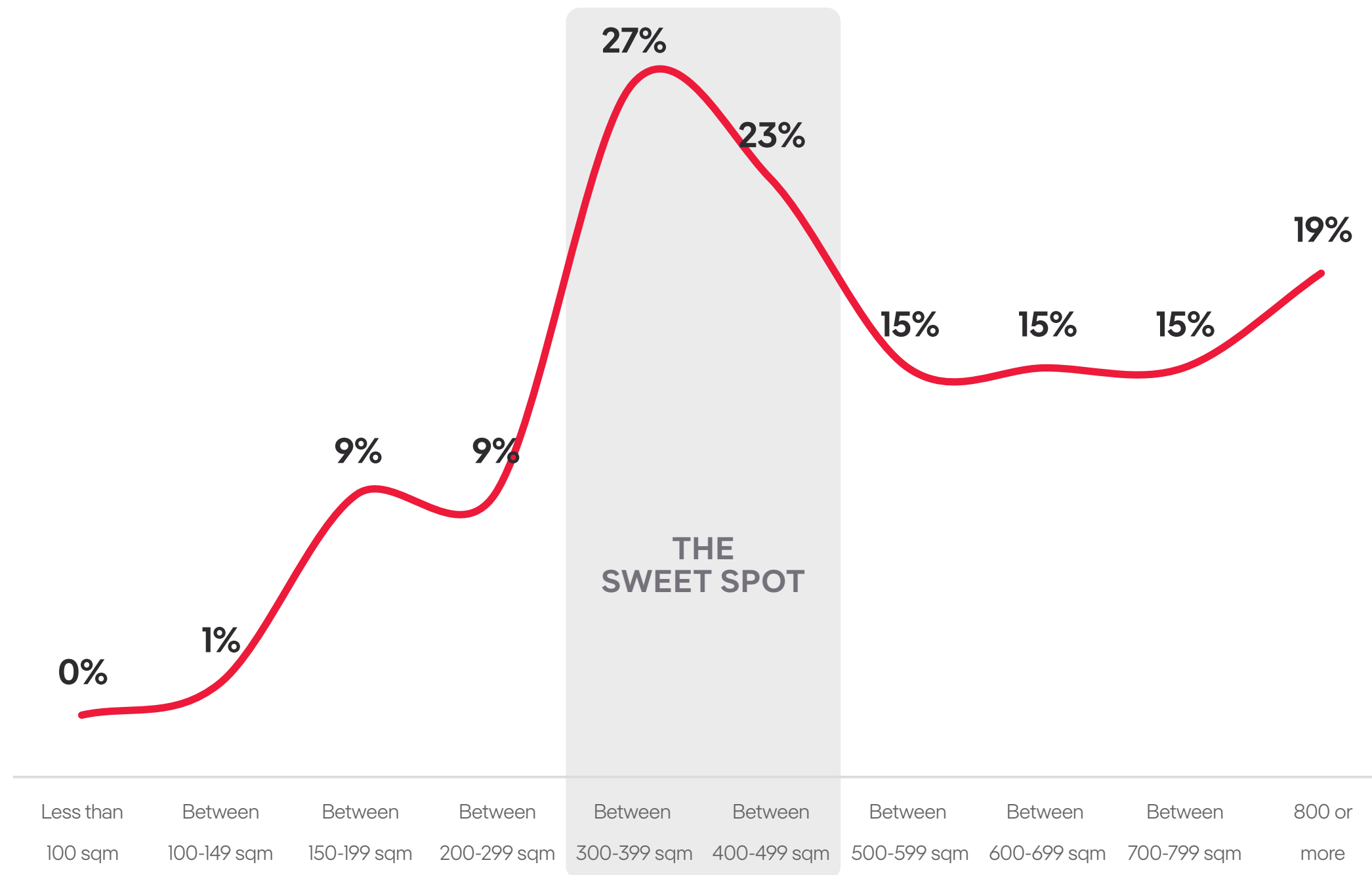


Upsizers and those budgeting 900k or more care even more about the size of the property. Investors are less interested in the size of the property



WA Desired Block Size

QLD ideal block size is less uniform compared to national trends.
Showing largest spike of desired block size at 800+sqm



Buyers want more than just what's inside

Desired features from neighbourhood + property

1

Safe and
Secure
(65%)

NEIGHBOURHOOD
EMOTIONAL FEATURE

2

Air
conditioning
(58%)

PROPERTY
FEATURE

3

Garage
(56%)

PROPERTY
FEATURE

4

Number of
bedrooms
(56%)

PROPERTY
FEATURE

5

Quiet &
Peaceful
(50%)

NEIGHBOURHOOD
EMOTIONAL FEATURE

6

Natural
Light
(49%)

PROPERTY
FEATURE

7

Clean Public
Spaces
(46%)

NEIGHBOURHOOD
EMOTIONAL FEATURE

8

Heating
(45%)

PROPERTY
FEATURE

9

Number of
bathrooms
(45%)

PROPERTY
FEATURE

10

Storage
Space
(43%)

PROPERTY
FEATURE

Critical Features by State

**QLD consumers needs are in reflection
of the sunny climate, they want:**

Air-conditioning
Outdoor entertaining
Swimming pools

WA consumers are more likely to want:

Safety
Peaceful / Quiet
Respects nature
Available parking spaces

**NSW consumers are more likely to care about
neighborhood functional features such as:**

Available parking spaces
Public transport
Retail stores
Cafes / restaurants

VIC consumers looking for:

Heating
Pedestrian friendly infrastructure
Emergency Services

Sustainable property features on the rise

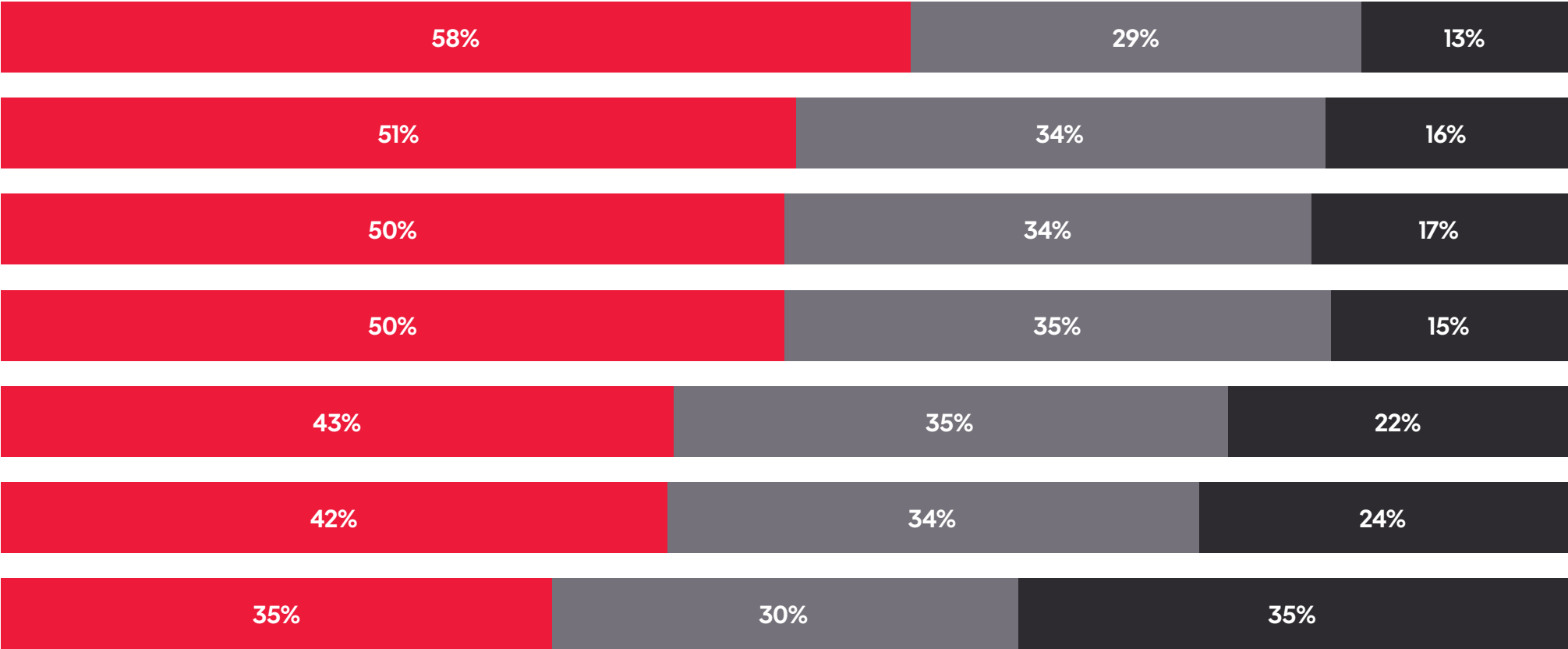
38%

Say **sustainable features** have become more important








40%

Say **energy efficient appliances** have become more important

Body Corporate: Willingness to Pay

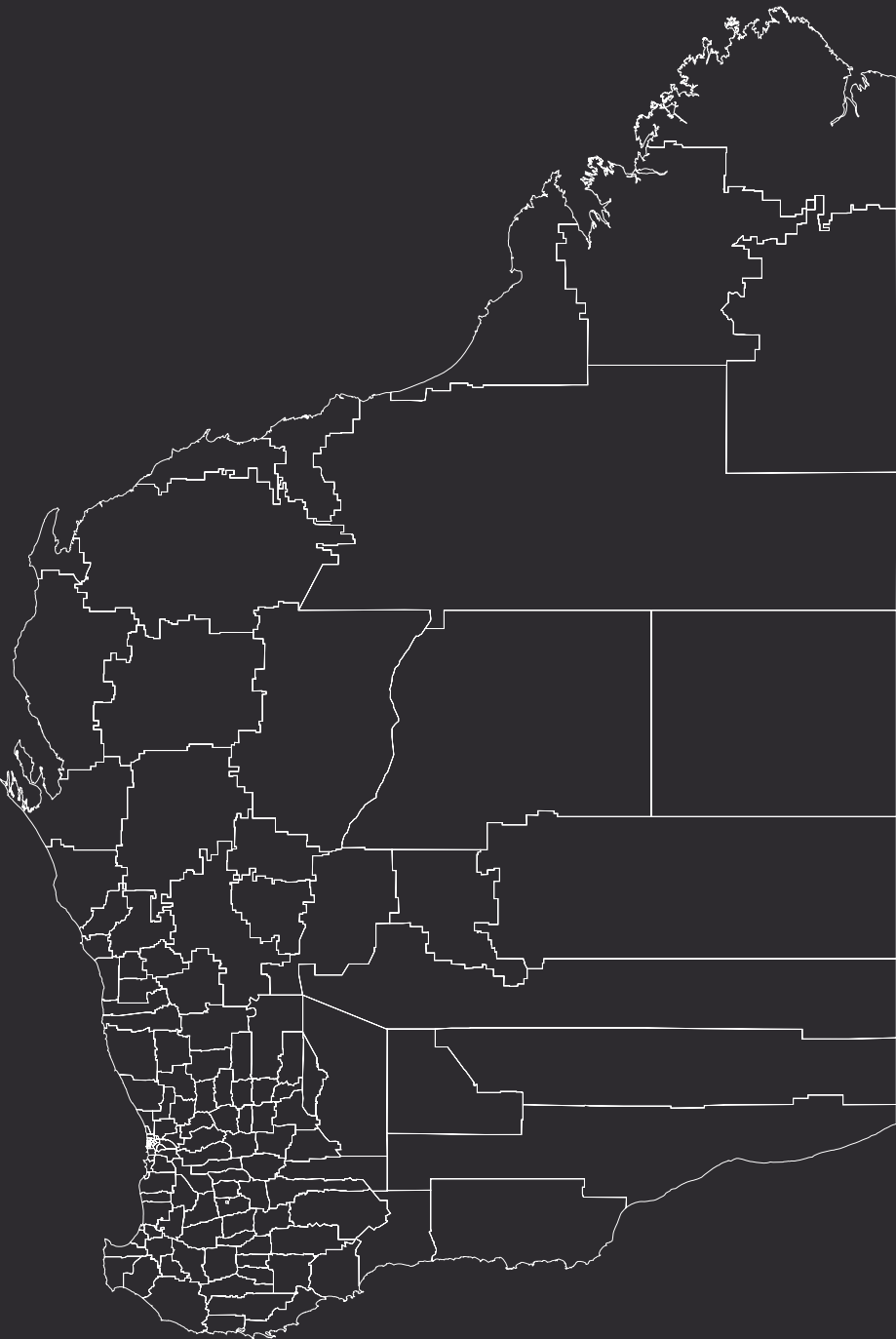


● Worth paying more for ● Neutral ● Not worth paying more for

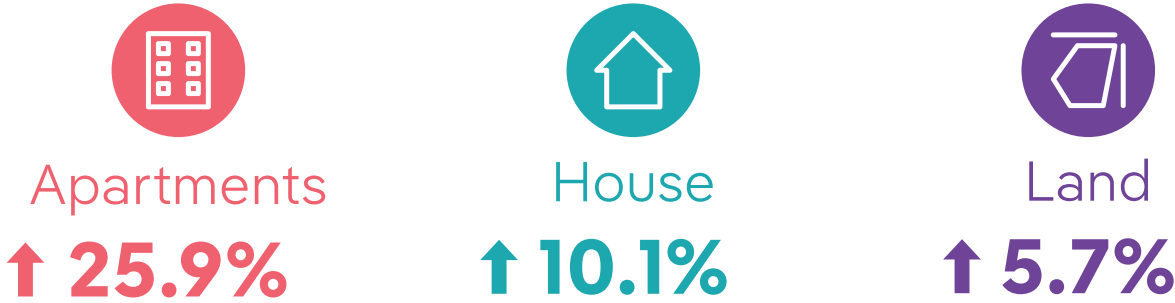
-  **24/7 security services**
-  Elevator maintenance
-  Professional property management (for household repairs)
-  Maintaining common areas
-  Green initiatives
-  Shared energy-efficient appliances / features
-  Concierge

E33 Which of the following apartment features are you willing to pay more or less for?
Base: Total Apartment n=1012

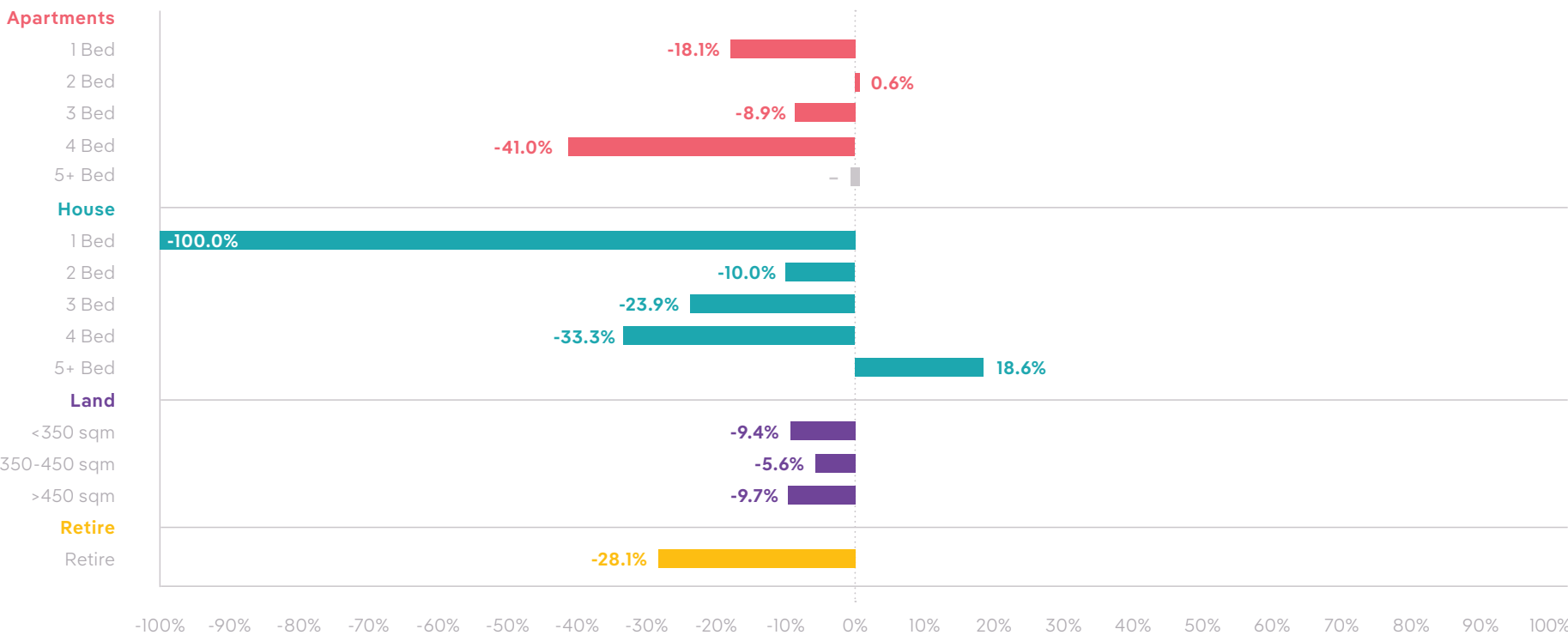
WA Total



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for WA Total



Perth (Central)

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 2022 Q3	–	–	\$437,500	–	–	\$668,000	–	–	\$1,200,000	–	–	\$1,137,634
FY 2022 Q4	15.6%	130.3%	\$465,000	8.5%	129.8%	\$719,000	13.4%	91.3%	\$1,300,000	14.8%	140.3%	\$1,149,000
FY 2023 Q1	-5.8%	-11.7%	\$490,000	-11.7%	-25.9%	\$736,500	-9.5%	-9.5%	\$1,399,000	-10.0%	13.0%	\$1,359,000
FY 2023 Q2	-15.3%	-3.6%	\$499,000	-5.0%	-5.8%	\$760,500	-6.3%	-7.7%	\$1,377,500	-3.2%	-3.8%	\$1,400,000
FY 2023 Q3	-1.2%	-19.4%	\$499,000	1.2%	35.1%	\$775,000	0.0%	19.2%	\$1,450,000	-4.9%	-6.3%	\$1,049,000
FY 2023 Q4	-19.5%	0.8%	\$534,000	1.7%	4.3%	\$780,000	-10.6%	-11.5%	\$1,451,000	0.0%	-1.8%	\$674,935
FY 2024 Q1	3.0%	47.2%	\$540,000	-0.6%	4.7%	\$795,000	8.1%	-3.8%	\$1,595,000	-19.0%	-46.6%	\$1,499,500
FY 2024 Q2	0.0%	17.3%	\$548,000	-1.7%	10.5%	\$799,900	-5.8%	-6.1%	\$1,825,000	-23.4%	40.7%	\$2,025,000

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 Q3	–	–	\$435,000	–	–	\$393,140	–	–	\$427,490	–	–	\$522,000	–	–	\$626,700
FY 2022 Q4	0.0%	-100.0%	\$435,000	86.8%	451.1%	\$421,553	102.1%	121.8%	\$430,990	100.1%	105.9%	\$526,000	57.9%	117.1%	\$649,688
FY 2023 Q1	66.7%	–	\$429,000	-3.0%	-45.2%	\$416,380	-8.1%	-13.2%	\$441,995	10.3%	-14.8%	\$542,995	15.2%	-15.7%	\$633,450
FY 2023 Q2	0.0%	0.0%	\$435,000	-37.5%	-43.7%	\$433,065	-14.9%	-20.9%	\$455,990	-7.5%	-19.7%	\$536,000	-3.2%	-1.3%	\$630,000
FY 2023 Q3	20.0%	-50.0%	\$447,000	-1.7%	46.3%	\$405,313	-10.6%	38.3%	\$449,059	-2.5%	40.8%	\$535,915	7.9%	22.5%	\$649,000
FY 2023 Q4	-16.7%	66.7%	\$449,000	-3.4%	32.5%	\$379,320	-13.5%	20.3%	\$466,300	-20.5%	5.0%	\$577,785	-3.9%	17.2%	\$671,500
FY 2024 Q1	-40.0%	40.0%	\$480,000	19.3%	47.7%	\$394,200	11.0%	33.1%	\$464,000	-0.2%	22.9%	\$585,736	17.8%	22.6%	\$652,850
FY 2024 Q2	-100.0%	-100.0%		-20.6%	74.2%	\$441,970	-11.2%	2.7%	\$484,899	-13.8%	-6.4%	\$599,490	-2.9%	-6.0%	\$661,990

