



RAY WHITE NOW

PROUDLY PRESENTING PROPERTY MARKET INSIGHTS IN REAL TIME

SEPTEMBER 2023

PRICE MOVEMENTS

The property market continues to heat up with all capital cities now recording year-on-year price increases. While there was speculation that house price growth would slow once more properties became available for sale, this doesn't seem to be the case. Buyer demand remains robust, despite finance costs and the relative difficulties in getting a home loan compared to 18 months ago.

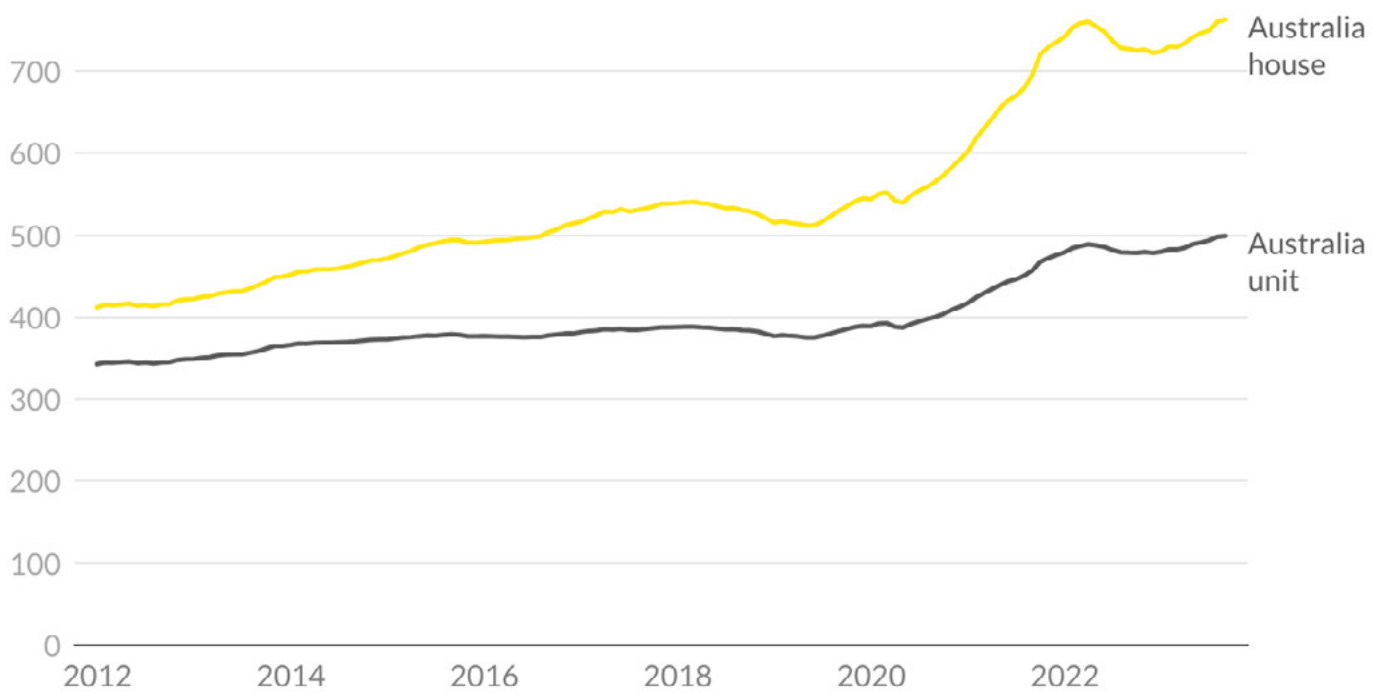
In July, we saw prices decline slightly but this was more than reversed in August. The July fall was likely due in part to the surprise interest rate rise in June, as well as the first increase in properties available for sale. In August, the markets that saw the biggest price falls last year saw the biggest increases last month. Sydney topped the list with a 0.9 per cent increase for the month. On an annual basis, Adelaide and Perth are leading the way, recording well over six per cent price growth over the past 12 months. Melbourne and Hobart are the slowest growth capital cities.

