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APRIL
PROPERTY
MARKET
UPDATE



BIG PICTURE

The downturn has already started — just not everywhere

At a headline level, the market is still rising.

- +0.7% in March
- +2.1% over Q1 2026
- +9.9% annually

But that headline is not the story that matters.

Because underneath it:

- Sydney and Melbourne are now declining
- Most other capitals are still rising — strongly

As we've stated for months, this is no longer one market.

It's now a split market and that split is becoming more defined.

WHAT'S DRIVING IT



The Cycle Has Split

- Sydney: -0.1% month, -0.2% quarter
- Melbourne: -0.2% month, -0.6% quarter

At the same time:

- Perth: +7.3% quarter
- Brisbane: +5.1% quarter

Different cities are now in completely different phases.

Borrowing Capacity Is Driving Everything

- Lower price points are outperforming
- Premium markets are weakening

This is no longer a demand-driven market.

It is a borrowing capacity-driven market.



CAPITAL CITY PERFORMANCE



City	Month %	Month \$	Quarter %	Annual %	Median Value
Perth	+2.5%	+\$25k	7.3%	24.3%	\$1.018m
Brisbane	+1.8%	+\$19k	5.1%	19.0%	\$1.101m
Darwin	+1.6%	+\$10k	3.4%	19.7%	\$619k
Adelaide	+1.2%	+\$11k	3.6%	11.4%	\$937k
Hobart	+0.8%	+\$6k	2.5%	7.8%	\$738k
Canberra	+0.4%	+\$4k	1.4%	6.1%	\$893k
Sydney	-0.1%	-\$1k	-0.2%	4.8%	\$1.295m
Melbourne	-0.2%	-\$2k	-0.6%	3.4%	\$828k



KEY TAKEAWAYS

- **Perth:** Strongest market, but late-cycle and most exposed to slowdown
- **Brisbane:** Still growing, but momentum narrowing
- **Adelaide:** Consistent, but now maturing
- **Darwin:** Strong growth but volatile — not a first timers market.
- **Hobart/Canberra:** Stable, low momentum
- **Sydney/Melbourne:** Early downturn, rate-sensitive

GLOBAL CONFLICT



The key chain with this global conflict is predictable and has happened in history before.

Inflation rises this will cause interest rates to rise which will impact borrowing capacity and will have a flow on effect into property prices.

If inflation stays elevated:

- Rate cuts are delayed
- Borrowing capacity remains constrained

This directly impacts price growth, however this is a short to medium term impact - not a 'forever' issue.



MARKET OUTLOOK

Short-Term (6–12 Months)

- Sydney & Melbourne: Declining (-2% to -6%) - at the headline level due to the supply increase, this does not mean this is a market to avoid - this means get excited because there will be some great buying opportunities.
- Perth, Brisbane, Adelaide: Slowing growth
- Darwin: Still expanding but volatile

Medium-Term (2–5 Years)

- Structural undersupply remains
- Population growth continues
- Long-term upward pressure intact

Short-term softness does not change long-term fundamentals.

WHAT SHOULD YOU DO?

If you're buying your first property:

- Focus on affordable, high-demand markets
- Prioritise liquidity and proven demand
- Avoid:
 - Late-cycle markets
 - Oversupplied stock

If you already own property:

- Look at strong buy and hold markets
- Be cautious entering in over-cooked markets

If you're waiting:

- Good luck, I personally wouldn't.



WHERE TO FOCUS – UNDER \$600K

Location	State	Price	Yield	Trend	Strategy	SPI View
Adelaide	SA	\$400k– \$600k	4.5–5.5%	Rising	Core	Strongest affordability-driven market nationally with deep demand, tight rental conditions and consistent price pressure. Units and townhouses
Bendigo	VIC	\$450k– \$600k	4.0–5.0%	Stable	Core	Diversified regional economy with strong population base and consistent demand, offering stability relative to smaller markets.
Ballarat	VIC	\$450k– \$600k	4.0–5.0%	Rising	Core	Large regional centre benefiting from Melbourne spillover, though more cyclical and sensitive to VIC conditions.
Southern Geelong	VIC	\$500k– \$600k	3.5–4.5%	Rising	Core	Strong regional hub with employment and infrastructure, but requires careful suburb selection.
Melbourne	VIC	\$450k– \$600k	4.0–5.0%	Stabilising	Growth	Affordability-driven demand creating opportunity in well-located, established stock. High execution risk if poorly selected.
Launceston	TAS	\$450k– \$580k	4.5–5.5%	Rising	Satellite	Affordable entry with strong yields, but limited depth and liquidity. Suitable for smaller allocations only.
Hobart	TAS	\$500k– \$600k	4.0–5.0%	Stabilising	Satellite	Capital city market recovering from downturn with more stability than regional TAS, but slower growth outlook.



WHERE TO FOCUS – OVER \$600K

Location	State	Price	Yield	Trend	Strategy	SPI View
Location	State	Price	Yield	Trend	Strategy	SPI View
Melbourne	VIC	\$600k– \$900k+	3.0– 4.5%	Declining → Stabilising	Core	Market has softened and remains below peak, creating strong counter-cyclical buying opportunities ahead of recovery.
Sydney	NSW	\$600k– \$900k	3.5–4.5%	Stabilising	Growth	Affordability constraints pushing demand into established units. Focus on small blocks with strong owner-occupier appeal.
Newcastle	NSW	\$650k– \$900k	3.5–4.5%	Stable	Core	Large regional city with diversified economy and strong population growth supporting consistent long-term demand.
Wollongong & Surrounds	NSW	\$650k– \$900k	3.5–4.5%	Stable	Secondary	Strong lifestyle and employment market benefiting from Sydney spillover, though still linked to Sydney cycles.

NICK'S TAKE

We are in for some interesting times ahead, a lot of uncertainty and a lot of chaos, but for me this presents an opportunity. Love or hate capitalism it is the system that we have and it has laid out a blueprint many times before when we have had global conflict, rising rates and uncertainty.

This doesn't stop me from investing but it changes the way I approach it.

Under \$600k, the focus is on building a base:

- Affordable markets
- Strong demand
- High liquidity

This is where you get consistency and scalability in a portfolio.

Over \$600k, the strategy shifts:

- You're not buying for what's happening now
- You're positioning for what happens next

That's where Melbourne and select Sydney opportunities start to make sense.

The biggest mistake investors are making right now is assuming the last 2-3 years will continue.

It won't. We are experiencing a wealth transfer, which side of that do you want to be on?

Nick V - Founder & Director

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