Perth (Central)

Land

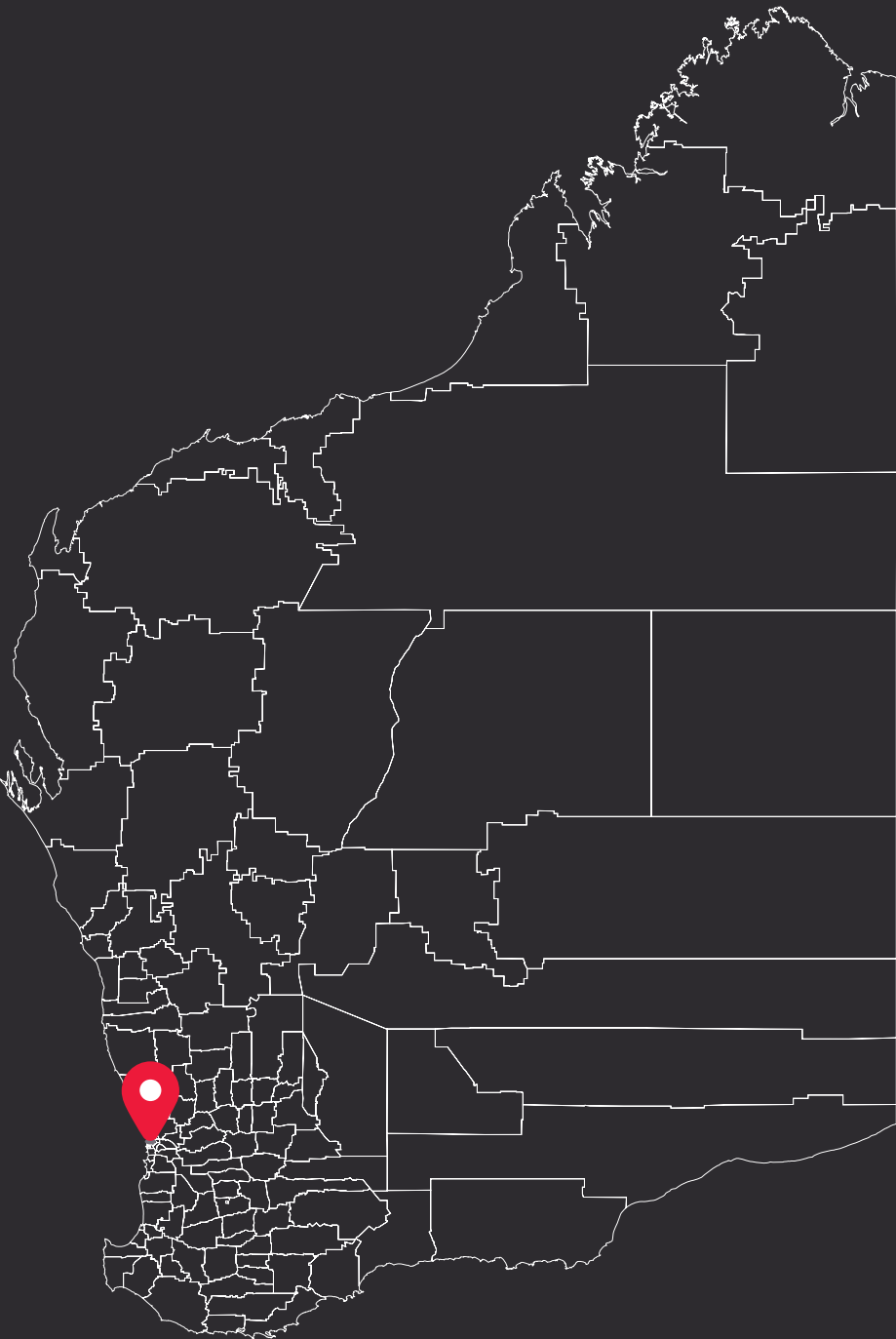
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$208,000	–	–	\$225,000	–	–	\$215,000	–	–	\$50,500
FY 2022 Q4	30.2%	102.3%	\$208,000	63.6%	163.5%	\$235,000	28.3%	127.4%	\$215,000	0.0%	333.3%	\$42,000
FY 2023 Q1	-8.7%	-5.5%	\$210,000	-0.6%	-18.1%	\$252,000	-2.3%	8.2%	\$225,000	-15.8%	-30.8%	\$40,000
FY 2023 Q2	18.5%	-23.6%	\$215,000	1.2%	-16.5%	\$273,500	0.9%	-15.4%	\$235,000	-6.3%	-11.1%	\$42,000
FY 2023 Q3	6.9%	20.5%	\$219,000	7.8%	4.2%	\$280,000	2.0%	0.5%	\$235,500	-6.7%	-17.5%	\$40,000
FY 2023 Q4	-0.9%	43.4%	\$224,000	-1.8%	63.1%	\$281,000	-7.2%	38.4%	\$245,000	-3.6%	51.5%	\$40,000
FY 2024 Q1	1.3%	27.5%	\$219,000	6.1%	36.8%	\$280,000	1.0%	10.3%	\$262,000	11.1%	-18.0%	\$40,000
FY 2024 Q2	-15.5%	39.7%	\$219,000	-15.9%	35.2%	\$283,000	-5.6%	11.3%	\$259,000	-13.3%	68.3%	\$36,000

Retire

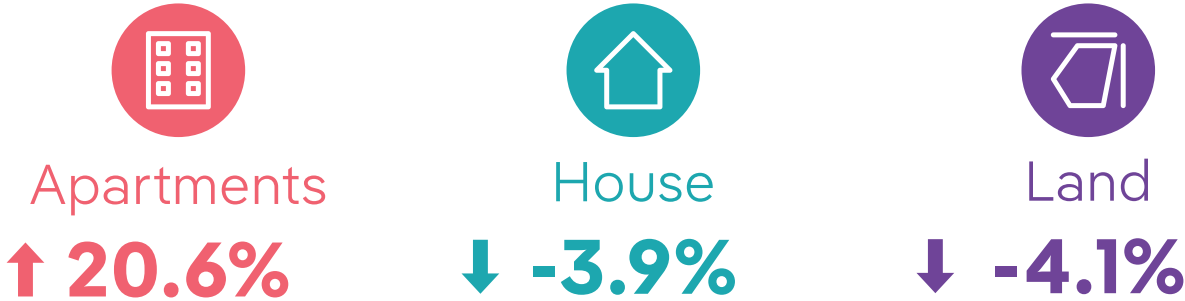
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$332,500
FY 2022 Q4	-1.0%	96.8%	\$330,000
FY 2023 Q1	-22.8%	-6.1%	\$329,750
FY 2023 Q2	-19.5%	-21.0%	\$341,000
FY 2023 Q3	-8.6%	62.4%	\$350,000
FY 2023 Q4	-9.4%	9.2%	\$350,000
FY 2024 Q1	-14.2%	20.9%	\$399,000
FY 2024 Q2	1.1%	-17.5%	\$399,000



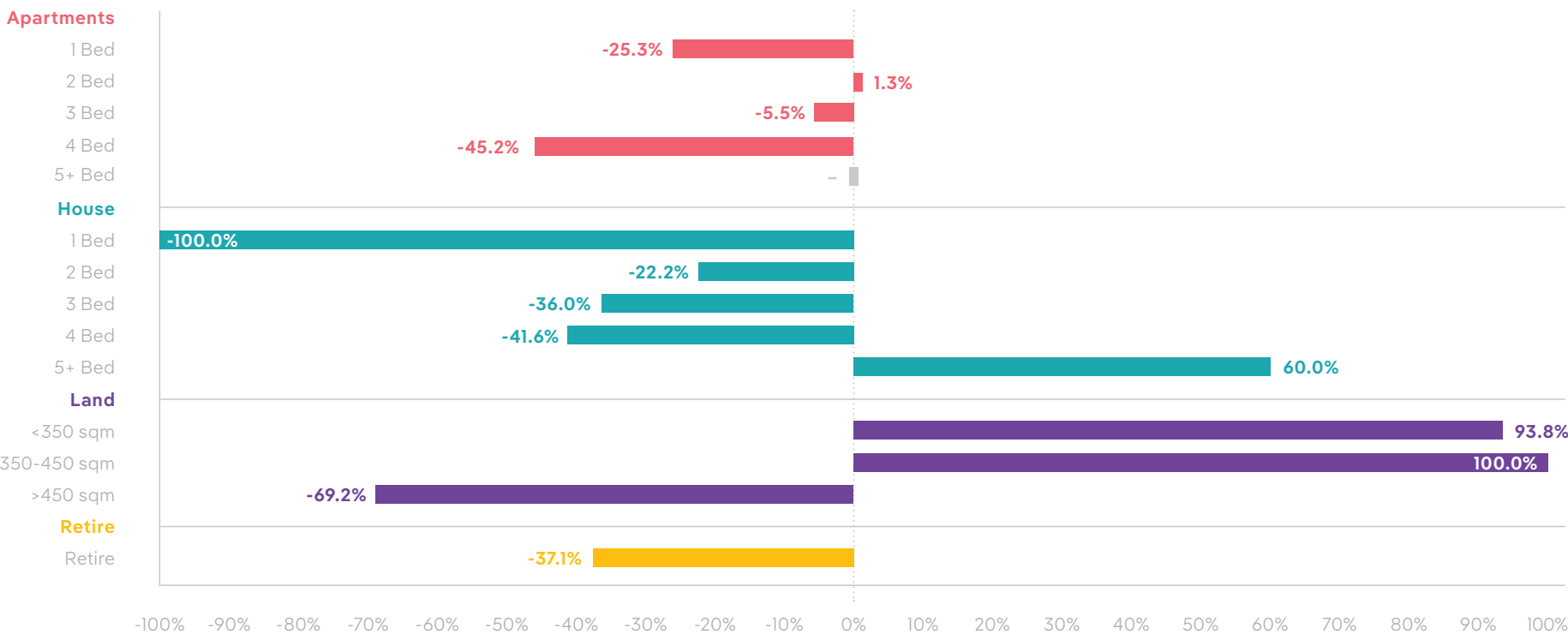
Perth (Central)



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for Perth (Central)



Perth (Central)

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 2022 Q3	–	–	\$465,000	–	–	\$695,000	–	–	\$1,395,000	–	–	\$1,504,500
FY 2022 Q4	19.8%	133.2%	\$480,000	9.3%	141.7%	\$750,000	14.1%	80.1%	\$1,549,000	13.6%	118.3%	\$1,650,000
FY 2023 Q1	-4.1%	-12.3%	\$495,000	-10.2%	-24.9%	\$760,500	-11.2%	0.4%	\$1,595,000	-6.0%	0.8%	\$1,650,000
FY 2023 Q2	-15.1%	-2.2%	\$505,000	-4.4%	-5.1%	\$775,000	-7.6%	-4.7%	\$1,595,000	-10.6%	5.3%	\$1,995,000
FY 2023 Q3	-2.5%	-20.4%	\$505,000	-2.0%	30.6%	\$798,000	1.4%	15.3%	\$1,625,000	-21.4%	-33.8%	\$2,250,000
FY 2023 Q4	-19.5%	2.3%	\$535,000	-0.7%	-2.9%	\$800,000	-14.2%	-10.7%	\$1,595,000	-24.2%	-21.7%	\$2,250,000
FY 2024 Q1	0.0%	44.6%	\$540,000	2.0%	10.7%	\$840,000	8.7%	-4.1%	\$1,800,000	8.0%	-51.4%	\$2,695,000
FY 2024 Q2	-4.8%	3.4%	\$555,000	2.0%	9.0%	\$844,500	0.0%	-4.4%	\$1,895,000	-14.8%	71.4%	\$3,250,000

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 Q3	–	–	\$432,000	–	–	\$609,000	–	–	\$596,500	–	–	\$880,000	–	–	\$1,158,190
FY 2022 Q4	0.0%	–	\$432,000	111.1%	576.9%	\$609,000	94.1%	122.3%	\$629,000	77.1%	106.4%	\$882,161	30.8%	117.5%	\$1,119,999
FY 2023 Q1	0.0%	–	\$432,000	-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
FY 2023 Q2	0.0%	–	\$432,000	-35.7%	-55.3%	\$614,500	-11.8%	-25.9%	\$630,990	-10.4%	-23.5%	\$938,000	-2.8%	-33.3%	\$995,000
FY 2023 Q3	100.0%	-33.3%	\$440,000	0.0%	38.1%	\$620,000	-23.0%	47.0%	\$680,000	-16.9%	48.8%	\$955,000	-2.9%	70.7%	\$994,500
FY 2023 Q4	-25.0%	50.0%	\$445,000	-66.7%	-100.0%	\$520,000	-7.7%	9.8%	\$688,500	-7.5%	10.9%	\$969,990	64.7%	53.6%	\$1,065,500
FY 2024 Q1	-66.7%	66.7%	\$449,000	100.0%	–	\$620,900	-1.7%	35.4%	\$651,500	-13.3%	12.5%	\$887,000	12.5%	35.7%	\$1,259,999
FY 2024 Q2	-100.0%	-100.0%	–	16.7%	100.0%	\$662,500	-8.4%	-13.4%	\$629,090	-12.4%	-18.9%	\$939,990	-11.1%	-30.7%	\$1,239,990

Perth (Central)

Land

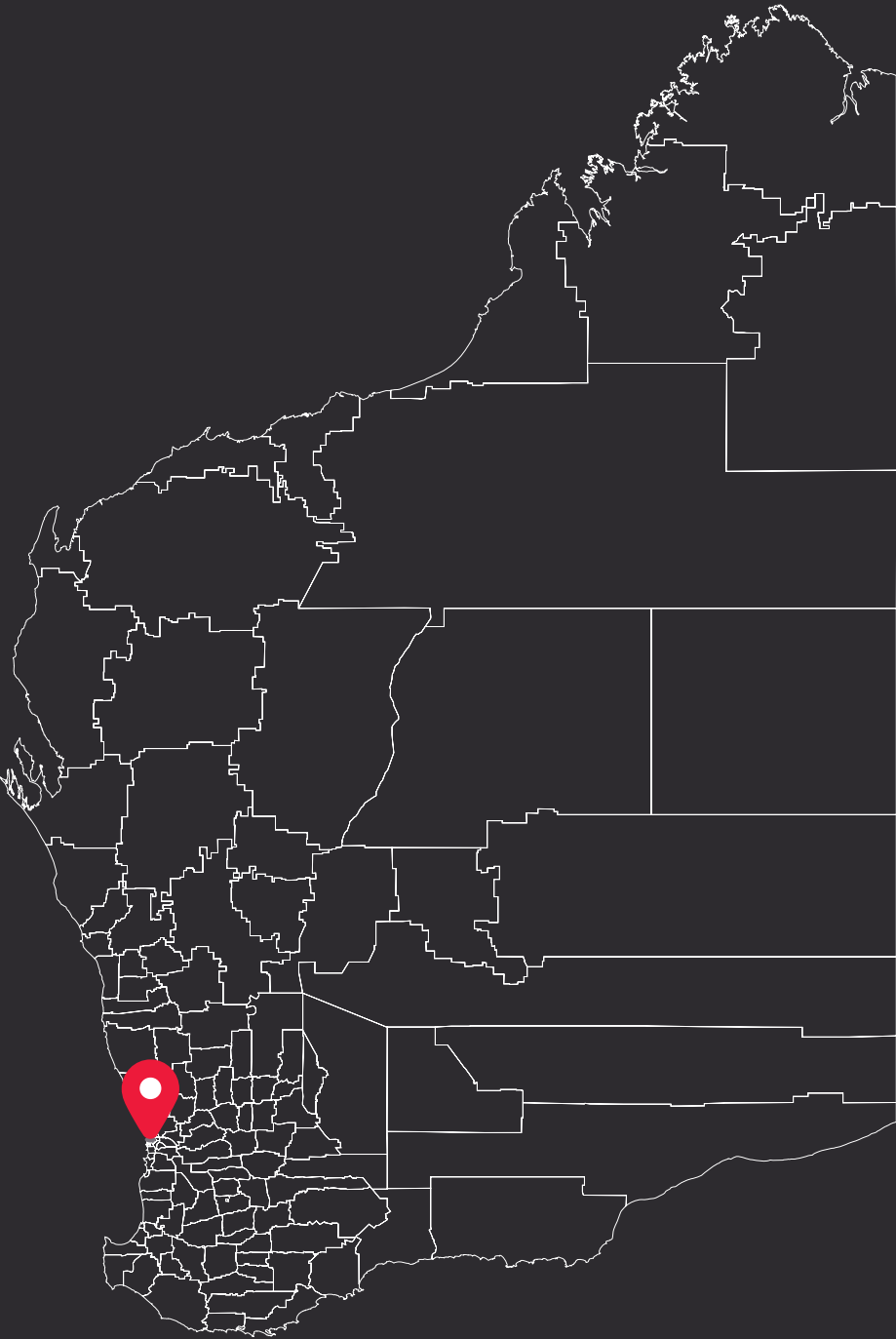
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$474,000	–	–	\$499,001	–	–	\$849,507	–	–	\$244,000
FY 2022 Q4	5.0%	26.7%	\$400,000	60.0%	88.4%	\$540,000	100.0%	73.0%	\$765,000	-33.3%	0.0%	\$864,500
FY 2023 Q1	-19.0%	-45.3%	\$375,000	-37.5%	-90.1%	\$540,000	-35.0%	-38.3%	\$850,001	0.0%	-50.0%	\$864,500
FY 2023 Q2	-5.9%	-28.8%	\$346,500	-40.0%	75.0%	\$490,000	0.0%	13.7%	\$850,001	0.0%	0.0%	\$864,500
FY 2023 Q3	68.8%	100.0%	\$428,000	33.3%	-42.9%	\$520,000	-30.8%	-38.9%	\$850,000	0.0%	-100.0%	\$864,500
FY 2023 Q4	18.5%	27.0%	\$395,000	50.0%	225.0%	\$520,000	0.0%	10.6%	\$1,200,000	0.0%		\$1,500,000
FY 2024 Q1	18.8%	18.1%	\$480,000	16.7%	-15.4%	\$520,000	-55.6%	41.1%	\$745,000	-100.0%	-100.0%	–
FY 2024 Q2	-18.4%	-12.6%	\$410,000	-14.3%	-50.0%	\$540,000	0.0%	-26.2%	\$775,000	–	–	–