Unit price growth is also strong with all capital cities now recording year-on-year unit price growth. Very strong population growth and building challenges have resulted in Brisbane recording the most growth. Brisbane units continue to see a faster rate of growth than houses.

While surprising that demand for housing is so high in such a high interest rate environment, it reflects strong population growth and a reduction in new home construction. Continuing strong rental growth conditions are leading more people to consider buying their own homes, while a lack of new home builds are pushing more into the established home market. With interest rates at or close to peak, it's likely greater certainty about where rates will settle will also be a factor.

House prices continuing to rise

Median prices (index) - Australia

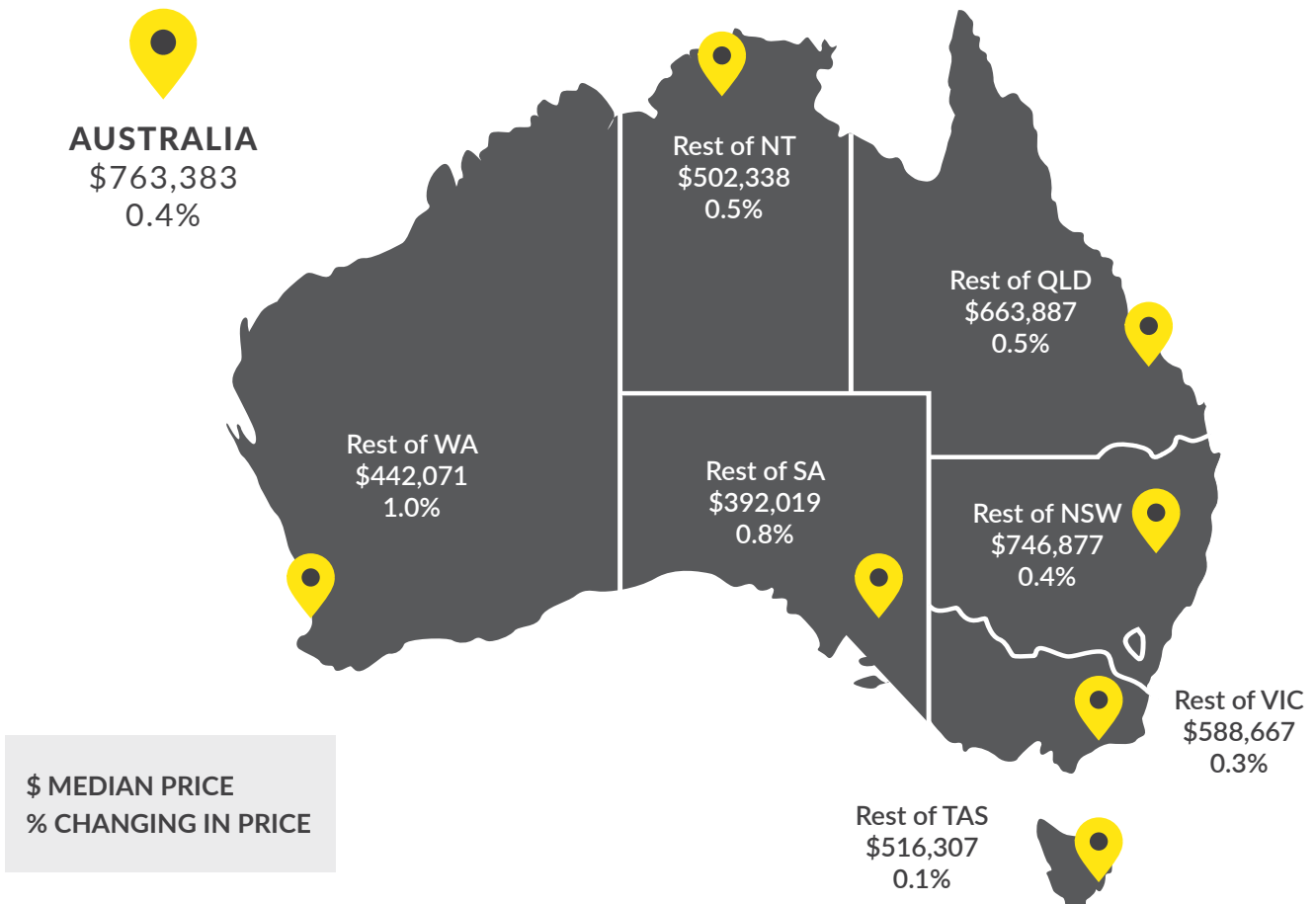


Source: Neoval

HOUSE PRICES (%CHANGE) | SINCE LAST MONTH



REGIONAL HOUSE PRICES (%CHANGE) | SINCE LAST MONTH



Capital city price growth

Median price by capital city - Houses - September

City	Median price	Year growth (%)	Month growth (%)
Sydney	\$1,663,535	5.4%	0.9%
Melbourne	\$1,097,064	3.4%	0.7%
Canberra	\$1,115,249	4.8%	0.7%
Brisbane	\$883,964	5.8%	0.3%
Perth	\$707,309	6.5%	0.2%
Adelaide	\$745,565	6.7%	0.2%
Hobart	\$770,775	2.8%	0.2%
Darwin	\$619,207	4.6%	0.0%
Capital City Combined	\$950,334	5.0%	0.5%
Australia	\$763,383	5.0%	0.4%

Source: Neoval

Regional price growth

Median price by state (excluding capital cities) - Houses - September

Region	Median price	Year growth (%)	Month growth (%)
Rest of WA	\$442,071	8.2%	1.0%
Rest of SA	\$392,019	9.5%	0.8%
Rest of QLD	\$663,887	7.1%	0.5%
Rest of NT	\$502,338	6.2%	0.5%
Rest of NSW	\$746,877	4.5%	0.4%
Rest of VIC	\$588,667	3.1%	0.3%
Rest of TAS	\$516,307	4.1%	0.1%

