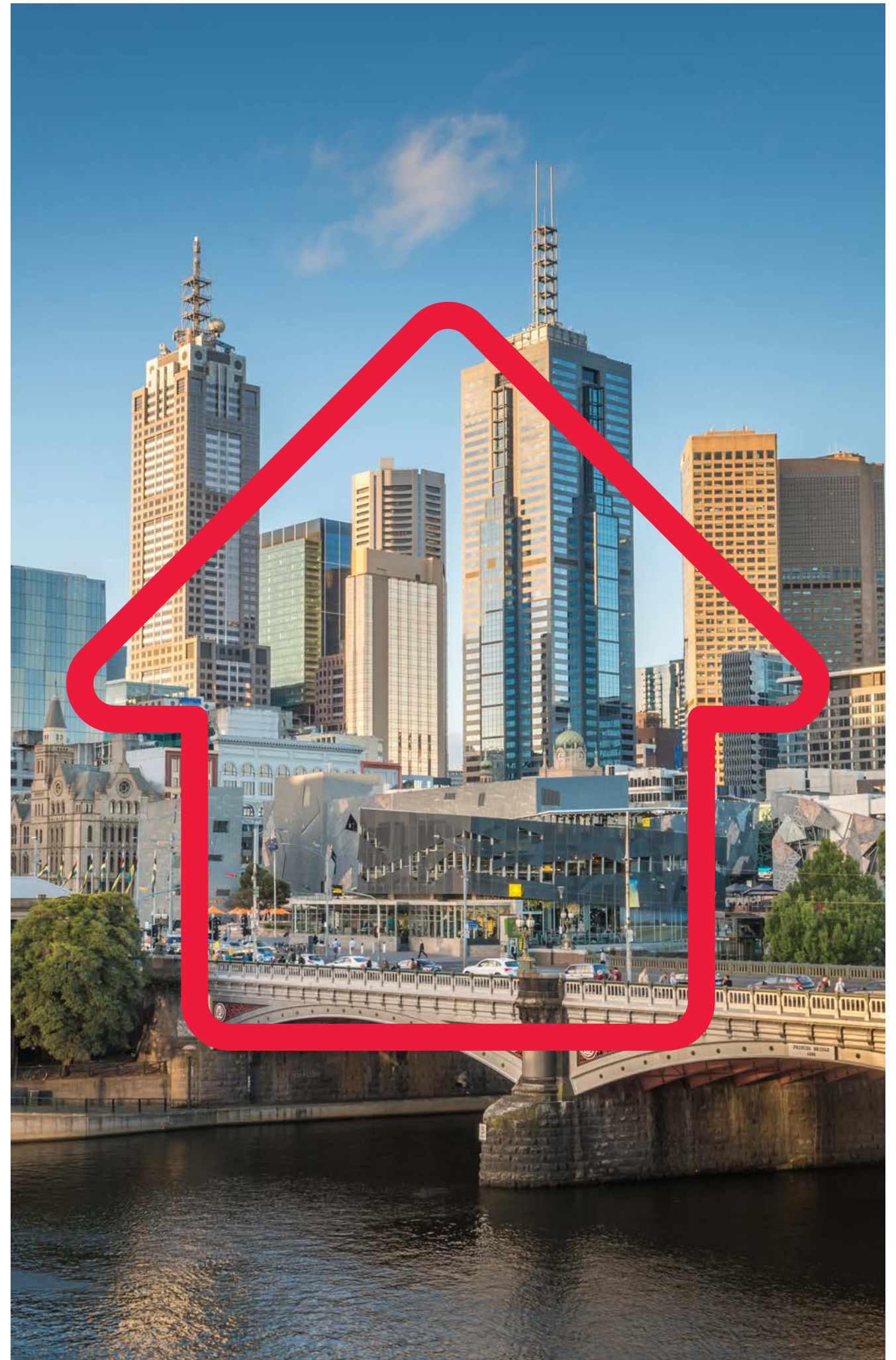


Victoria Market

Data & Insights Report

Presented by



Executive Summary

Development activity surged over the course of the pandemic as the cheap cost of debt collided with government grants. Demand to buy was extremely strong, and the average leads new developments generated sat well above historic levels.

This year the dynamic has shifted. At a whole of market level, the total number of new developments listed has steadily declined since the start of the year. At the same time, buyer demand has weakened, resulting in fewer leads.

Not all markets are behaving equally. While Melbourne's inner and middle ring markets have seen listings trend down, listings have continued to rise in growth and regional areas. All markets, however, have seen buyer demand decline.

The total number of hard leads generated in September 2022 was 70 per cent lower than the peak seen 12 months earlier, while on a per listing basis, hard leads were down 59 per cent. Hard leads per listing are now sitting below 2019's pre-pandemic levels.