Retire

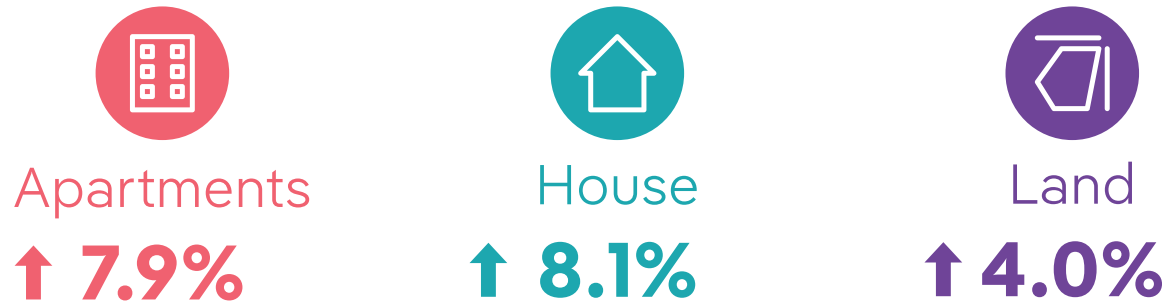
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$352,500
FY 2022 Q4	2.9%	110.6%	\$350,000
FY 2023 Q1	-22.4%	19.2%	\$345,000
FY 2023 Q2	-25.3%	-48.3%	\$345,000
FY 2023 Q3	-9.7%	62.3%	\$429,000
FY 2023 Q4	-8.9%	74.7%	\$345,000
FY 2024 Q1	-13.7%	1.2%	\$350,000
FY 2024 Q2	-11.4%	-33.1%	\$350,000



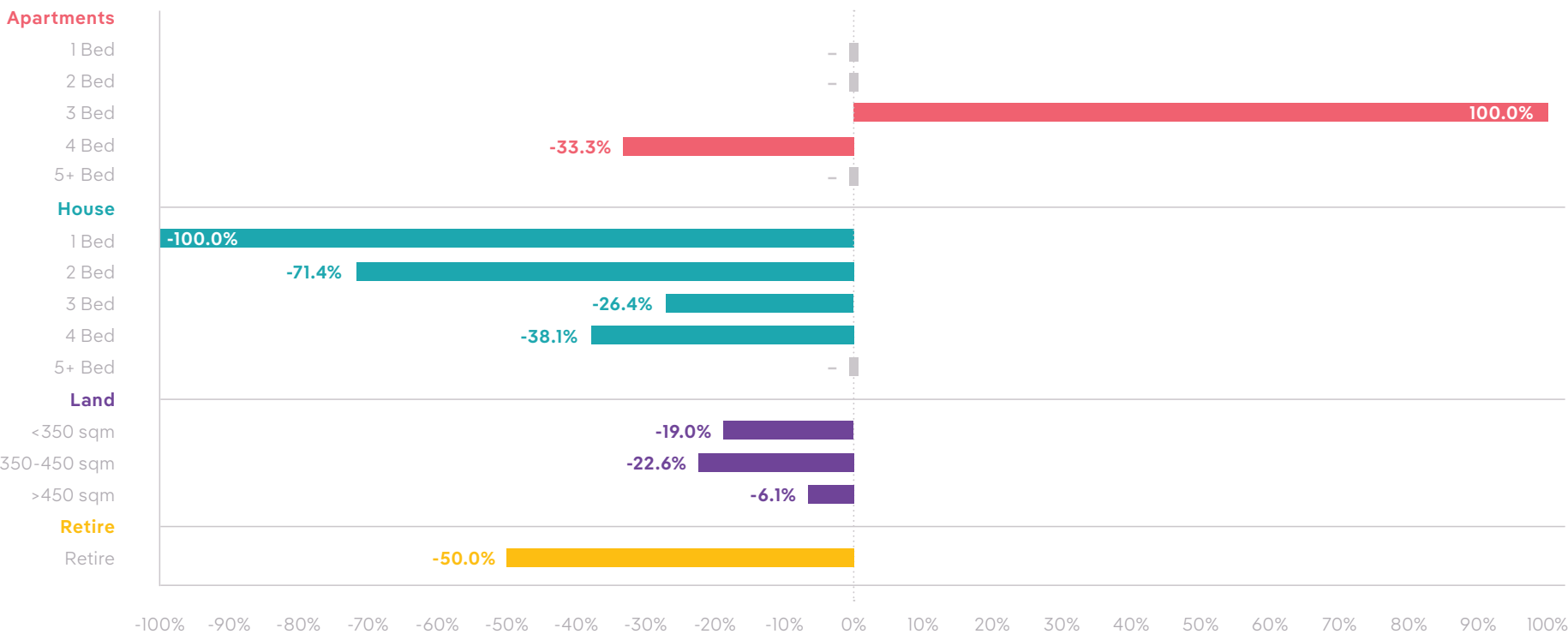
Perth (North East)



FY24 Q2 Median Price Change



FY24 Q2 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 2022 Q3	–	–	\$310,000	–	–	\$472,450	–	–	\$644,900
FY 2022 Q4	0.0%	-66.7%	\$310,000	66.7%	1900.0%	\$472,450	-20.0%	–	\$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
FY 2023 Q4	–	–	–	0.0%	0.0%	\$516,000	33.3%	133.3%	\$478,000
FY 2024 Q1	–	–	–	0.0%	100.0%	\$516,000	-50.0%	-95.2%	\$545,930
FY 2024 Q2	–	–	–	100.0%	50.0%	\$490,000	0.0%	300.0%	\$576,162

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 Q3	–	–	–	–	–	\$392,635	–	–	\$425,760	–	–	\$516,806	–	–	\$624,149
FY 2022 Q4	–	–	–	71.4%	1500.0%	\$564,200	93.3%	122.0%	\$427,995	99.6%	106.3%	\$528,599	46.8%	106.8%	\$616,424
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
FY 2023 Q2	–	–	\$489,995	7.7%	-52.4%	\$382,294	-17.1%	-18.1%	\$445,000	-8.5%	-21.0%	\$531,990	5.6%	49.2%	\$659,990
FY 2023 Q3	0.0%	–	\$489,995	-28.6%	170.0%	\$364,200	-4.1%	37.5%	\$439,938	-4.1%	41.6%	\$525,060	4.2%	18.0%	\$656,720
FY 2023 Q4	-100.0%	–	–	0.0%	-11.1%	\$364,200	-7.4%	55.7%	\$468,663	-27.0%	8.1%	\$562,000	-18.2%	-8.3%	\$666,900
FY 2024 Q1	–	–	–	-10.0%	4.2%	\$388,030	0.6%	3.6%	\$464,096	4.0%	28.0%	\$579,999	14.8%	0.5%	\$659,990
FY 2024 Q2	–	–	–	-55.6%	-64.0%	\$531,750	-17.5%	17.6%	\$474,980	-14.9%	-9.3%	\$587,670	2.2%	-4.7%	\$675,000

Perth (North East)

Land

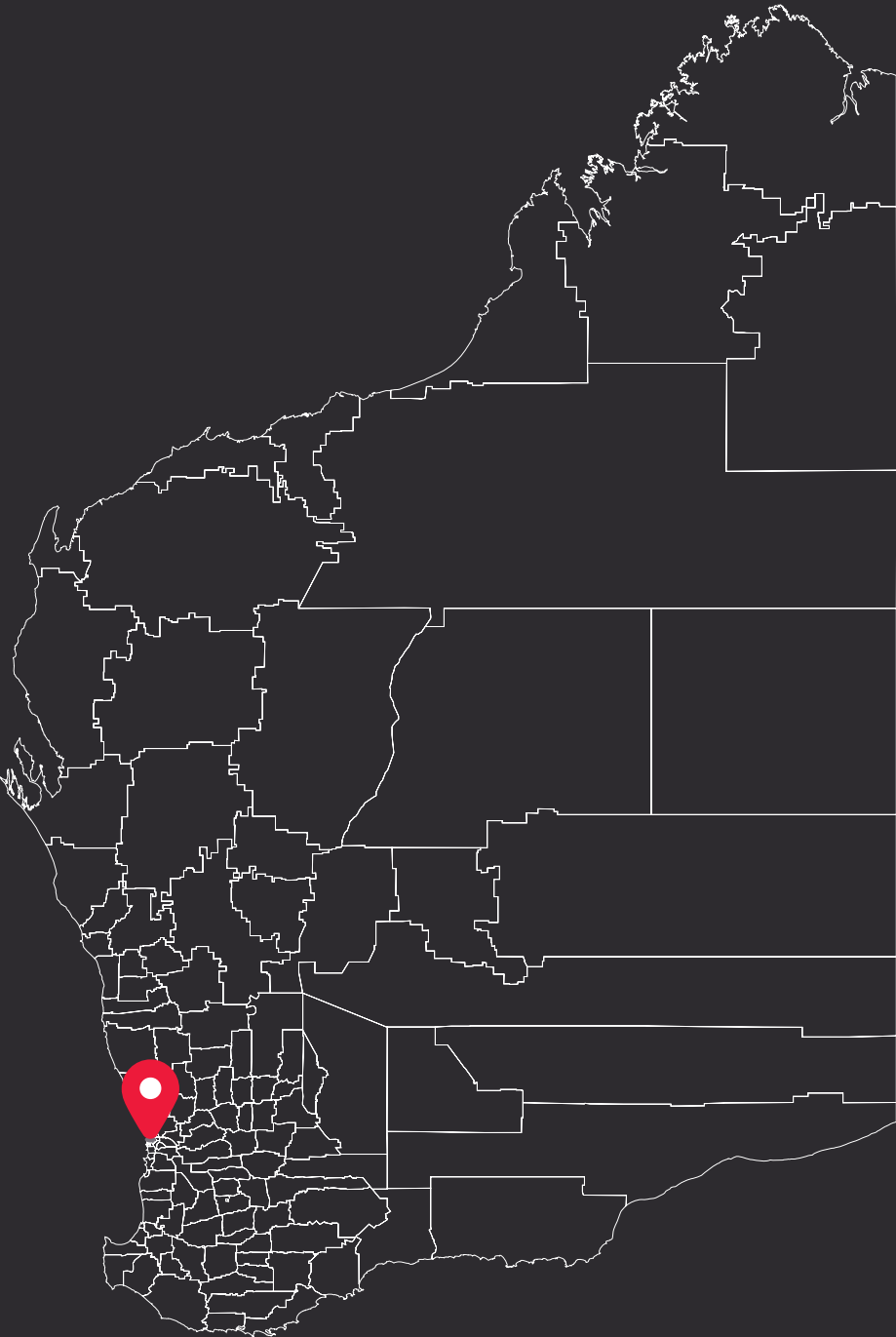
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$224,000	–	–	\$277,500	–	–	\$289,000	–	–	\$310,000
FY 2022 Q4	50.7%	52.0%	\$229,000	81.3%	287.8%	\$286,250	26.3%	97.0%	\$305,000	-33.3%	-100.0%	\$310,000
FY 2023 Q1	-9.7%	3.5%	\$235,000	-18.1%	-50.3%	\$285,000	-14.6%	18.2%	\$310,000	-50.0%	–	\$310,000
FY 2023 Q2	23.5%	-38.1%	\$232,000	21.1%	8.9%	\$282,500	0.0%	-20.5%	\$330,000	-100.0%	–	–
FY 2023 Q3	-7.9%	28.8%	\$232,000	0.9%	32.6%	\$283,000	-8.5%	-3.2%	\$330,000	–	–	–
FY 2023 Q4	16.4%	62.8%	\$229,000	6.9%	71.1%	\$283,000	-2.7%	75.0%	\$330,000	–	–	–
FY 2024 Q1	-19.3%	52.9%	\$243,000	-8.1%	25.6%	\$283,000	-6.8%	45.2%	\$319,000	–	–	–
FY 2024 Q2	-6.4%	32.9%	\$229,500	-21.9%	26.1%	\$285,000	13.2%	7.9%	\$337,000	–	–	–

Retire

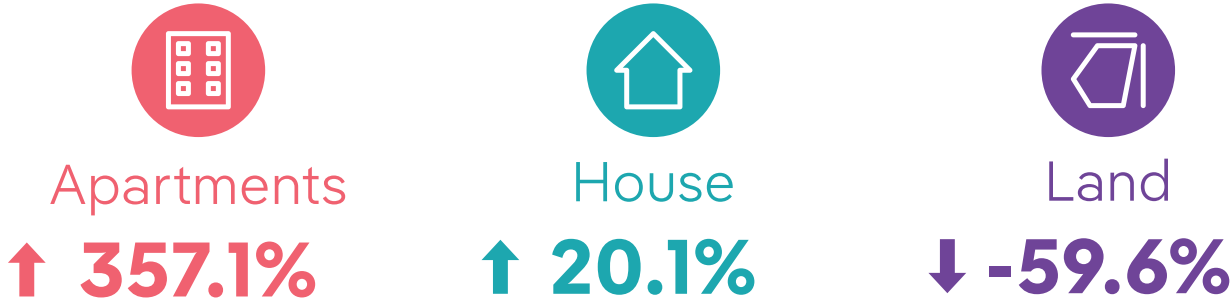
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$345,000
FY 2022 Q4	75.0%	257.1%	\$345,000
FY 2023 Q1	-28.6%	-32.0%	\$345,000
FY 2023 Q2	40.0%	41.2%	\$345,000
FY 2023 Q3	0.0%	120.8%	\$340,000
FY 2023 Q4	-14.3%	-7.5%	\$335,000
FY 2024 Q1	-50.0%	-16.3%	\$399,000
FY 2024 Q2	16.7%	-43.9%	\$399,000



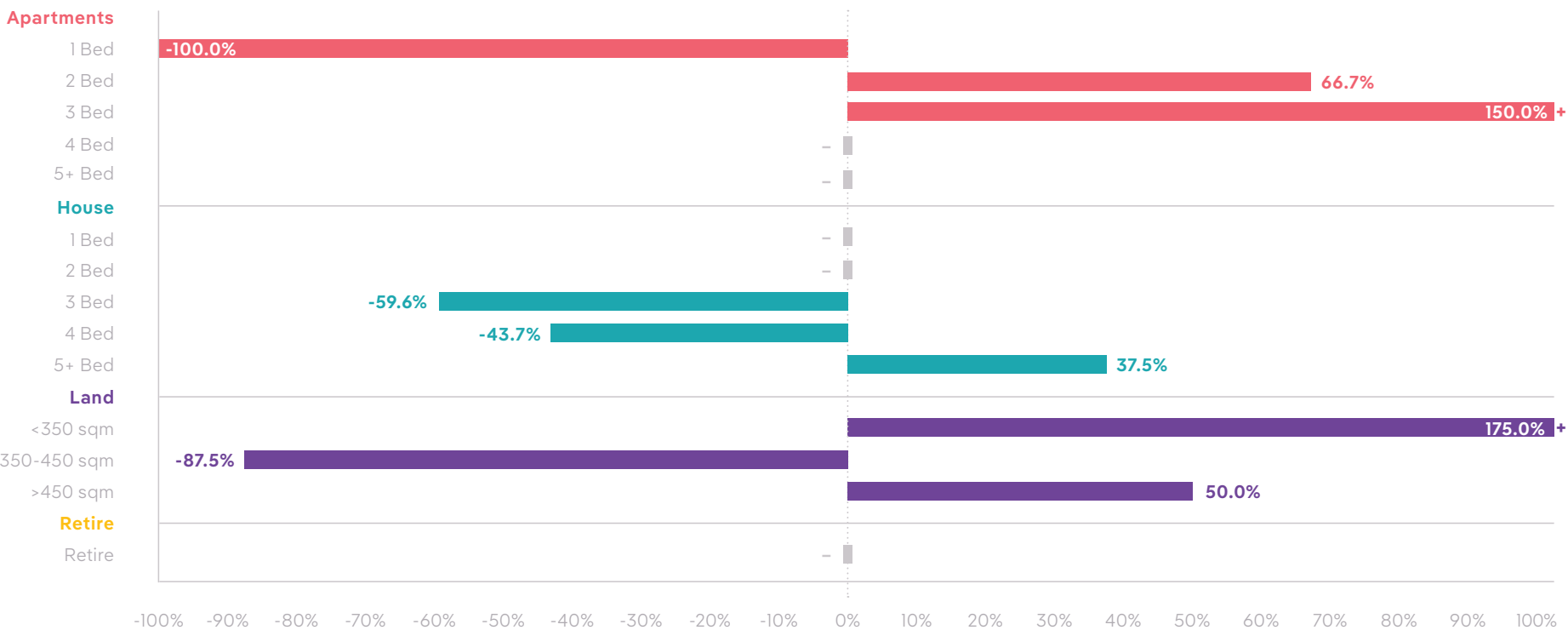
Perth (North West)



FY24 Q2 Median Price Change



FY24 Q2 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 2022 Q3	–	–	\$367,000	–	–	\$365,000	–	–	\$545,900	–	–	\$584,900
FY 2022 Q4	-33.3%	-40.0%	\$320,000	-20.0%	-100.0%	\$360,000	0.0%	-100.0%	\$545,900	0.0%	–	\$584,900
FY 2023 Q1	-50.0%	-100.0%	\$320,000	0.0%	–	\$360,000	-100.0%	–	–	-100.0%	-100.0%	–
FY 2023 Q2	0.0%	–	\$320,000	-25.0%	–	\$360,000	–	–	\$570,900	–	–	–
FY 2023 Q3	0.0%	–	\$320,000	33.3%	-100.0%	\$360,000	-50.0%	-100.0%	\$511,900	–	–	–
FY 2023 Q4	0.0%	–	\$320,000	0.0%	–	\$385,000	500.0%		\$2,450,000	–	–	\$6,190,000
FY 2024 Q1	0.0%	–	\$320,000	50.0%	300.0%	\$365,000	33.3%	70.0%	\$2,450,000	-100.0%	-100.0%	–
FY 2024 Q2	-100.0%	–	–	-16.7%	-58.3%	\$385,000	-37.5%	-82.4%	\$2,390,000	–	–	–

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 2022 Q3	–	–	–	–	–	\$564,000	–	–	\$756,945	–	–	\$899,513
FY 2022 Q4	–	–	\$472,990	70.9%	97.3%	\$579,000	63.9%	95.7%	\$758,423	50.0%	263.6%	\$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	–	–	\$492,500	-29.8%	11.0%	\$559,000	-24.1%	44.5%	\$810,000	12.5%	35.7%	\$1,664,990
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
FY 2024 Q1	–	–	–	-3.6%	7.5%	\$545,500	4.0%	26.2%	\$839,990	25.0%	34.4%	\$1,149,990
FY 2024 Q2	–	–	–	-5.0%	39.5%	\$569,999	-11.0%	-15.9%	\$867,082	-26.7%	-23.3%	\$1,149,990

Perth (North West)