Source: Neoval



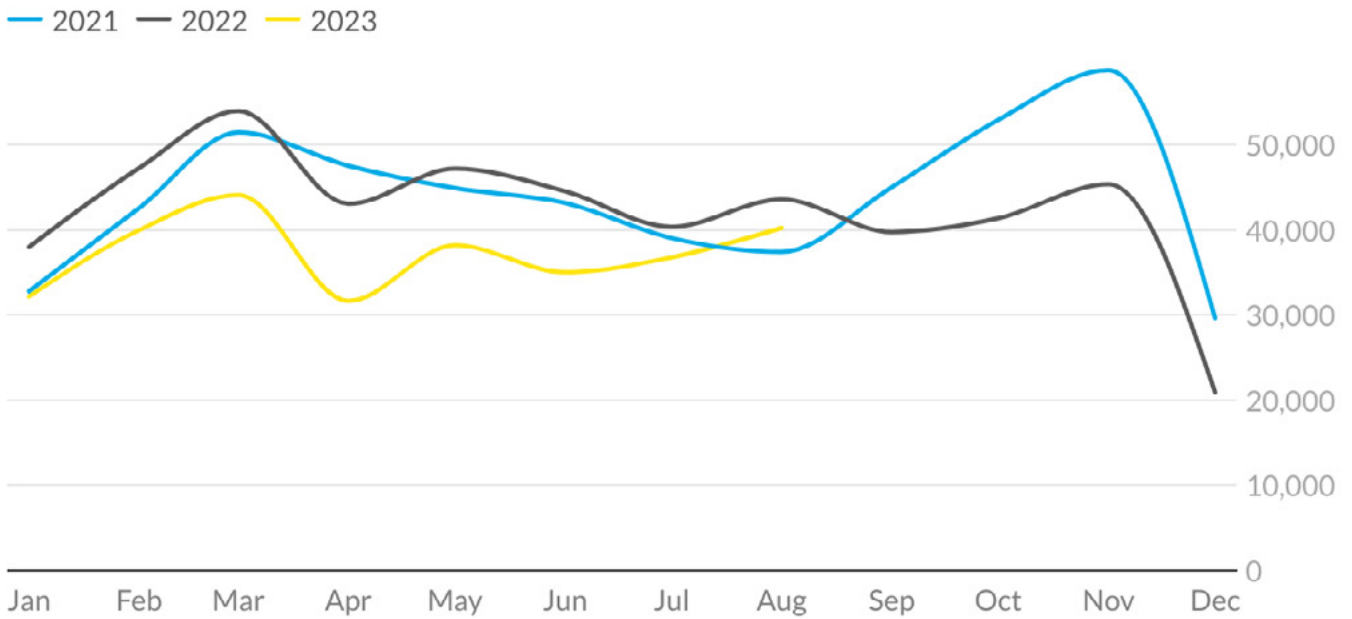
LISTING ACTIVITY

Over the past month, we've seen a lift in the number of properties for sale. There are a number of drivers for this. On one hand, rising interest rates and continued negativity towards landlords has led to an increase in the number of investors selling. More positively, increasing prices are encouraging more people to sell.

Ray White listing authorities didn't increase in August as they had in July, though new listings could still increase if more authorities are converted into published listings. Authorities are seen as a strong lead indicator for future listings, with a lead of about a week before authorities become listings visible on the market.