In addition to the cooling pressures impacting the market more broadly, there is evidence buyers have become more hesitant to buy new, with headlines around building company collapses and cost blow-outs denting confidence.

Total searches and enquiries from prospective buyers have been trending downwards over the past six months, however the decline has been steeper for new development projects.

Despite the challenges currently faced by developers, the outlook remains strong over the medium to long term. Between 2021 and 2031, Victoria's population is projected to grow by 870,000, and 1.8 million by 2041.

With development activity starting to slow, the resumption of population growth could exacerbate an undersupply of housing across Victoria. Over time, this is expected to increase the ratio between demand versus supply and drive a recovery in development activity.

Inner Ring

Total listings peaked in May this year and have since been trending downwards. Apartments dominate Melbourne’s Inner Ring development pipeline, with two-bedroom apartments accounting for the highest share of new listings. This share, however, has been trending downwards, falling from 50 per cent in July 2021 to just 43 per cent in September 2022. Meanwhile, three-bedroom apartments saw their share rise from 25 per cent to 33 per cent over this time. Buyer demand has weakened over the past 12 months, with all apartment configurations recording fewer hard leads per listing.

LGA Group: VIC Inner Ring

Listings include any Developer listing that was active during the reported month. They are not ‘new listings’ each month and therefore cannot be summed.
Total Hard Leads = Email Enquiries, Phone Reveals and Document Downloads
Median Price = Based on listed price. Where a price range was given, the higher number was used.

Apartment

Quarter of MONTH	MONTH	0 Bed					1 Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	3	50.0%	11	–	\$185,000	185	2983.3%	362	2162.5%	\$480,000
	November 2020	3	0.0%	15	36.4%	\$185,000	193	4.3%	472	30.4%	\$480,000
	December 2020	4	33.3%	7	-53.3%	\$187,000	204	5.7%	337	-28.6%	\$480,500
FY 2021 Q3	January 2021	4	0.0%	8	14.3%	\$187,000	177	-13.2%	390	15.7%	\$479,000
	February 2021	5	25.0%	5	-37.5%	\$185,000	170	-4.0%	276	-29.2%	\$470,000
	March 2021	6	20.0%	12	140.0%	\$187,000	208	22.4%	460	66.7%	\$483,000
FY 2021 Q4	April 2021	7	16.7%	19	58.3%	\$185,000	201	-3.4%	416	-9.6%	\$481,000
	May 2021	7	0.0%	22	15.8%	\$185,000	230	14.4%	253	-39.2%	\$492,000
	June 2021	8	14.3%	20	-9.1%	\$187,000	240	4.3%	249	-1.6%	\$498,500
FY 2022 Q1	July 2021	8	0.0%	28	40.0%	\$187,000	275	14.6%	303	21.7%	\$498,000
	August 2021	8	0.0%	17	-39.3%	\$187,000	234	-14.9%	253	-16.5%	\$496,000
	September 2021	8	0.0%	17	0.0%	\$187,000	206	-12.0%	292	15.4%	\$510,000
FY 2022 Q2	October 2021	8	0.0%	19	11.8%	\$187,000	223	8.3%	324	11.0%	\$510,000
	November 2021	8	0.0%	32	68.4%	\$187,000	200	-10.3%	304	-6.2%	\$504,000
	December 2021	7	-12.5%	21	-34.4%	\$185,000	222	11.0%	206	-32.2%	\$510,460
FY 2022 Q3	January 2022	8	14.3%	30	42.9%	\$187,000	256	15.3%	385	86.9%	\$515,500
	February 2022	10	25.0%	23	-23.3%	\$187,000	246	-3.9%	350	-9.1%	\$515,250
	March 2022	10	0.0%	23	0.0%	\$185,000	274	11.4%	488	39.4%	\$524,000
FY 2022 Q4	April 2022	9	-10.0%	23	0.0%	\$675,000	321	17.2%	401	-17.8%	\$540,000
	May 2022	11	22.2%	30	30.4%	\$502,000	339	5.6%	401	0.0%	\$550,000
	June 2022	8	-27.3%	21	-30.0%	\$347,000	246	-27.4%	330	-17.7%	\$525,750
FY 2023 Q1	July 2022	11	37.5%	15	-28.6%	\$400,000	287	16.7%	351	6.4%	\$520,000
	August 2022	10	-9.1%	22	46.7%	\$322,475	297	3.5%	325	-7.4%	\$525,000
	September 2022	8	-20.0%	11	-50.0%	\$247,475	246	-17.2%	292	-10.2%	\$530,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	0.0%		-35.3%	32.3%		19.4%		0.0%	3.9%
		per listing	-60.7%				per listing	7.7%	