Land

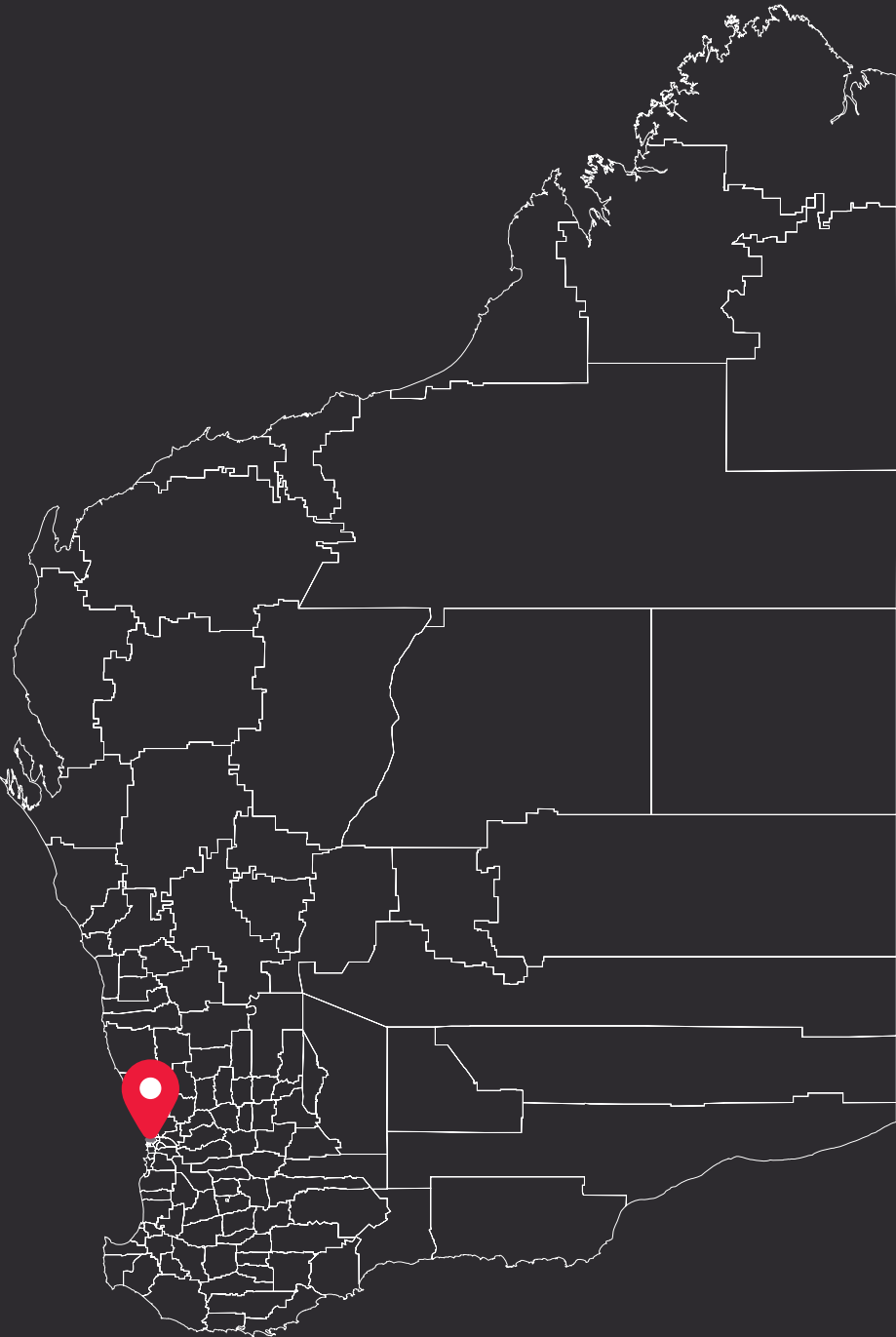
Quarter	<350 sqm			350-450 sqm			>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$550,000	–	–	\$495,000	–	–	\$885,000
FY 2022 Q4	133.3%	600.0%	\$550,000	0.0%	0.0%	\$495,000	-50.0%	600.0%	\$699,000
FY 2023 Q1	28.6%	-7.1%	\$499,000	100.0%	10.0%	\$526,500	0.0%	14.3%	\$800,000
FY 2023 Q2	-55.6%	-88.5%	\$212,000	33.3%	-9.1%	\$575,000	100.0%	87.5%	\$800,000
FY 2023 Q3	0.0%	33.3%	\$383,500	0.0%	0.0%	\$572,500	150.0%	-6.7%	\$640,000
FY 2023 Q4	100.0%	175.0%	\$212,000	-25.0%	-40.0%	\$575,000	-80.0%	-85.7%	\$750,000
FY 2024 Q1	0.0%	72.7%	\$211,000	-66.7%	-83.3%	\$552,500	0.0%	100.0%	\$750,000
FY 2024 Q2	37.5%	131.6%	\$225,000	-50.0%	500.0%	\$530,000	200.0%	150.0%	\$750,000

Retire

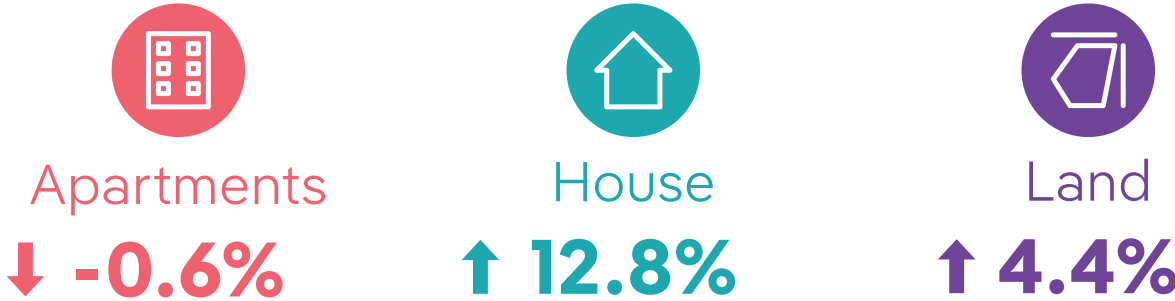
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$325,000
FY 2022 Q4	-42.9%	85.7%	\$325,000
FY 2023 Q1	-100.0%	-100.0%	–
FY 2023 Q2	–	–	–
FY 2023 Q3	–	–	\$449,500
FY 2023 Q4	-50.0%	-86.7%	\$399,995
FY 2024 Q1	100.0%	550.0%	\$399,995
FY 2024 Q2	100.0%	-23.1%	\$440,000



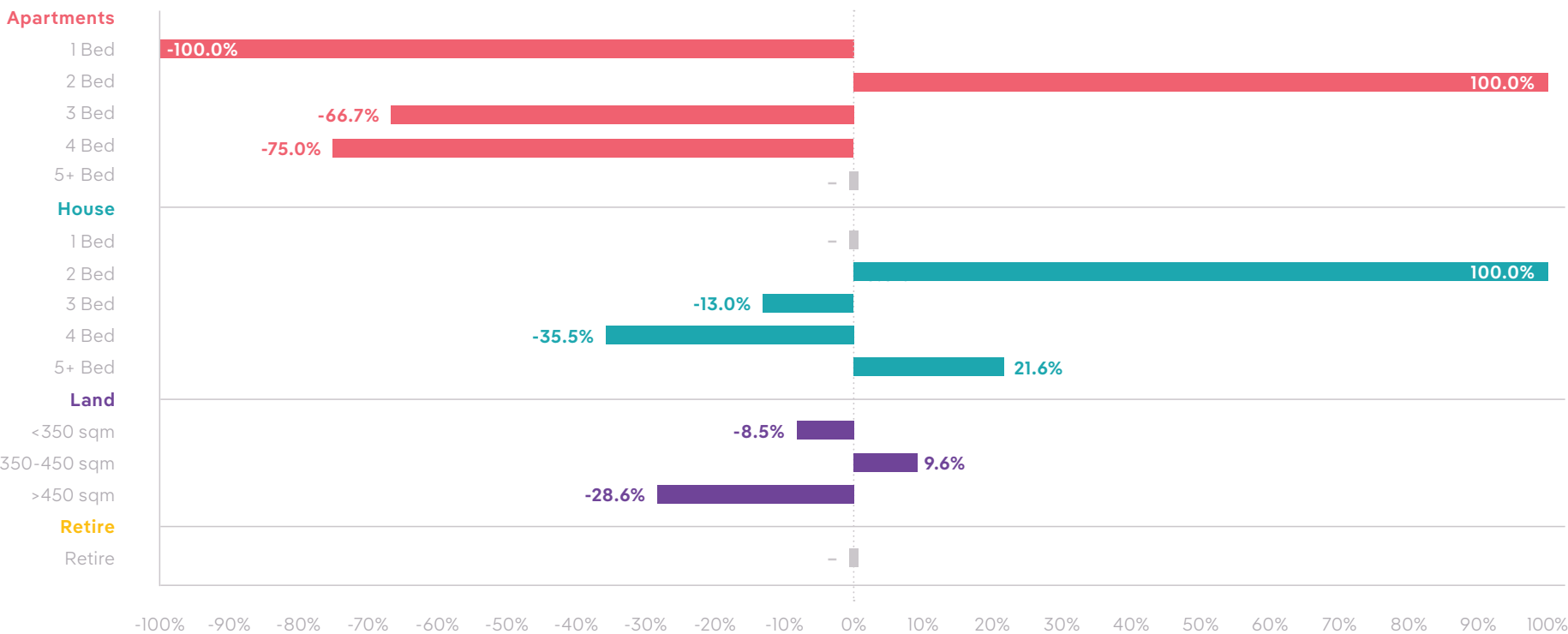
Perth (South East)



FY24 Q2 Median Price Change



FY24 Q2 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 2022 Q3	–	–	\$325,000	–	–	\$415,000	–	–	\$430,000	–	–	\$509,900
FY 2022 Q4	0.0%		\$325,000	66.7%	120.0%	\$415,000	66.7%	277.8%	\$430,000	0.0%	–	\$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%	0.0%	\$415,000	0.0%	550.0%	\$473,600	0.0%	22.2%	\$1,400,000
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
FY 2024 Q1	–	–	–	-25.0%	-38.5%	\$420,000	-66.7%	-7.7%	\$473,600	-60.0%	12.5%	\$593,880
FY 2024 Q2	–	–	–	0.0%	150.0%	\$420,000	0.0%	-83.3%	\$473,600	-50.0%	77.8%	\$593,880

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 Q3	–	–	\$339,365	–	–	\$402,684	–	–	\$471,610	–	–	\$569,800
FY 2022 Q4	25.0%	120.0%	\$339,365	103.2%	92.5%	\$408,995	107.0%	135.7%	\$474,888	59.3%	151.1%	\$639,000
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
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
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
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
FY 2024 Q1	12.5%	-35.9%	\$396,780	23.4%	37.8%	\$439,465	9.9%	35.3%	\$547,490	9.2%	-26.2%	\$621,500
FY 2024 Q2	-22.2%	178.0%	\$338,900	-17.0%	-14.8%	\$450,500	-19.5%	-5.8%	\$553,490	-12.7%	-6.3%	\$613,697

Perth (South East)

Land

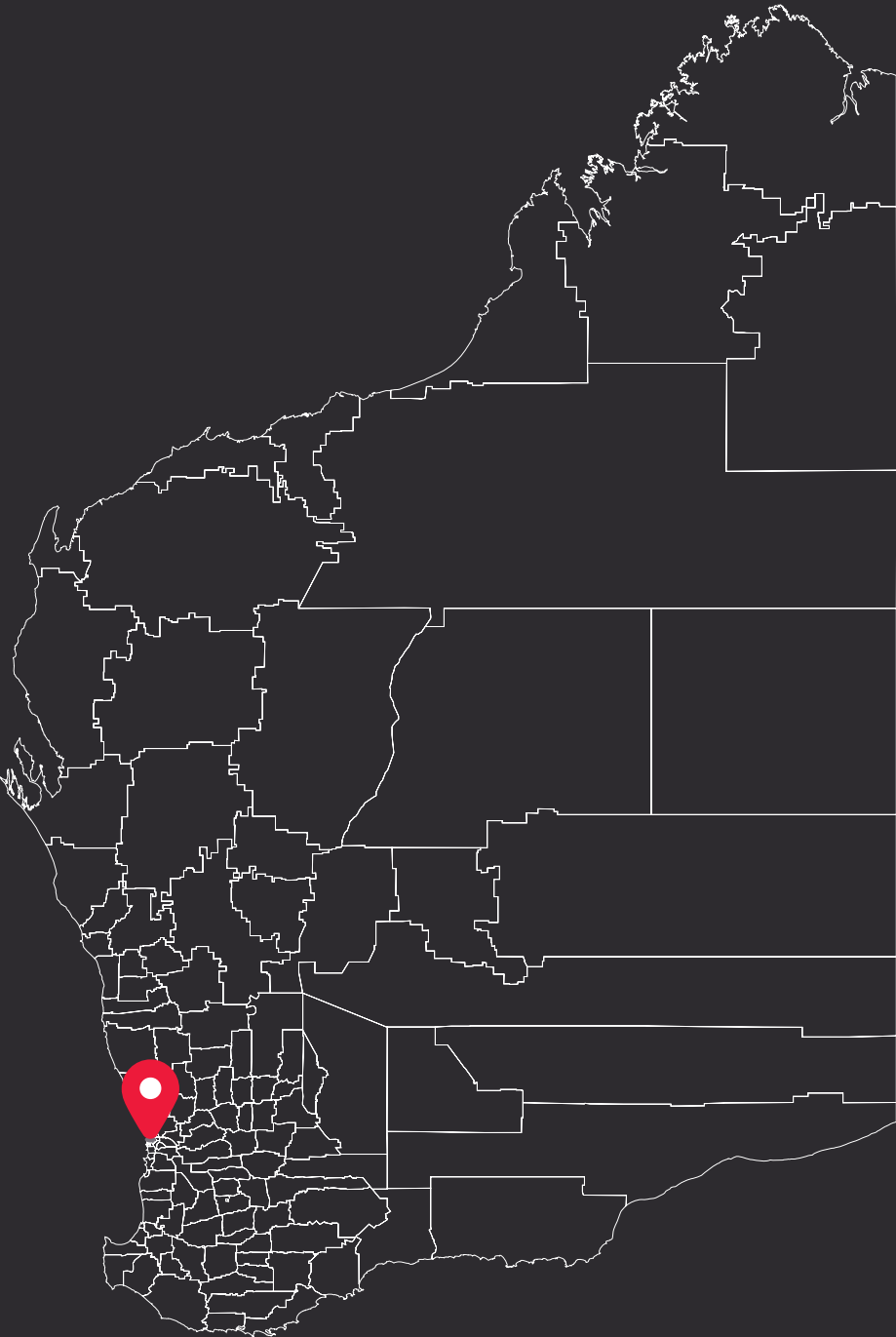
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$189,000	–	–	\$217,250	–	–	\$235,000	–	–	\$360,500
FY 2022 Q4	32.5%	124.4%	\$181,000	9.5%	159.7%	\$219,000	46.3%	29.7%	\$227,000	50.0%	100.0%	\$245,000
FY 2023 Q1	-2.7%	15.4%	\$179,475	0.0%	2.9%	\$228,000	3.3%	70.8%	\$227,000	-66.7%	-92.9%	\$235,000
FY 2023 Q2	20.6%	-14.9%	\$179,000	2.5%	-49.2%	\$243,000	12.9%	7.9%	\$242,000	0.0%	-100.0%	\$235,000
FY 2023 Q3	14.0%	-3.5%	\$175,000	14.5%	36.3%	\$252,000	2.9%	-8.5%	\$242,000	-100.0%	–	–
FY 2023 Q4	4.8%	54.2%	\$176,000	9.5%	94.4%	\$235,000	-2.8%	109.9%	\$249,000	–	–	–
FY 2024 Q1	-8.4%	-12.1%	\$175,000	7.7%	63.9%	\$240,000	10.0%	3.2%	\$398,000	–	–	\$175,000
FY 2024 Q2	-16.3%	74.7%	\$185,000	-18.8%	7.8%	\$279,950	-35.1%	17.9%	\$425,000	0.0%	60.0%	\$175,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$349,000
FY 2022 Q4	-50.0%	-60.0%	\$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%	–
FY 2023 Q4	–	–	\$385,000
FY 2024 Q1	-33.3%	257.1%	\$375,000
FY 2024 Q2	-25.0%	-68.0%	\$390,000



Perth (South West)



FY24 Q2 Median Price Change



Apartments

↑ 2.9%



House

↑ 9.1%



Land

↑ 8.7%

FY24 Q2 YoY change in new listings for Perth (South West)

Apartments

1 Bed

-100.0%

2 Bed

-64.3%

3 Bed

-62.5%

4 Bed

-25.0%

5+ Bed

-

House

1 Bed

-100.0%

2 Bed

35.7%

3 Bed

-11.0%

4 Bed

-30.7%

5+ Bed

50.0%

Land

<350 sqm

-22.8%

350-450 sqm

1.2%

>450 sqm

-30.2%

Retire

Retire

40.0%

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

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 2022 Q3	–	–	\$430,000	–	–	\$450,000	–	–	\$730,000	–	–	\$534,480
FY 2022 Q4	-50.0%	-20.0%	\$270,000	0.0%	87.2%	\$550,000	12.5%	144.8%	\$582,410	57.1%	260.0%	\$549,600
FY 2023 Q1	0.0%	-100.0%	\$590,000	-25.0%	-50.7%	\$550,000	27.8%	-29.6%	\$564,053	0.0%	38.9%	\$569,000
FY 2023 Q2	0.0%	–	\$590,000	16.7%	22.2%	\$515,000	4.3%	-46.0%	\$618,100	9.1%	-8.0%	\$580,316
FY 2023 Q3	100.0%	40.0%	\$590,000	21.4%	100.0%	\$465,000	-8.3%	14.8%	\$618,100	50.0%	126.1%	\$565,810
FY 2023 Q4	0.0%	-28.6%	\$470,000	0.0%	54.5%	\$599,000	-13.6%	-48.4%	\$568,980	22.2%	5.8%	\$548,450
FY 2024 Q1	-50.0%	-20.0%	\$590,000	-23.5%	-27.9%	\$527,990	21.1%	0.0%	\$579,990	-36.4%	-27.3%	\$562,620
FY 2024 Q2	-100.0%	-100.0%	–	-61.5%	19.4%	\$439,000	-60.9%	-37.5%	\$646,083	-35.7%	2.5%	\$611,390

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 Q3	–	–	\$480,000	–	–	\$473,646	–	–	\$422,990	–	–	\$478,100	–	–	\$602,082
FY 2022 Q4	0.0%	-100.0%	\$480,000	84.6%	556.3%	\$536,953	110.1%	168.7%	\$425,963	106.3%	68.2%	\$488,525	57.1%	96.4%	\$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	-9.9%	53.1%	\$459,000	1.6%	30.8%	\$506,677	32.1%	48.2%	\$602,500
FY 2023 Q4	0.0%	100.0%	\$480,000	15.4%	210.0%	\$393,580	-20.9%	8.0%	\$461,500	-19.6%	0.8%	\$543,880	-27.2%	-26.0%	\$607,500
FY 2024 Q1	0.0%	-50.0%	\$480,000	60.0%	180.6%	\$392,990	33.4%	60.9%	\$458,650	1.0%	30.5%	\$554,690	52.0%	94.5%	\$598,400
FY 2024 Q2	-100.0%	-100.0%	–	-20.8%	72.4%	\$443,180	-6.5%	10.4%	\$484,899	-16.0%	5.3%	\$574,750	2.6%	4.0%	\$644,990

Perth (South West)