New listings rose again last month

New listings - Australia - Market

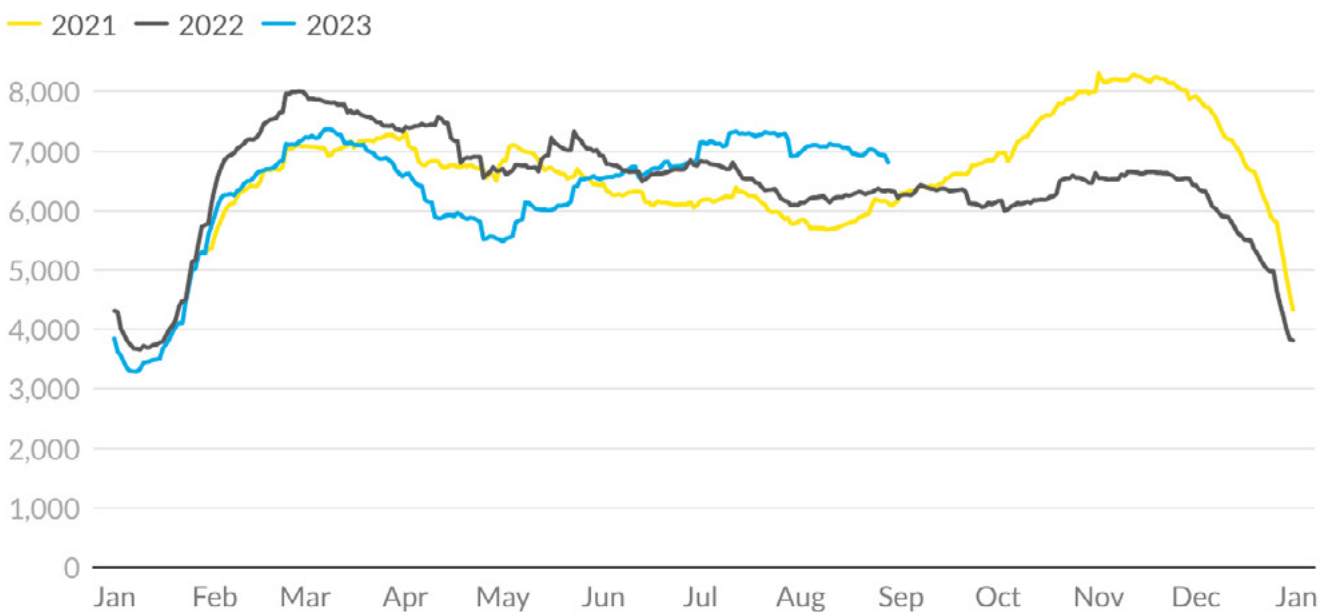


New listings from all of market + Ray White

Source: Ray White

Listing authorities

28 day rolling average - Australia - Ray White



Listing authorities from Ray White only, representing ~ 13% of the market

Source: Ray White

New listings are down in the major cities still

Year-on-year comparison - rolling three month sum