Inner Ring

Apartment

Quarter of MONTH	MONTH	2 Bed					3 Bed					4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	386	370.7%	852	332.5%	\$739,950	236	-42.3%	405	-17.3%	\$1,580,050	39	-75.9%	76	-70.1%	\$3,650,000	1	-88.9%	4	0.0%	\$7,000,000
	November 2020	427	10.6%	862	1.2%	\$735,000	273	15.7%	394	-2.7%	\$1,600,000	40	2.6%	65	-14.5%	\$3,825,000	1	0.0%	4	0.0%	\$7,000,000
	December 2020	453	6.1%	902	4.6%	\$730,000	247	-9.5%	456	15.7%	\$1,545,000	32	-20.0%	69	6.2%	\$3,570,000	1	0.0%	0	-100.0%	\$7,000,000
FY 2021 Q3	January 2021	396	-12.6%	1,053	16.7%	\$754,300	245	-0.8%	712	56.1%	\$1,595,000	28	-12.5%	64	-7.2%	\$4,200,000	1	0.0%	3		\$7,000,000
	February 2021	433	9.3%	1,009	-4.2%	\$730,000	257	4.9%	637	-10.5%	\$1,580,100	22	-21.4%	54	-15.6%	\$3,570,000	2	100.0%	1	-66.7%	\$8,491,500
	March 2021	488	12.7%	891	-11.7%	\$719,900	295	14.8%	622	-2.4%	\$1,600,000	26	18.2%	75	38.9%	\$3,537,500	3	50.0%	15	1400.0%	\$7,000,000
FY 2021 Q4	April 2021	453	-7.2%	855	-4.0%	\$739,950	296	0.3%	728	17.0%	\$1,620,250	26	0.0%	73	-2.7%	\$3,570,000	4	33.3%	10	-33.3%	\$4,901,250
	May 2021	501	10.6%	778	-9.0%	\$755,000	314	6.1%	618	-15.1%	\$1,612,500	25	-3.8%	81	11.0%	\$3,600,000	6	50.0%	14	40.0%	\$2,802,500
	June 2021	604	20.6%	898	15.4%	\$728,750	322	2.5%	695	12.5%	\$1,565,500	38	52.0%	104	28.4%	\$3,800,000	3	-50.0%	2	-85.7%	\$7,000,000
FY 2022 Q1	July 2021	652	7.9%	1,004	11.8%	\$739,975	327	1.6%	665	-4.3%	\$1,625,000	42	10.5%	124	19.2%	\$3,570,000	2	-33.3%	4	100.0%	\$8,491,500
	August 2021	527	-19.2%	761	-24.2%	\$750,000	304	-7.0%	637	-4.2%	\$1,656,000	38	-9.5%	84	-32.3%	\$3,600,000	2	0.0%	13	225.0%	\$8,491,500
	September 2021	487	-7.6%	978	28.5%	\$755,000	291	-4.3%	686	7.7%	\$1,700,000	39	2.6%	139	65.5%	\$2,500,000	2	0.0%	6	-53.8%	\$8,491,500
FY 2022 Q2	October 2021	519	6.6%	1,036	5.9%	\$773,750	324	11.3%	531	-22.6%	\$1,700,000	34	-12.8%	131	-5.8%	\$2,575,000	2	0.0%	8	33.3%	\$8,491,500
	November 2021	558	7.5%	914	-11.8%	\$780,000	340	4.9%	563	6.0%	\$1,799,975	35	2.9%	109	-16.8%	\$2,500,000	1	-50.0%	4	-50.0%	\$9,983,000
	December 2021	559	0.2%	847	-7.3%	\$782,000	333	-2.1%	389	-30.9%	\$1,825,719	33	-5.7%	63	-42.2%	\$2,500,000	1	0.0%	5	25.0%	\$9,983,000
FY 2022 Q3	January 2022	587	5.0%	1,139	34.5%	\$799,000	336	0.9%	646	66.1%	\$1,800,000	22	-33.3%	94	49.2%	\$2,575,000	1	0.0%	3	-40.0%	\$9,983,000
	February 2022	582	-0.9%	955	-16.2%	\$804,200	352	4.8%	538	-16.7%	\$1,787,000	30	36.4%	66	-29.8%	\$3,471,500	1	0.0%	3	0.0%	\$9,983,000
	March 2022	624	7.2%	982	2.8%	\$796,180	395	12.2%	583	8.4%	\$1,775,000	31	3.3%	68	3.0%	\$4,000,000	-	-100.0%	-	-100.0%	-
FY 2022 Q4	April 2022	638	2.2%	1,035	5.4%	\$804,200	419	6.1%	645	10.6%	\$1,757,000	29	-6.5%	87	27.9%	\$4,250,000					
	May 2022	667	4.5%	948	-8.4%	\$814,925	465	11.0%	655	1.6%	\$1,750,000	29	0.0%	70	-19.5%	\$4,000,000					
	June 2022	507	-24.0%	886	-6.5%	\$804,200	375	-19.4%	586	-10.5%	\$1,742,000	25	-13.8%	64	-8.6%	\$3,050,000					
FY 2023 Q1	July 2022	572	12.8%	819	-7.6%	\$799,000	396	5.6%	588	0.3%	\$1,700,000	25	0.0%	61	-4.7%	\$2,500,000					
	August 2022	546	-4.5%	843	2.9%	\$799,500	411	3.8%	608	3.4%	\$1,755,000	26	4.0%	64	4.9%	\$3,375,000					
	September 2022	490	-10.3%	852	1.1%	\$793,500	373	-9.2%	525	-13.7%	\$1,800,000	26	0.0%	54	-15.6%	\$3,050,000					