Land

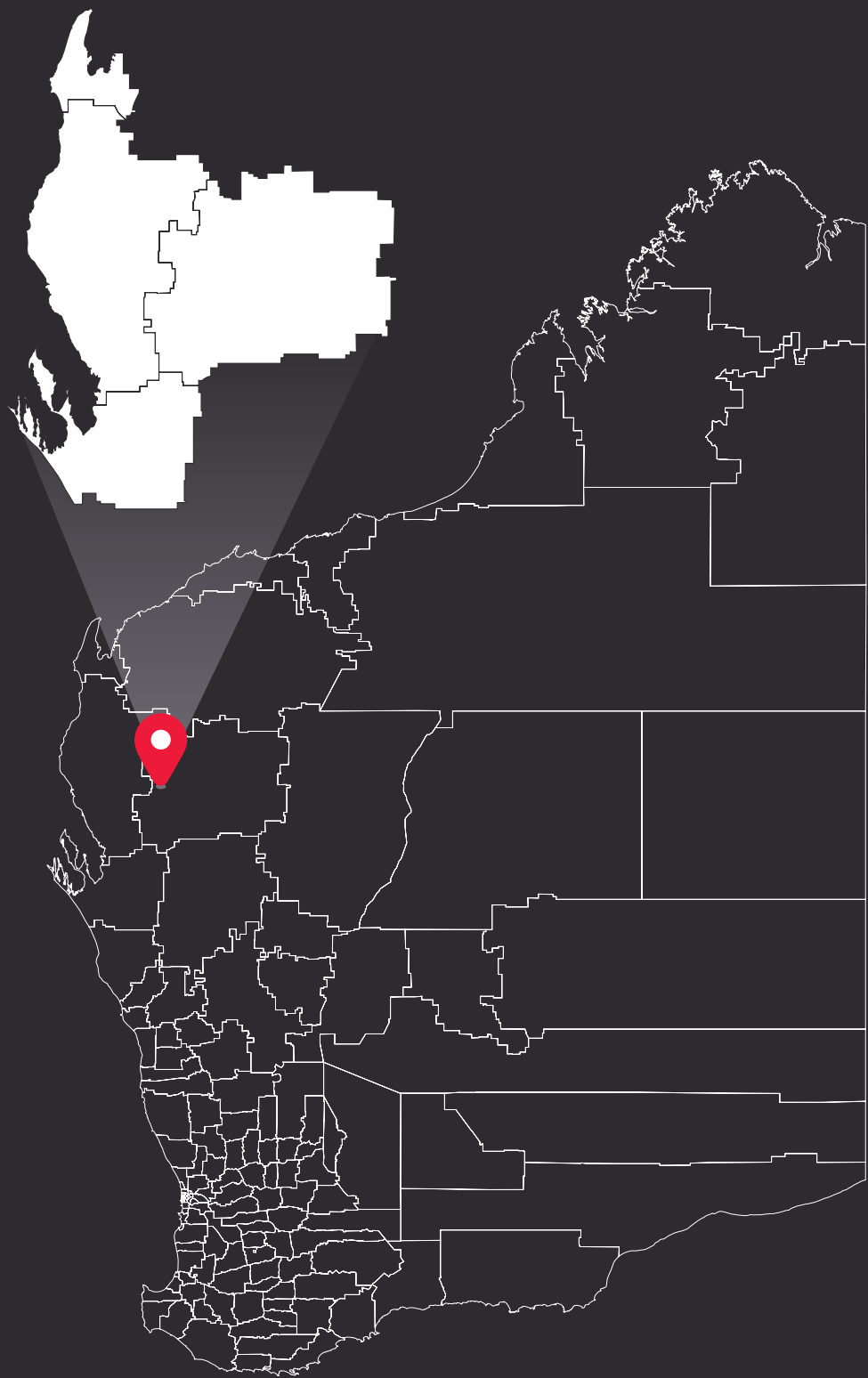
	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$210,000	–	–	\$210,000	–	–	\$270,000	–	–	\$208,000
FY 2022 Q4	23.8%	167.2%	\$209,000	80.0%	215.5%	\$210,000	78.1%	237.8%	\$230,000	100.0%	–	\$208,000
FY 2023 Q1	-9.6%	-3.2%	\$210,000	9.4%	-27.7%	\$210,000	5.4%	12.8%	\$258,000	-50.0%	-87.5%	\$208,000
FY 2023 Q2	21.3%	-1.3%	\$210,000	-12.2%	11.1%	\$268,000	-8.0%	-38.2%	\$347,000	0.0%	0.0%	\$208,000
FY 2023 Q3	3.9%	-12.8%	\$220,000	8.1%	-26.1%	\$281,000	-11.9%	26.4%	\$348,500	0.0%	-100.0%	\$208,000
FY 2023 Q4	-13.1%	57.4%	\$224,000	-3.2%	61.7%	\$285,000	-12.6%	21.6%	\$352,000	0.0%	–	\$208,000
FY 2024 Q1	17.5%	64.5%	\$214,500	16.6%	77.7%	\$286,000	16.5%	46.9%	\$352,000	200.0%	–	\$175,000
FY 2024 Q2	-27.3%	28.7%	\$218,000	-17.1%	34.8%	\$285,000	-22.1%	1.5%	\$352,000	-66.7%	-100.0%	\$170,000

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$275,000
FY 2022 Q4	-27.3%	113.6%	\$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
FY 2023 Q4	37.5%	2.6%	\$230,000
FY 2024 Q1	-36.4%	25.0%	\$299,000
FY 2024 Q2	0.0%	10.0%	\$390,000



Gascoyne



FY24 Q2 Median Price Change



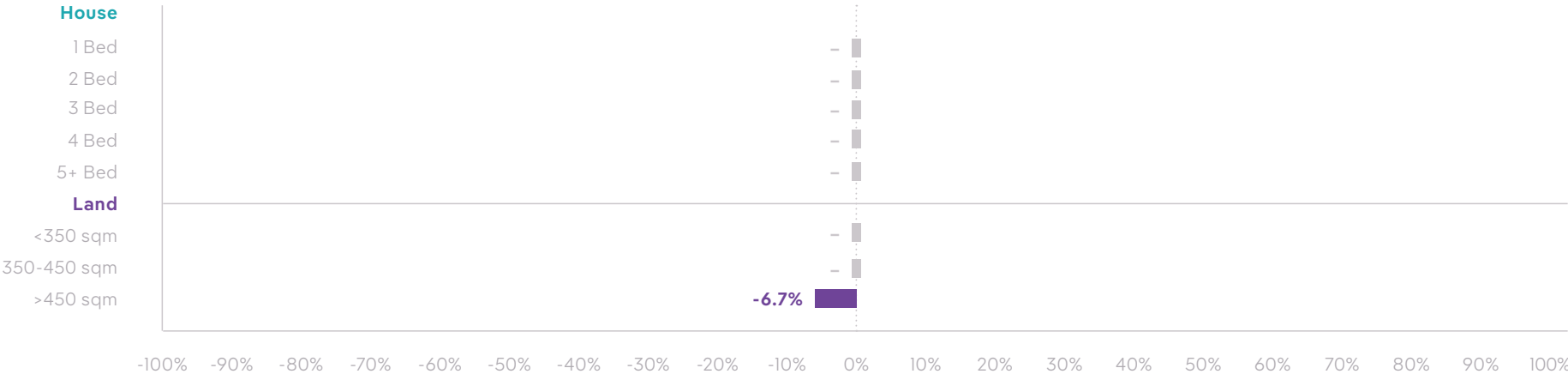
House



Land



FY24 Q2 YoY change in new listings for Gascoyne



Gascoyne

House

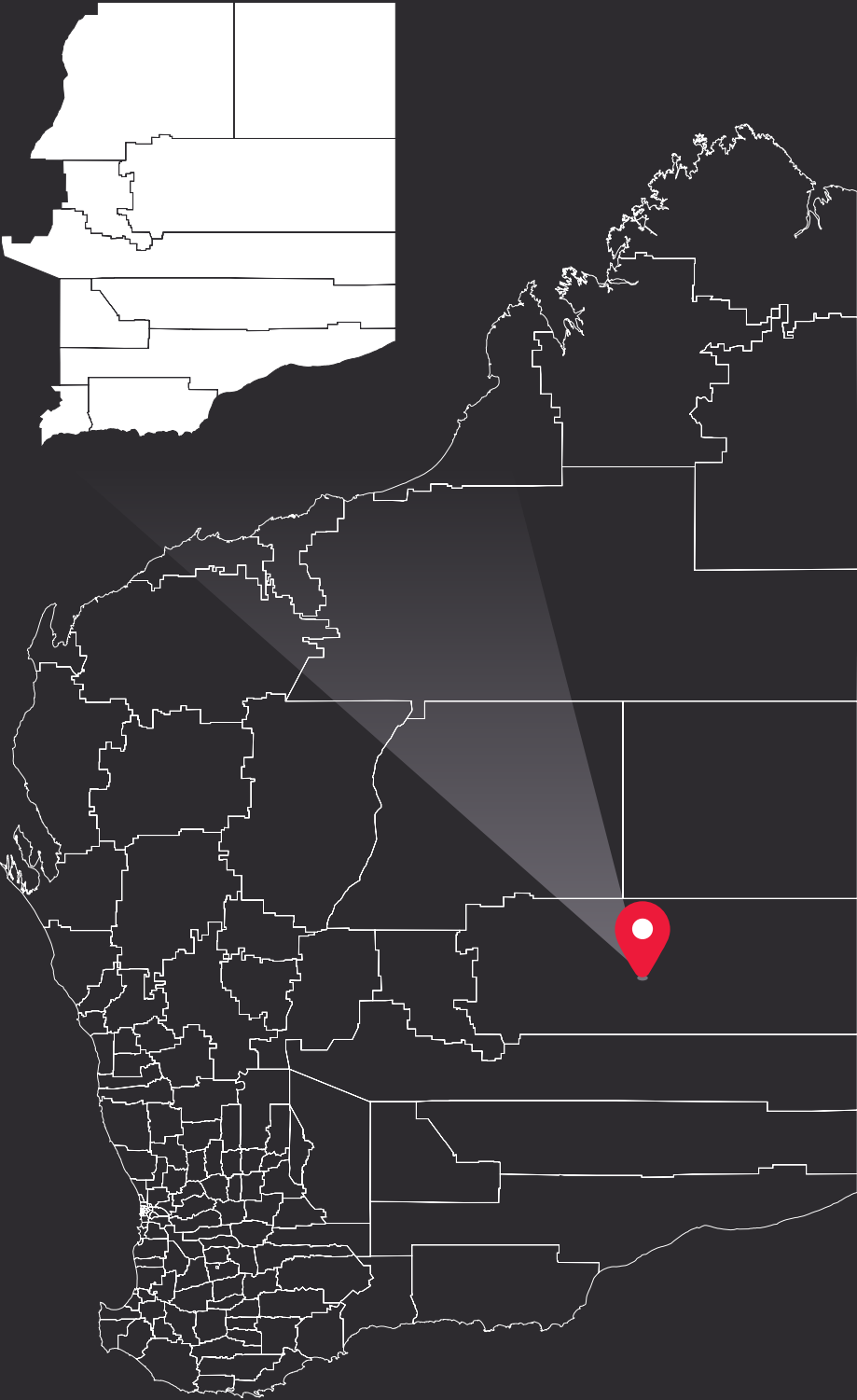
Quarter	4 Bed			5+ Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$513,576	–	–	\$624,912
FY 2022 Q4	0.0%	–	\$502,581	0.0%	–	\$624,912
FY 2023 Q1	-100.0%	-100.0%	–	-100.0%	–	–
FY 2023 Q2	–	–	–	–	–	–
FY 2023 Q3	–	–	–	–	–	–
FY 2023 Q4	–	–	\$568,600	–	–	–
FY 2024 Q1	0.0%	-100.0%	\$499,200	–	–	–
FY 2024 Q2	-50.0%	–	\$562,000	–	–	–

Land

Quarter	>450 sqm		
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	4.0%	–	\$65,000
FY 2022 Q4	0.0%	2600.0%	\$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%	-40.7%	\$65,000
FY 2024 Q2	-6.7%	0.0%	\$65,000



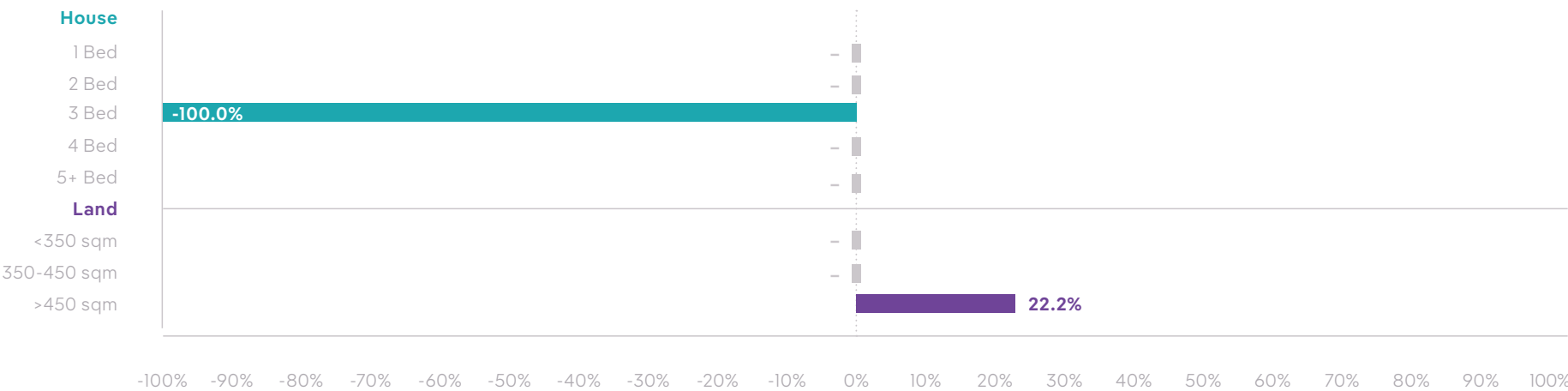
Goldfields-Esperance



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for Goldfields-Esperance



Goldfields-Esperance

House

3 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	–
FY 2022 Q4	–	–	–
FY 2023 Q1	–	–	–
FY 2023 Q2	–	–	\$100,000
FY 2023 Q3	-100.0%	-100.0%	
FY 2023 Q4	–	–	–
FY 2024 Q1	–	–	–
FY 2024 Q2	–	–	–

Land

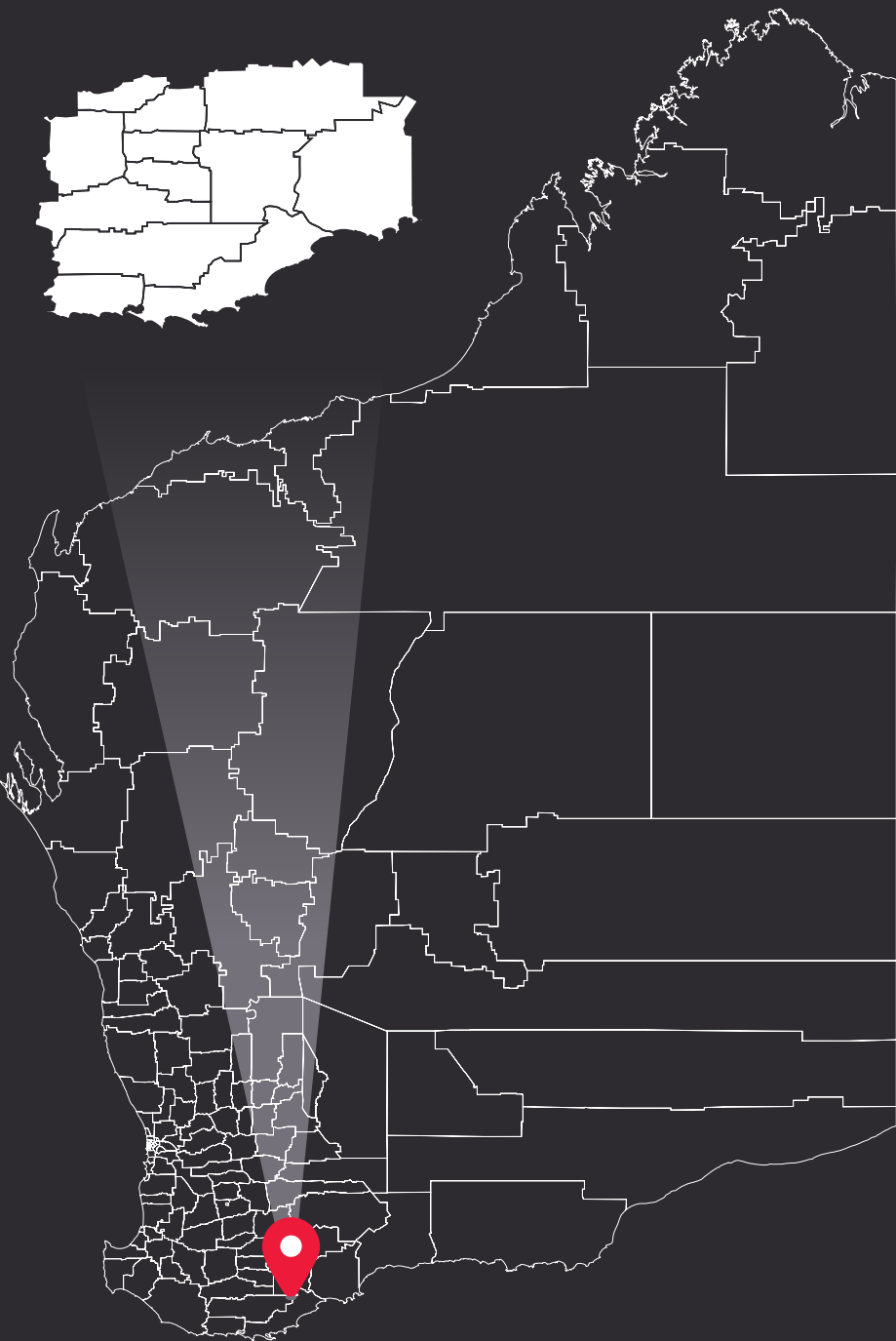
>450 sqm

n/a (land size not available)

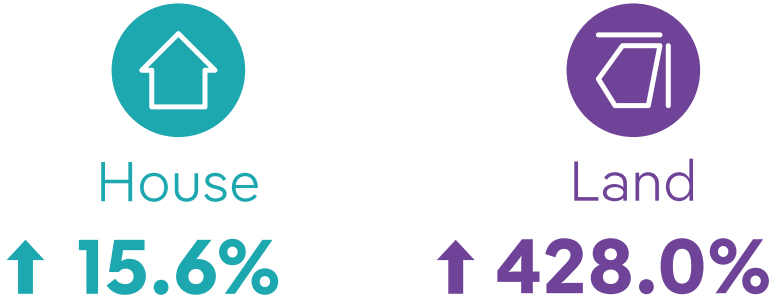
Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$142,000	–	–	\$10,000
FY 2022 Q4	0.0%	190.9%	\$142,000	0.0%	–	\$10,000
FY 2023 Q1	0.0%	21.9%	\$90,000	0.0%	50.0%	\$10,000
FY 2023 Q2	-43.8%	-5.1%	\$10,000	0.0%	-100.0%	\$10,000
FY 2023 Q3	-11.1%	-45.9%	\$50,000	0.0%	–	\$10,000
FY 2023 Q4	0.0%	10.0%	\$50,000	0.0%	–	\$10,000
FY 2024 Q1	0.0%	-13.6%	\$90,000	0.0%	100.0%	\$10,000
FY 2024 Q2	37.5%	10.5%	\$90,000	0.0%	200.0%	\$10,000