City	2022	2023	Growth%
Sydney	22,958	22,441	-2.3%
Melbourne	23,779	22,826	-4.0%
Canberra	3,892	3,662	-5.9%
Perth	12,545	11,349	-9.5%
Adelaide	5,567	4,745	-14.8%
Hobart	958	813	-15.1%
Darwin	751	545	-27.4%
Brisbane	14,220	10,128	-28.8%

Source: Ray White

Listings are down in all of regional Australia

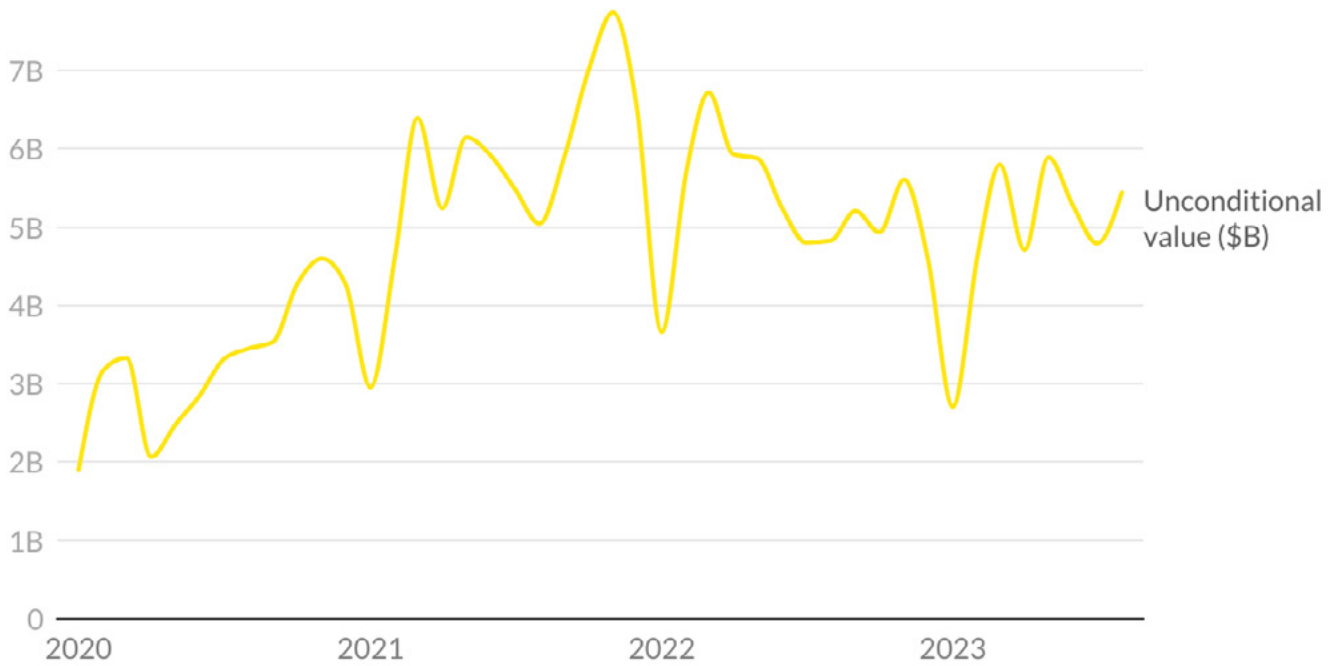
Year-on-year comparison - rolling three month sum