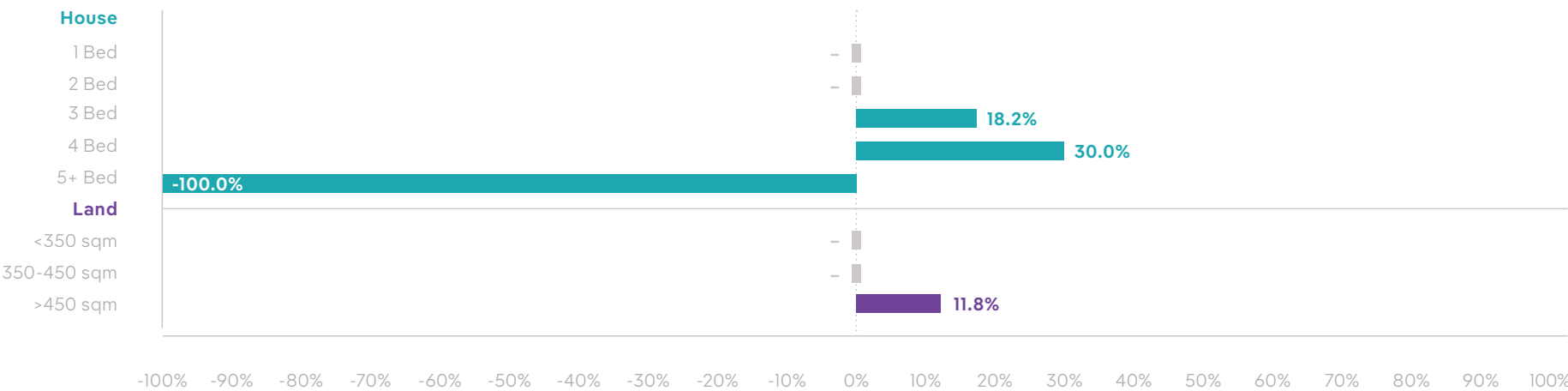
Great Southern



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for Great Southern



Great Southern

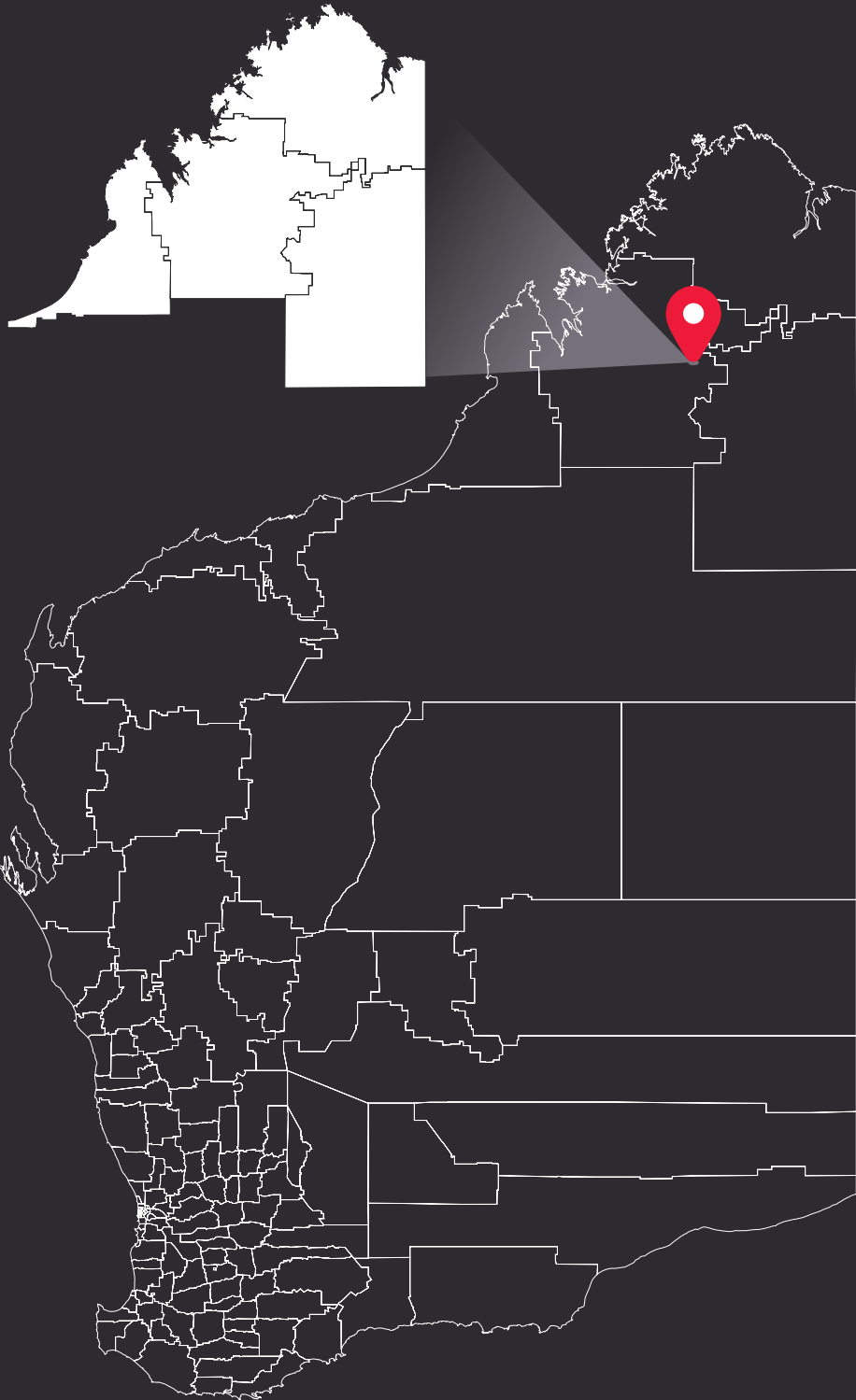
House

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 Q3	–	–	\$462,065	–	–	\$632,197	–	–	–
FY 2022 Q4	200.0%	700.0%	\$459,660	37.5%	0.0%	\$571,356	–	–	–
FY 2023 Q1	33.3%	6.3%	\$441,521	-27.3%	-75.0%	\$515,647	–	–	\$599,540
FY 2023 Q2	-8.3%	-47.1%	\$429,132	25.0%	100.0%	\$515,647	0.0%	–	\$599,540
FY 2023 Q3	-45.5%	77.8%	\$417,400	-20.0%	125.0%	\$586,541	0.0%	-100.0%	\$599,540
FY 2023 Q4	0.0%	-62.5%	\$465,000	25.0%	0.0%	\$586,541	0.0%	–	\$599,540
FY 2024 Q1	33.3%	-66.7%	\$472,000	40.0%	100.0%	\$568,490	-100.0%	–	–
FY 2024 Q2	62.5%	1150.0%	\$472,000	-7.1%	-5.6%	\$568,490	–	–	–

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 Q3	–	–	\$95,000	–	–	–	–	–	\$25,000	–	–	\$20,000
FY 2022 Q4	0.0%	-100.0%	\$95,000	–	–	\$115,000	7.1%	133.3%	\$25,000	0.0%	–	\$20,000
FY 2023 Q1	0.0%		\$95,000	0.0%	–	\$115,000	0.0%	-28.6%	\$25,000	0.0%	–	\$20,000
FY 2023 Q2	0.0%	-100.0%	\$95,000	0.0%	–	\$115,000	13.3%	46.7%	\$25,000	0.0%	0.0%	\$20,000
FY 2023 Q3	0.0%		\$95,000	0.0%	–	\$115,000	-11.8%	-31.8%	\$25,000	0.0%	-100.0%	\$20,000
FY 2023 Q4	0.0%	75.0%	\$95,000	0.0%	–	\$115,000	0.0%	100.0%	\$25,000	0.0%	–	\$20,000
FY 2024 Q1	0.0%	-100.0%	\$95,000	0.0%	-100.0%	\$115,000	-13.3%	-3.3%	\$135,000	0.0%	-100.0%	\$20,000
FY 2024 Q2	0.0%	–	\$95,000	0.0%	–	\$115,000	46.2%	-13.8%	\$138,000	0.0%	–	\$20,000

Kimberley



FY24 Q2 Median Price Change



Apartments



House



Land



FY24 Q2 YoY change in new listings for Kimberley

Apartments

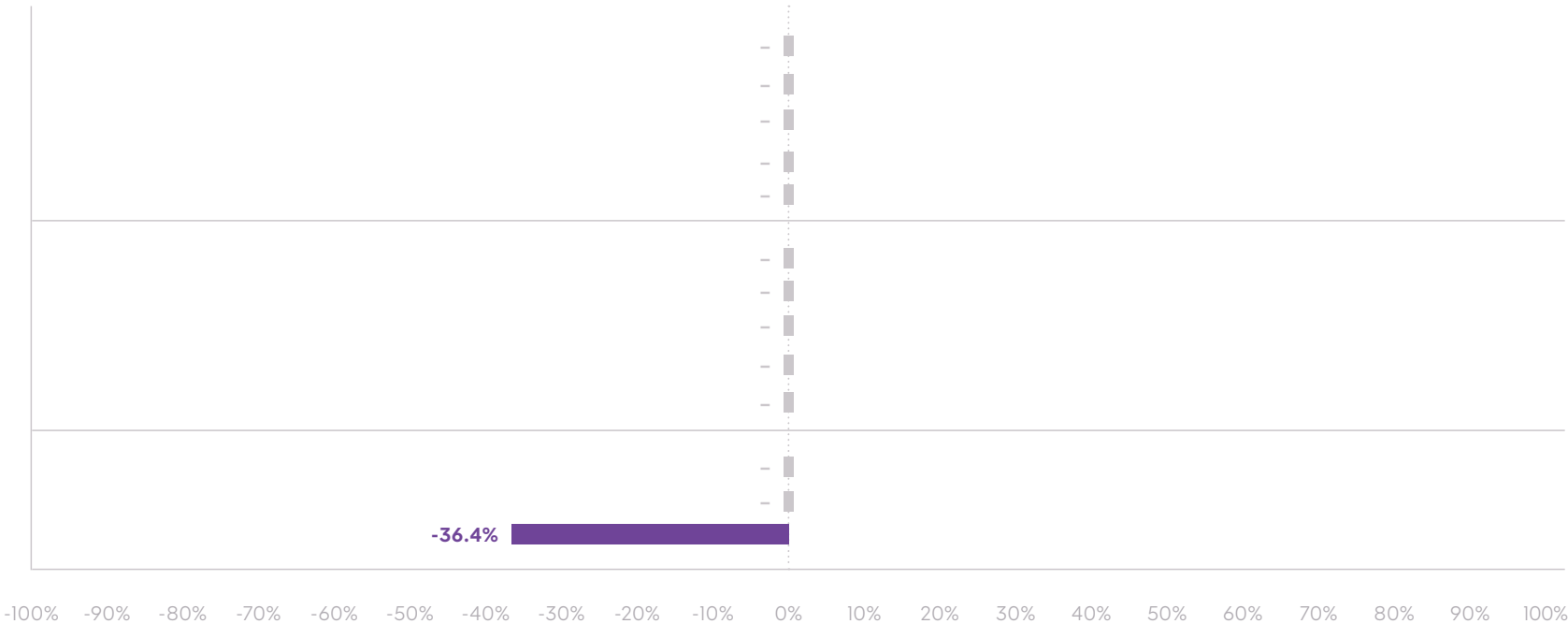
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

House

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

Land

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



Kimberley

Apartment

2 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$415,000
FY 2022 Q4	0.0%	125.0%	\$415,000
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	–	–	–
FY 2024 Q2	–	–	–

House

3 Bed

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2021 Q4	–	–	\$650,000
FY 2022 Q1	0.0%	–	\$650,000
FY 2022 Q2	0.0%	300.0%	\$650,000
FY 2022 Q3	-100.0%	-100.0%	–
FY 2022 Q4	–	–	–
FY 2023 Q1	–	–	–
FY 2023 Q2	–	–	–
FY 2023 Q3	–	–	–

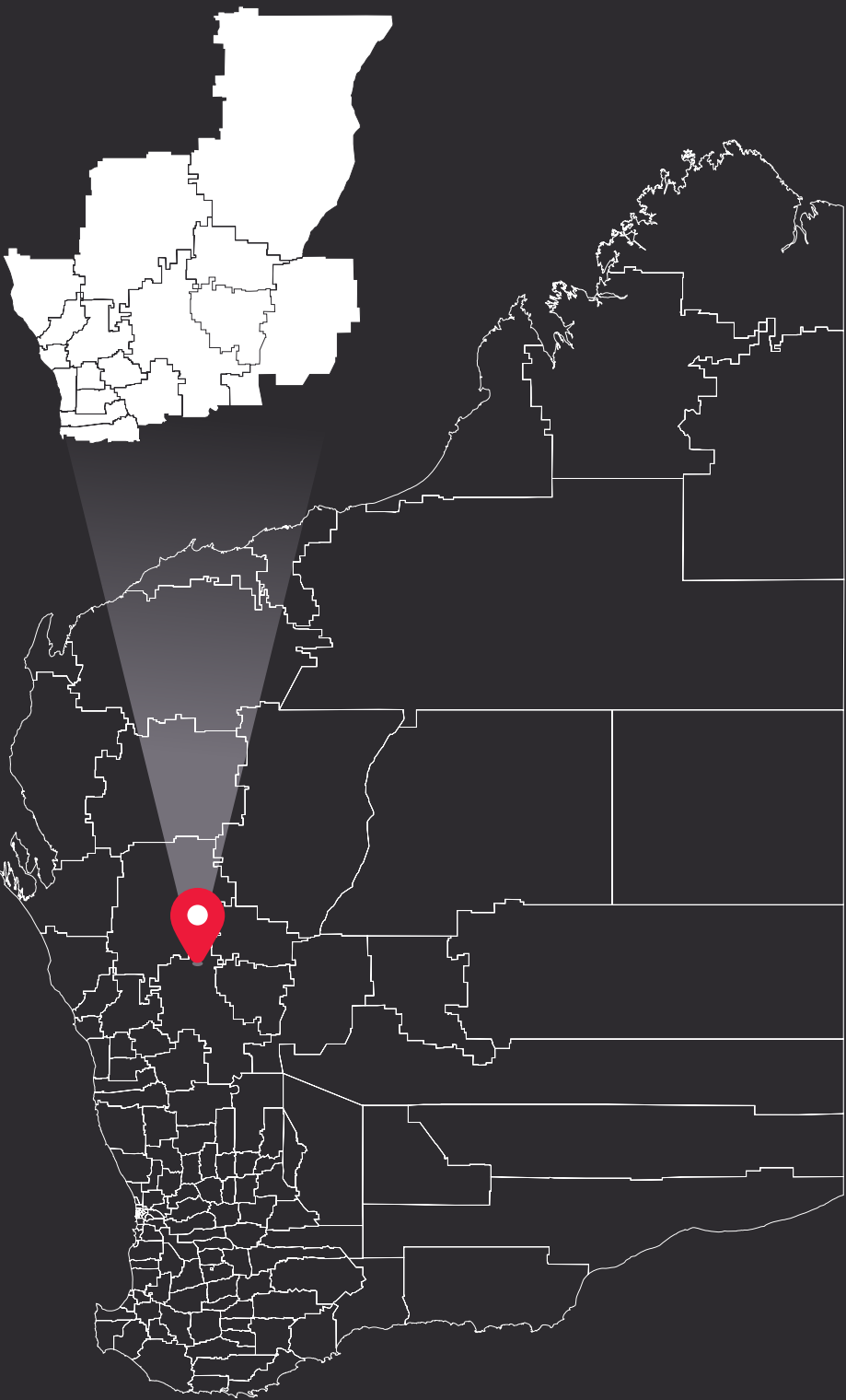
Land

350-450 sqm

>450 sqm

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$115,250	–	–	\$115,750
FY 2022 Q4	0.0%	–	\$115,250	0.0%	–	\$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
FY 2024 Q2	0.0%	–	\$115,250	-17.6%	0.0%	\$218,000

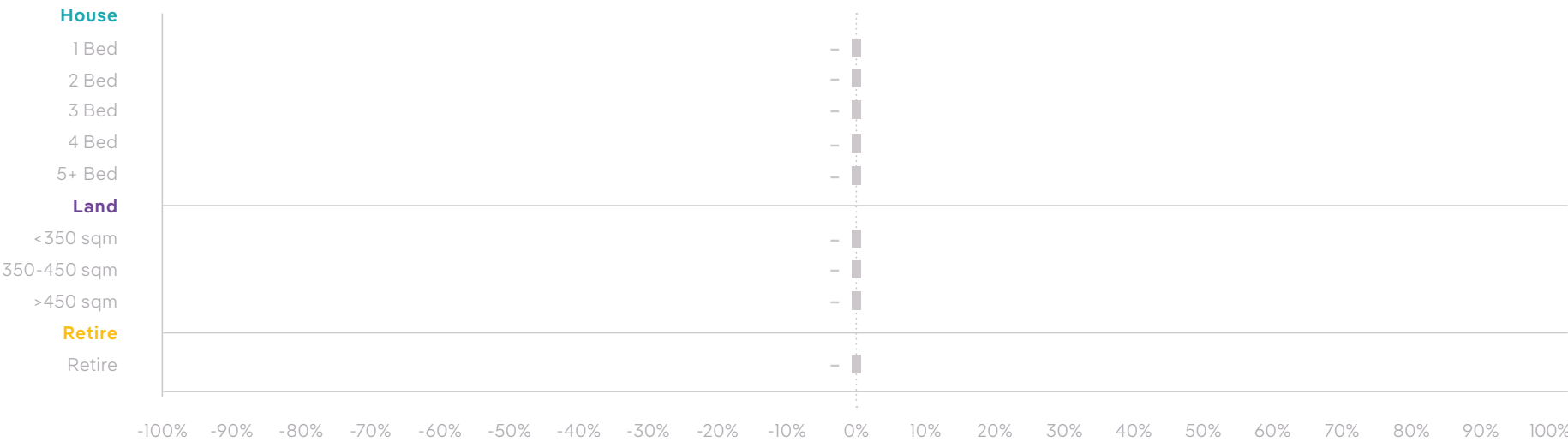
Mid West



FY24 Q2 Median Price Change



FY24 Q4 YoY change in new listings for Mid West



Mid West

House

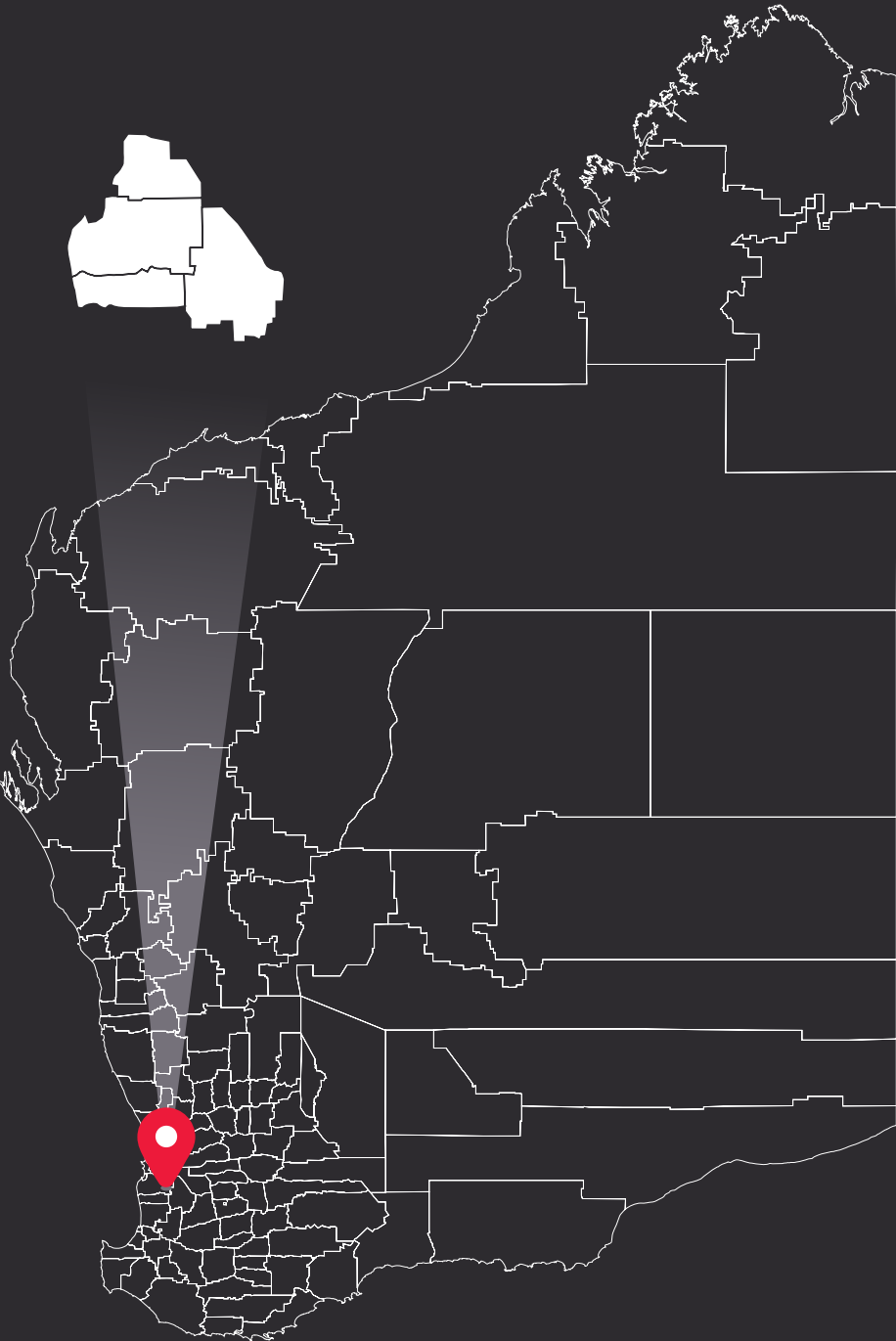
Quarter	3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$414,406	–	–	\$441,695
FY 2022 Q4	-100.0%	–	–	300.0%	–	\$443,195
FY 2023 Q1	–	–	–	0.0%	-77.8%	\$443,195
FY 2023 Q2	–	–	–	0.0%	-50.0%	\$443,195
FY 2023 Q3	–	–	\$367,163	-100.0%	-100.0%	–
FY 2023 Q4	0.0%	–	\$367,163	–	–	–
FY 2024 Q1	-50.0%	100.0%	\$387,279	–	–	–
FY 2024 Q2	0.0%	-100.0%	\$190,000	–	–	–

Land

Quarter	>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$25,000	–	–	\$130,000
FY 2022 Q4	-5.6%	113.3%	\$25,000	0.0%	–	\$130,000
FY 2023 Q1	-23.5%	-25.0%	\$25,000	0.0%	–	\$130,000
FY 2023 Q2	-38.5%	16.7%	\$46,500	0.0%	-100.0%	\$130,000
FY 2023 Q3	0.0%	-60.7%	\$83,000	0.0%	–	\$130,000
FY 2023 Q4	-12.5%	81.8%	\$83,000	0.0%	–	\$130,000
FY 2024 Q1	0.0%	-50.0%	\$83,000	0.0%	–	\$130,000
FY 2024 Q2	0.0%	30.0%	\$85,000	-100.0%	–	–

Retire

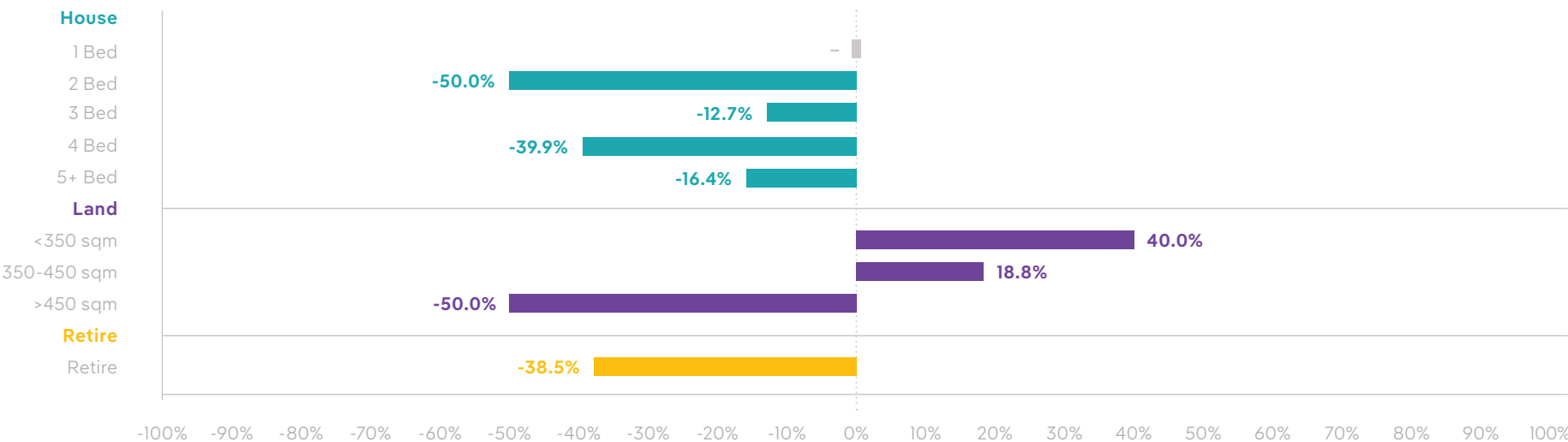
Quarter			
	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$362,000
FY 2022 Q4	0.0%	-100.0%	\$385,000
FY 2023 Q1	-25.0%		\$385,000
FY 2023 Q2	-66.7%	-66.7%	\$250,000
FY 2023 Q3	0.0%	100.0%	\$250,000
FY 2023 Q4	0.0%	0.0%	\$250,000
FY 2024 Q1	-100.0%	-100.0%	–
FY 2024 Q2	–	–	–



FY24 Q2 Median Price Change



FY24 Q2 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 2022 Q3	–	–	\$322,855	–	–	\$351,874	–	–	\$421,940	–	–	\$448,658
FY 2022 Q4	0.0%	–	\$322,855	83.6%	78.6%	\$352,990	96.7%	183.0%	\$424,000	65.5%	110.8%	\$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	-10.3%	-5.0%	\$376,968	-12.2%	-36.8%	\$446,760	1.5%	-35.4%	\$532,000
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
FY 2023 Q4	-100.0%	–	–	-21.1%	16.4%	\$397,750	-38.0%	-43.8%	\$479,500	-5.8%	111.3%	\$559,000
FY 2024 Q1	–	–	\$363,696	19.0%	81.3%	\$420,730	2.6%	41.7%	\$485,980	7.7%	44.3%	\$542,000
FY 2024 Q2	0.0%	0.0%	\$363,696	15.2%	20.7%	\$425,700	-6.2%	0.5%	\$518,700	-20.0%	-23.8%	\$568,311

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 Q3	–	–	\$139,500	–	–	\$170,000	–	–	\$189,000
FY 2022 Q4	5.6%	93.8%	\$144,000	145.5%	38.5%	\$179,000	27.0%	150.0%	\$229,000
FY 2023 Q1	-31.6%	-25.8%	\$142,000	-18.5%	227.8%	\$185,000	-11.3%	-36.4%	\$208,000
FY 2023 Q2	15.4%	34.8%	\$110,000	-27.3%	-40.7%	\$185,000	-23.9%	-37.1%	\$185,000
FY 2023 Q3	40.0%	90.3%	\$135,000	0.0%	-25.7%	\$189,000	1.9%	13.6%	\$185,000
FY 2023 Q4	-23.8%	-54.2%	\$160,250	-18.8%	38.5%	\$190,000	-20.0%	24.0%	\$186,500
FY 2024 Q1	-18.8%	55.6%	\$162,500	69.2%	25.0%	\$192,000	-11.4%	14.0%	\$189,000
FY 2024 Q2	61.5%	119.0%	\$164,500	-13.6%	13.3%	\$215,000	-30.8%	18.9%	\$198,500

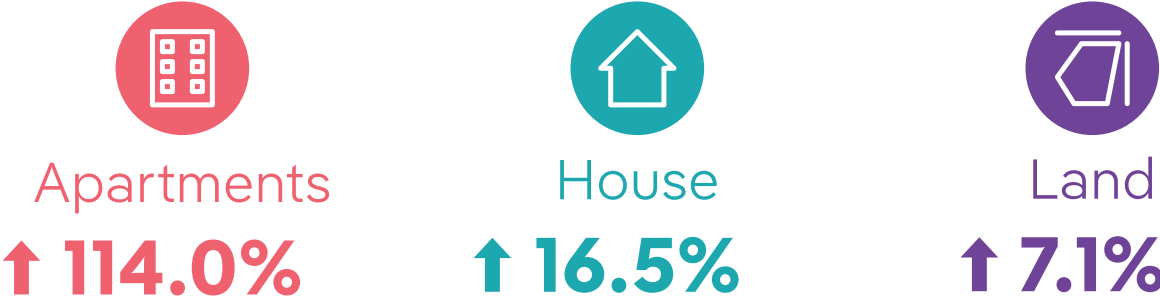
Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$275,000
FY 2022 Q4	7.7%	86.4%	\$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
FY 2023 Q4	-50.0%	-48.0%	\$275,000
FY 2024 Q1	40.0%	100.0%	\$315,000
FY 2024 Q2	14.3%	28.8%	\$350,000

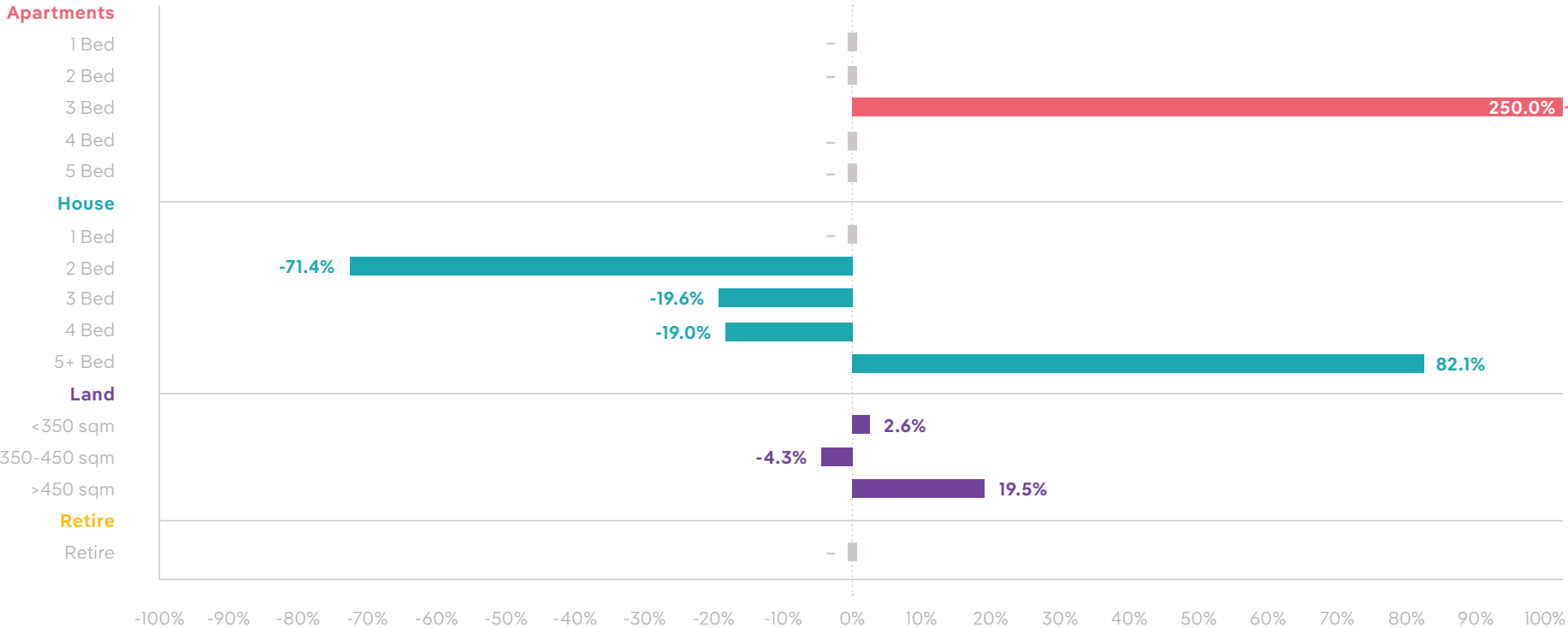
Pilbara



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for Pilbara



Pilbara

Apartment

Quarter	3 Bed			4 Bed		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$365,000	–	–	\$544,900
FY 2022 Q4	-75.0%	-100.0%	\$544,900	0.0%	-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	–	–	–
FY 2023 Q4	0.0%	0.0%	\$509,100	–	–	\$539,000
FY 2024 Q1	-66.7%	-58.3%	\$611,047	100.0%	0.0%	\$611,047
FY 2024 Q2	600.0%	80.0%	\$1,950,000	-50.0%	-100.0%	\$611,047

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 Q3	–	–	\$342,040	–	–	\$408,118	–	–	\$506,955	–	–	\$624,113
FY 2022 Q4	30.0%	80.0%	\$359,813	95.0%	124.9%	\$414,000	97.1%	109.1%	\$506,990	67.6%	109.4%	\$643,400
FY 2023 Q1	-46.2%	-55.6%	\$362,460	-14.8%	-29.3%	\$422,990	0.3%	-11.7%	\$515,565	-3.2%	-37.3%	\$628,990
FY 2023 Q2	0.0%	100.0%	\$496,450	-15.2%	-32.9%	\$431,375	-9.9%	-21.4%	\$513,808	11.7%	152.4%	\$639,999
FY 2023 Q3	-57.1%	162.5%	\$347,480	2.6%	73.1%	\$430,575	9.2%	39.6%	\$516,190	14.9%	-47.2%	\$648,955
FY 2023 Q4	66.7%	-47.6%	\$372,049	-16.7%	21.0%	\$437,373	-27.2%	12.3%	\$543,165	-7.8%	25.0%	\$682,835
FY 2024 Q1	-20.0%	54.5%	\$394,865	6.0%	40.0%	\$454,990	6.4%	35.8%	\$569,999	28.2%	49.3%	\$669,890
FY 2024 Q2	-50.0%	-100.0%	\$487,835	-11.3%	16.6%	\$482,284	-4.3%	15.2%	\$599,000	34.1%	40.2%	\$669,680

Pilbara

Land

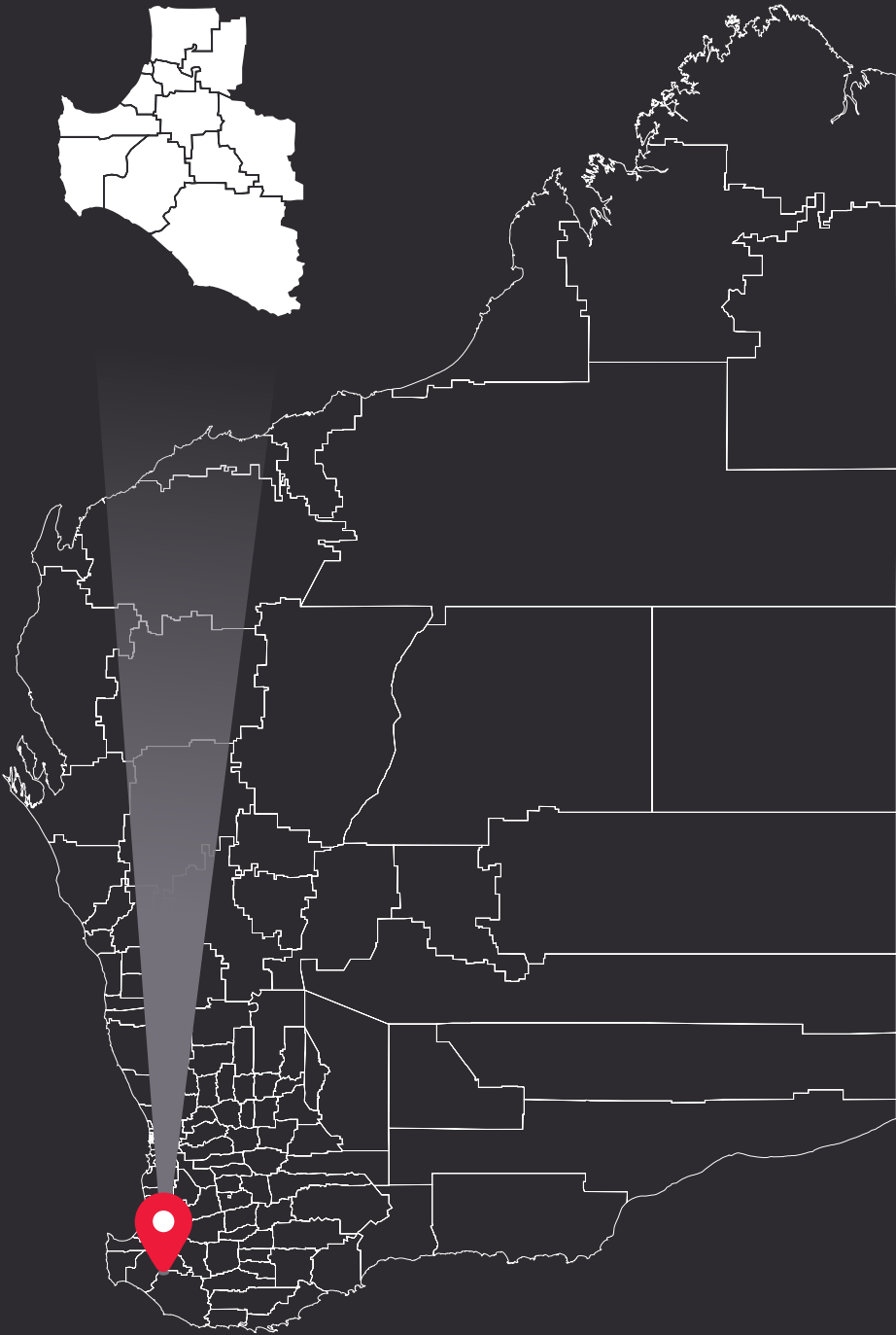
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$170,000	–	–	\$217,000	–	–	\$232,000	–	–	–
FY 2022 Q4	34.0%	182.9%	\$179,000	58.5%	137.2%	\$230,000	7.4%	78.3%	\$225,000	–	–	–
FY 2023 Q1	-7.0%	-12.1%	\$179,000	8.3%	14.7%	\$260,000	-1.4%	61.0%	\$247,000	–	–	–
FY 2023 Q2	16.7%	-49.0%	\$192,000	1.1%	-24.8%	\$274,000	13.9%	-22.0%	\$248,000	–	–	–
FY 2023 Q3	9.1%	76.9%	\$199,000	4.3%	34.1%	\$276,500	13.4%	70.9%	\$265,000	–	–	\$2,900
FY 2023 Q4	-6.0%	53.3%	\$240,000	-6.3%	34.7%	\$291,000	-8.6%	27.3%	\$272,000	0.0%	-86.7%	\$2,900
FY 2024 Q1	10.1%	22.0%	\$205,000	3.3%	-19.5%	\$263,000	9.4%	-21.9%	\$313,000	-100.0%	-100.0%	–
FY 2024 Q2	-9.2%	27.3%	\$240,000	-5.4%	143.8%	\$251,000	5.4%	42.3%	\$318,000	–	–	–

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$449,000
FY 2022 Q4	100.0%	1200.0%	\$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%	\$610,000
FY 2023 Q4	25.0%	-50.0%	\$642,000
FY 2024 Q1	0.0%	-25.0%	\$849,000
FY 2024 Q2	-20.0%	50.0%	\$849,000