City	2022	2023	Growth (%)
Regional NT	168	164	-2.4%
Regional SA	1,596	1,521	-4.7%
Regional VIC	7,828	7,388	-5.6%
Regional TAS	1,486	1,306	-12.1%
Regional NSW	13,929	11,803	-15.3%
Regional WA	3,286	2,463	-25.0%
Regional QLD	17,587	12,785	-27.3%

Source: Ray White

Unconditional sales had a stronger month in August

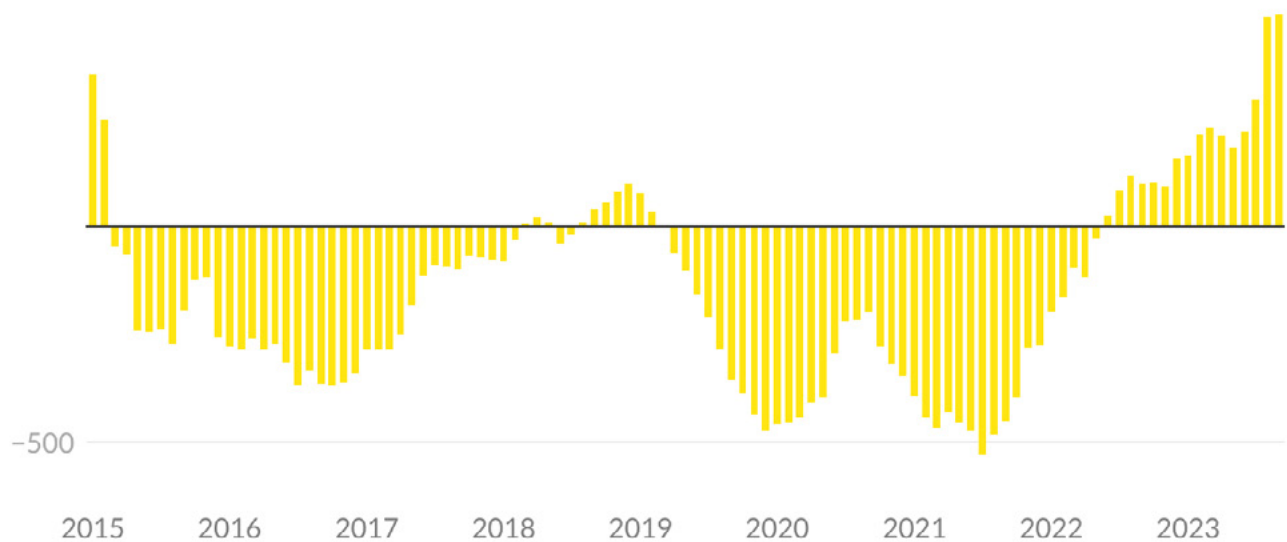
Ray White unconditional sales (\$B) - Australia



Source: Ray White

There are still more listings than sales

Stock in vs stock out difference (#) - Australia - Rolling 12 month average



Source: Ray White

A photograph of a woman with long dark hair, wearing a black t-shirt and blue jeans, hugging a young girl with long brown hair, wearing a white t-shirt and blue jeans. They are standing in a garden with tall green grass in the foreground and a large palm tree trunk in the background. The scene is bright and sunny. A semi-transparent dark grey box is overlaid on the center of the image, containing text.