South West



FY24 Q2 Median Price Change



Apartments

—



House

↑ 6.8%



Land

↑ 0.2%

FY24 Q2 YoY change in new listings for South West

Apartments

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

House

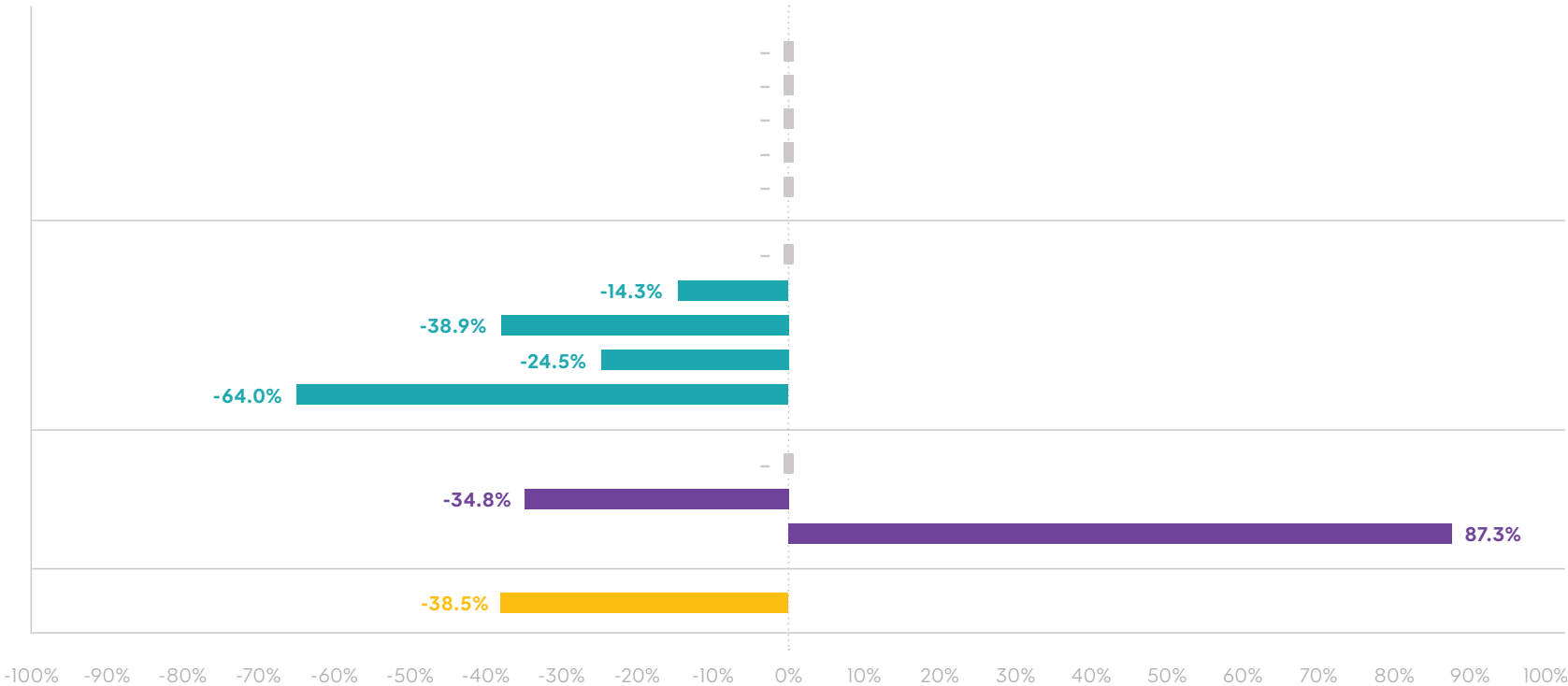
- 1 Bed
- 2 Bed
- 3 Bed
- 4 Bed
- 5+ Bed

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 Q3	–	–	\$135,000	–	–	\$260,000	–	–	\$280,000
FY 2022 Q4	0.0%	700.0%	\$135,000	0.0%	14.3%	\$260,000	0.0%	0.0%	\$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
FY 2024 Q2	0.0%	20.0%	\$135,000	0.0%	-9.1%	\$260,000	0.0%	108.3%	\$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 Q3	–	–	–	–	–	\$359,895	–	–	\$439,000	–	–	\$510,955	–	–	\$595,111
FY 2022 Q4	–	–	–	300.0%	33.3%	\$336,000	273.2%	116.0%	\$432,000	184.6%	89.2%	\$521,800	163.6%	71.4%	\$608,000
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
FY 2023 Q2	–	–	–	-65.0%	-18.2%	\$381,490	1.8%	9.7%	\$444,490	11.2%	2.9%	\$581,833	56.3%	-6.7%	\$709,800
FY 2023 Q3	–	–	–	28.6%	0.0%	\$402,969	-10.2%	5.9%	\$425,995	3.2%	13.2%	\$577,864	-32.0%	45.2%	\$689,356
FY 2023 Q4	–	–	\$700,000	-11.1%	22.2%	\$391,774	-9.8%	-0.9%	\$462,800	9.2%	18.7%	\$591,595	32.4%	57.4%	\$734,900
FY 2024 Q1	0.0%	–	\$700,000	-25.0%	-36.4%	\$382,990	-3.9%	-2.3%	\$505,700	-14.9%	-12.4%	\$603,700	-24.4%	-55.2%	\$723,545
FY 2024 Q2	-100.0%	-100.0%	–	0.0%	42.9%	\$408,120	-21.6%	28.2%	\$517,290	-21.4%	12.0%	\$608,700	-47.1%	62.8%	\$687,129

South West

Land

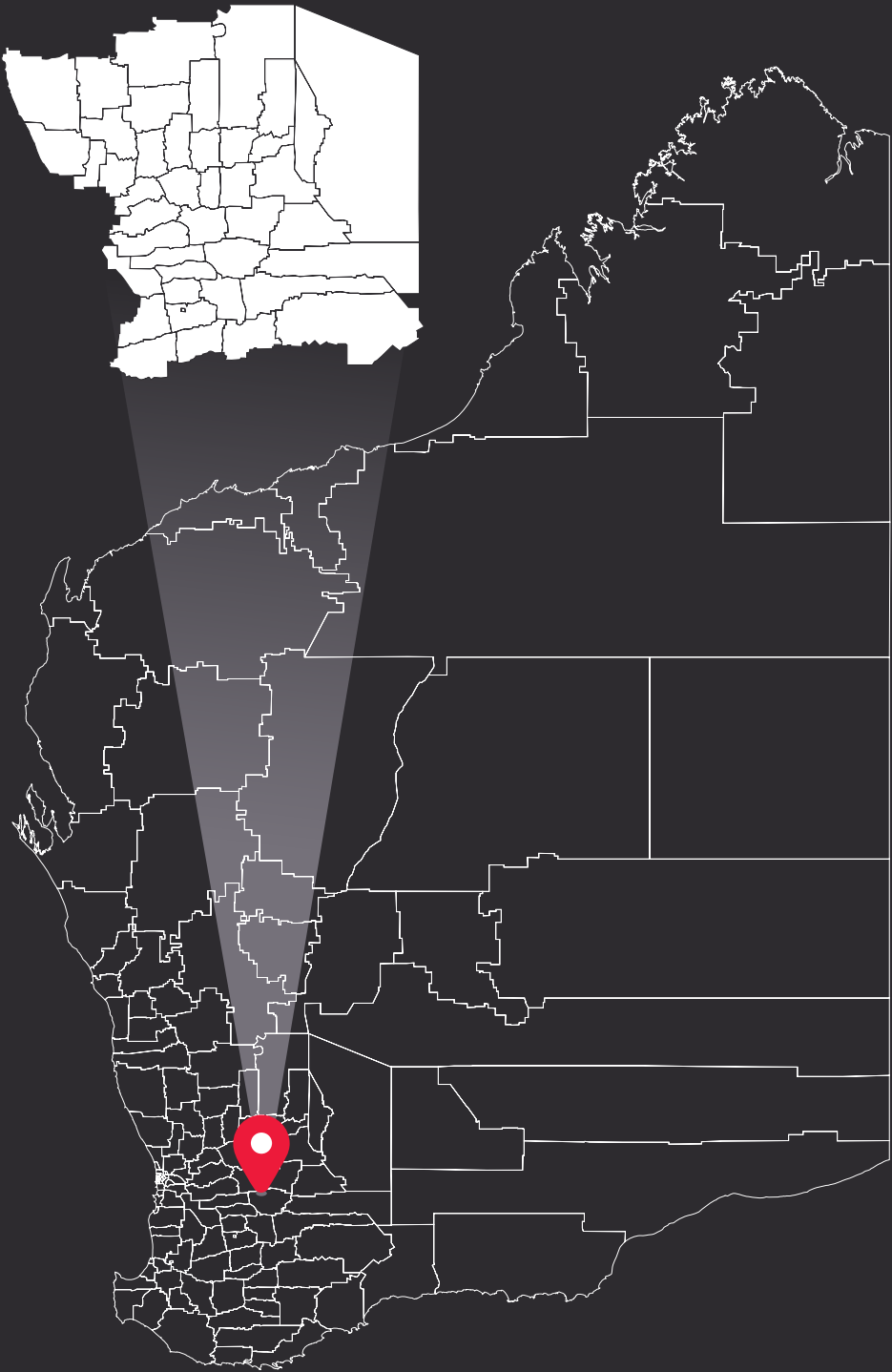
Quarter	<350 sqm			350-450 sqm			>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$117,500	–	–	\$166,000	–	–	\$489,000	–	–	–
FY 2022 Q4	-50.0%	-100.0%	\$175,000	450.0%	-20.0%	\$169,500	113.3%	183.3%	\$186,500	–	–	–
FY 2023 Q1	-100.0%	–	–	-9.1%	325.0%	\$169,500	46.9%	94.1%	\$251,000	–	–	\$369,000
FY 2023 Q2	–	–	–	130.0%	41.2%	\$219,000	34.0%	115.2%	\$259,000	0.0%	-100.0%	\$369,000
FY 2023 Q3	–	–	–	34.8%	-29.2%	\$195,000	57.1%	-7.0%	\$240,500	0.0%	–	\$369,000
FY 2023 Q4	–	–	–	-38.7%	5.9%	\$195,000	17.2%	-21.2%	\$249,500	0.0%	120.0%	\$369,000
FY 2024 Q1	–	–	–	-21.1%	-50.0%	\$195,000	-10.3%	-32.7%	\$265,000	0.0%	-81.8%	\$369,000
FY 2024 Q2	–	–	–	0.0%	188.9%	\$185,000	13.5%	68.6%	\$245,500	100.0%	1250.0%	\$294,500

Retire

Quarter	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$330,000
FY 2022 Q4	-5.7%	-66.7%	\$330,000
FY 2023 Q1	-12.1%	150.0%	\$330,000
FY 2023 Q2	-10.3%	160.0%	\$340,000
FY 2023 Q3	-15.4%	-23.1%	\$419,250
FY 2023 Q4	-36.4%	-30.0%	\$450,000
FY 2024 Q1	0.0%	64.3%	\$457,750
FY 2024 Q2	14.3%	-17.4%	\$444,500



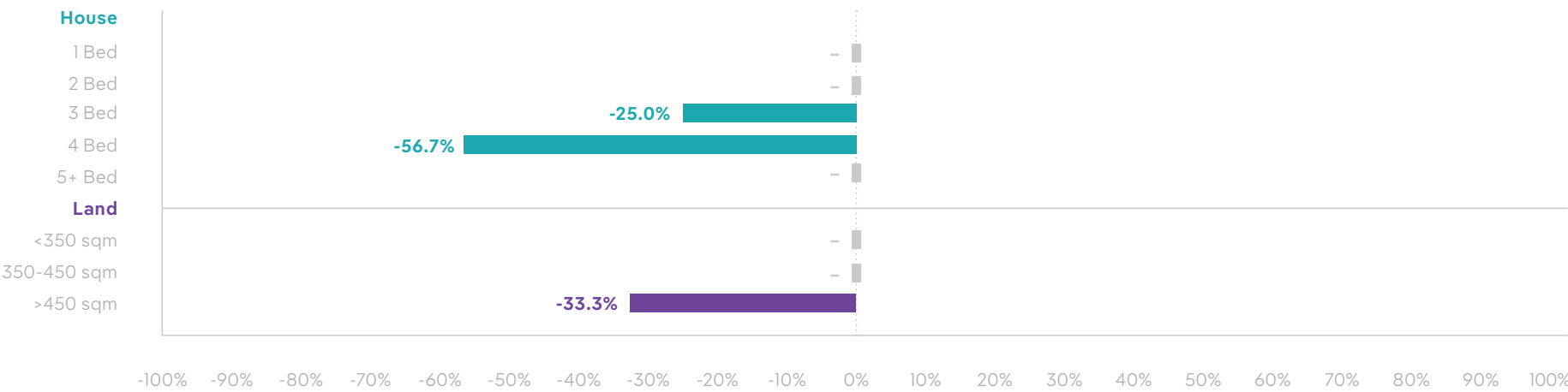
Wheatbelt



FY24 Q2 Median Price Change



FY24 Q2 YoY change in new listings for Wheatbelt



Wheatbelt

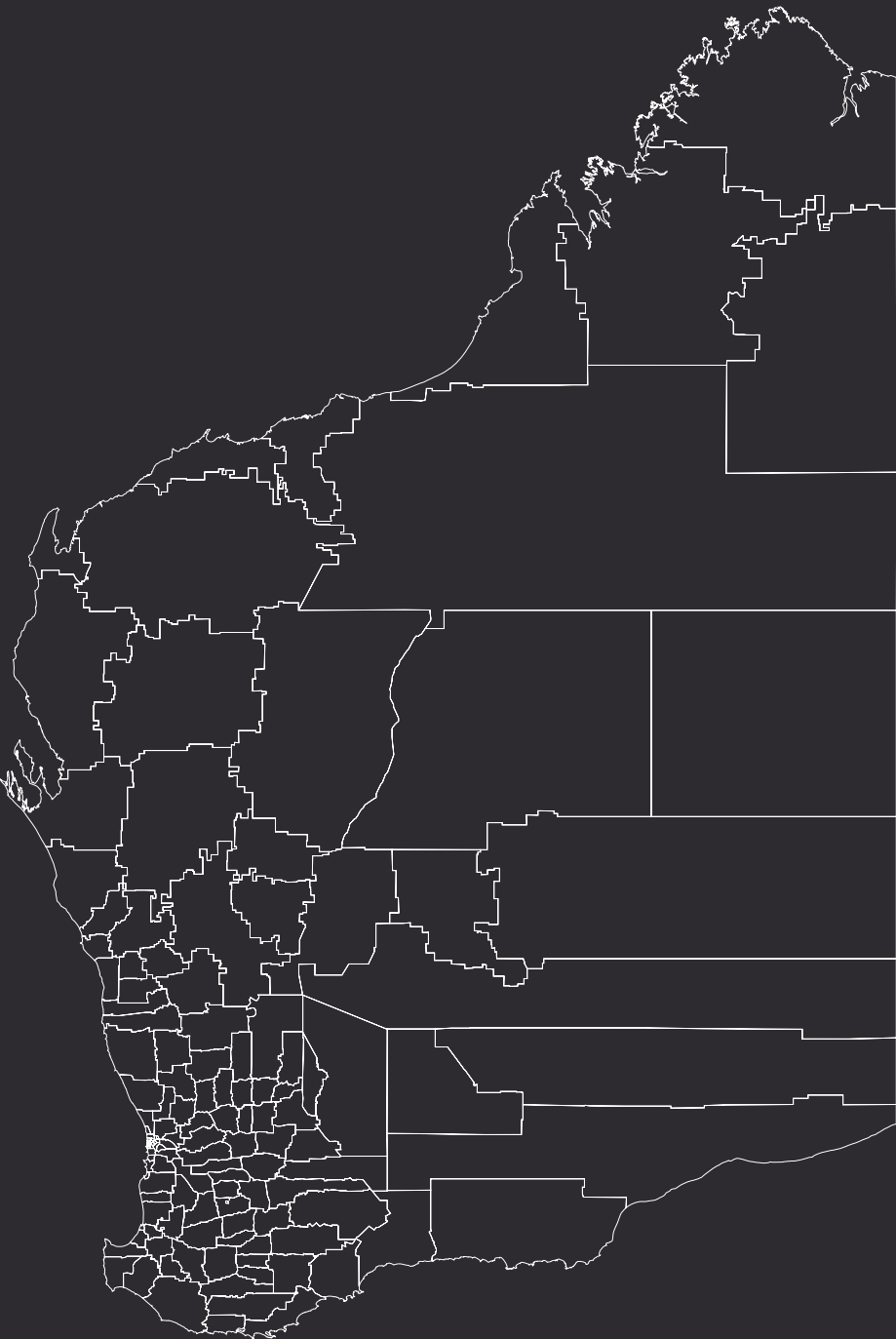
House

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 Q3	–	–	\$414,851	–	–	\$520,856	–	–	\$769,943
FY 2022 Q4	20.0%	233.3%	\$414,851	81.0%	265.4%	\$541,991	50.0%	400.0%	\$672,194
FY 2023 Q1	-55.6%	0.0%	\$416,261	3.9%	-23.2%	\$645,990	16.7%	40.0%	\$649,688
FY 2023 Q2	-50.0%	-90.0%	\$416,261	-24.1%	-32.9%	\$649,990	-42.9%	-50.0%	\$747,450
FY 2023 Q3	25.0%	200.0%	\$478,897	-31.7%	-36.7%	\$647,495	0.0%	-14.3%	\$689,700
FY 2023 Q4	-40.0%	-33.3%	\$476,445	-43.9%	32.3%	\$635,752	-50.0%	-83.3%	\$718,140
FY 2024 Q1	-33.3%	-50.0%	\$610,562	17.4%	61.0%	\$635,752	200.0%	1000.0%	\$634,788
FY 2024 Q2	50.0%	500.0%	\$662,824	-3.7%	-33.3%	\$635,752	-33.3%	0.0%	\$637,100

Land

Quarter	>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$85,000	–	–	\$68,000
FY 2022 Q4	-3.2%	148.9%	\$71,000	0.0%	550.0%	\$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%	-31.0%	\$25,000	-10.0%	-71.4%	\$57,000
FY 2024 Q2	0.0%	24.4%	\$25,000	-22.2%	-50.0%	\$57,000

Western Australia Other



FY24 Q2 Median Price Change



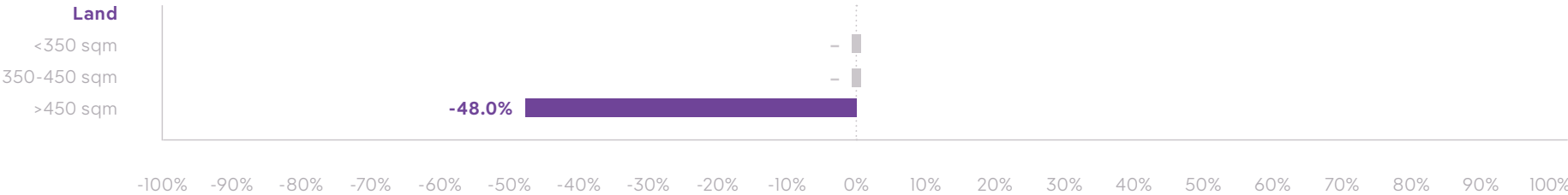
House



Land



FY24 Q2 YoY change in new listings for Western Australia Other



Western Australia Other

Land

Quarter	>450 sqm			n/a (land size not available)		
	QoQ (Listings)	QoQ (Leads)	Median Price	QoQ (Listings)	QoQ (Leads)	Median Price
FY 2022 Q3	–	–	\$10,000	–	–	\$20,000
FY 2022 Q4	3.8%	131.6%	\$10,000	0.0%	2500.0%	\$20,000
FY 2023 Q1	-7.4%	10.2%	\$10,000	-16.7%	-26.9%	\$20,000
FY 2023 Q2	0.0%	-29.9%	\$10,000	0.0%	36.8%	\$20,000
FY 2023 Q3	-12.0%	-30.9%	\$10,000	0.0%	-80.8%	\$20,000
FY 2023 Q4	-18.2%	74.5%	\$10,000	-10.0%	220.0%	\$20,000
FY 2024 Q1	0.0%	-13.4%	\$10,000	0.0%	56.3%	\$20,000
FY 2024 Q2	-27.8%	-12.7%	\$10,000	0.0%	4.0%	\$20,000





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