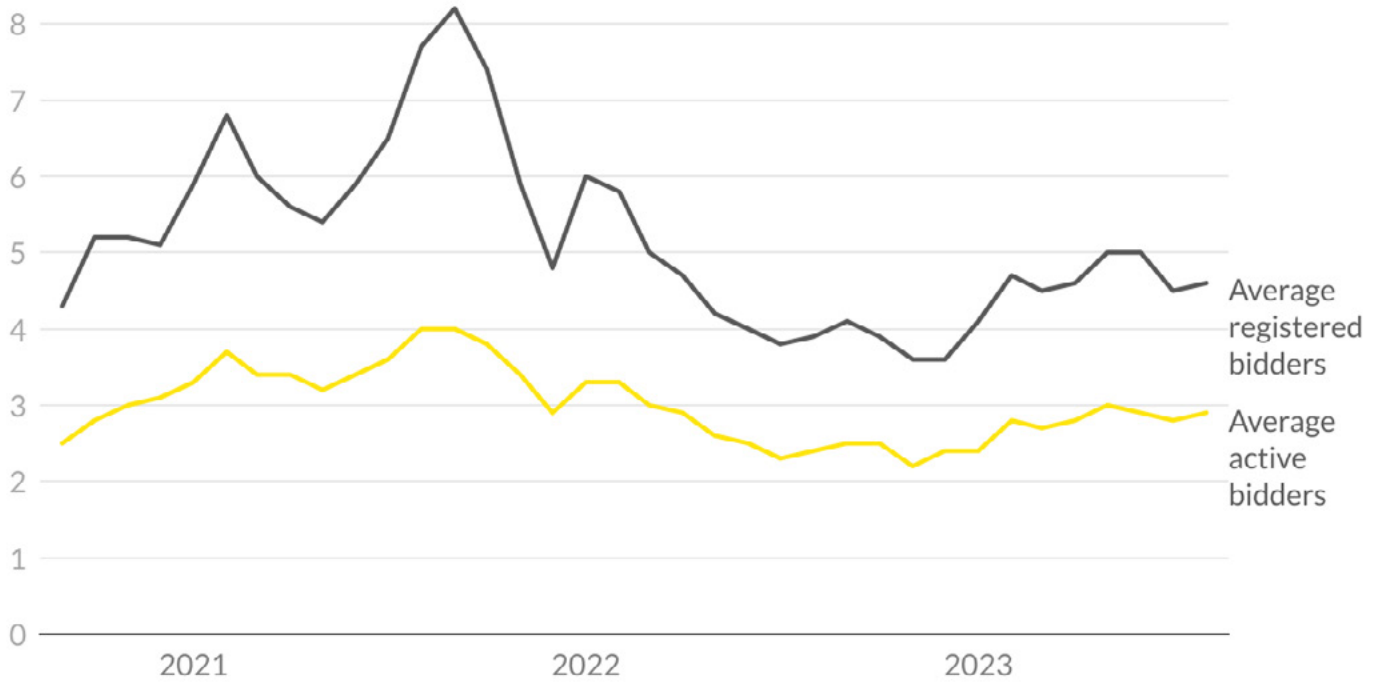
AUCTION INSIGHTS

This strength in buyer demand is showing up real time at Ray White auctions. Despite the number of properties going to auction in August being 10 per cent higher than last year, the number of active bidders is up 27 per cent. There are now significantly more people bidding even though auction numbers are up.

This is also flowing through to clearance rates. More homes are selling with the clearance rate sitting at 75.5 per cent in August, up from 66.8 per cent at the same time last year. Early signs for September suggest that this higher level will be maintained.

Auction bidder activity held last month

Average registered and average active bidders



Source: Ray White

MARKET TURNOVER

Strong conditions have been particularly positive for the Ray White Group. We listed 10,500 properties during August. This is 12 per cent up on last year and more than 20 per cent higher than two years ago. The group recorded \$6.9 billion in sales, 14 per cent up from the same time last year.



Nerida Conisbee
Chief Economist
Ray White Group



ABOUT RAY WHITE

Ray White is a fourth generation family owned and led business. It was established in 1902 in the small Queensland country town of Crows Nest, and has grown into Australasia's most successful real estate business, with more than 930 franchised offices across Australia, New Zealand, Indonesia and Hong Kong.

Ray White today spans residential, commercial and rural property as well as marine and other specialist businesses. Now more than ever, the depth of experience and the breadth of Australasia's largest real estate group brings unrivalled value to our customers. A group that has thrived through many periods of volatility, and one that will provide the strongest level of support to enable its customers make the best real estate decisions.



Ray White's first auction house, 'The Shed' Crows Nest, Queensland.



RAY WHITE **ECONOMICS TEAM**



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