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	0.6%		-12.9%	5.1%		28.2%		-23.5%	5.9%		-33.3%		-61.2%	22.0%		-100.0%		-100.0%	-100.0%
		per listing	12.9%				per listing	-30.8%				per listing	-29.7%				per listing	-	

Inner Ring

House

House		0 Bed					1 Bed					2 Bed					3 Bed				
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	–	-100.0%	–	-100.0%	–	–	-100.0%	–	-100.0%	–	1	-97.4%	14	-56.3%	\$1,295,000	–	-100.0%	–	-100.0%	–
	November 2020											–	-100.0%	–	-100.0%	–	1	–	0	–	\$1,895,000
	December 2020																1	0.0%	1	–	\$1,895,000
FY 2021 Q3	January 2021						1	–	0	–	\$479,000	1	–	1	–	\$639,000	1	0.0%	0	-100.0%	\$1,895,000
	February 2021						2	100.0%	1	–	\$479,000	2	100.0%	1	0.0%	\$639,000	1	0.0%	0	–	\$1,895,000
	March 2021						1	-50.0%	0	-100.0%	\$479,000	1	-50.0%	0	-100.0%	\$639,000	1	0.0%	1	–	\$1,895,000
FY 2021 Q4	April 2021						–	-100.0%	–	–	–	–	-100.0%	–	–	–	3	200.0%	10	900.0%	\$1,895,000
	May 2021																3	0.0%	24	140.0%	\$1,895,000
	June 2021																1	-66.7%	3	-87.5%	\$1,299,000
FY 2022 Q1	July 2021																1	0.0%	6	100.0%	\$1,299,000
	August 2021																1	0.0%	8	33.3%	\$1,299,000
	September 2021																1	0.0%	3	-62.5%	\$1,299,000
FY 2022 Q2	October 2021																1	0.0%	3	0.0%	\$1,299,000
	November 2021																1	0.0%	0	-100.0%	\$1,895,000
	December 2021																–	-100.0%	–	–	–
FY 2022 Q3	January 2022											1	–	2	–	\$480,000					
	February 2022											1	0.0%	0	-100.0%	\$480,000					
	March 2022											–	-100.0%	–	–	–					
FY 2022 Q4	April 2022																1	–	6	–	\$2,100,000
	May 2022																1	0.0%	1	-83.3%	\$2,100,000
	June 2022																1	0.0%	3	200.0%	\$2,100,000
FY 2023 Q1	July 2022																2	100.0%	3	0.0%	\$3,000,000
	August 2022																2	0.0%	5	66.7%	\$3,000,000
	September 2022																2	0.0%	13	160.0%	\$3,000,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price			
																			100.0%		333.3%	130.9%
		per listing						per listing						per listing				8.3%				

Inner Ring

House

Quarter of MONTH	MONTH	4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	–	-100.0%	–	-100.0%	–	–	-100.0%	–	-100.0%	–
	November 2020										
	December 2020										
FY 2021 Q3	January 2021										
	February 2021	1	–	36	–	\$5,950,000					
	March 2021	1	0.0%	16	-55.6%	\$5,950,000					
FY 2021 Q4	April 2021	–	-100.0%	–	-100.0%	–					
	May 2021						1	–	3	–	\$8,950,000
	June 2021	1	–	6	–	\$4,350,000	1	0.0%	12	300.0%	\$8,950,000
FY 2022 Q1	July 2021	1	0.0%	12	100.0%	\$4,350,000	1	0.0%	4	-66.7%	\$8,950,000
	August 2021	1	0.0%	11	-8.3%	\$4,350,000	–	-100.0%	–	-100.0%	–
	September 2021	3	200.0%	14	27.3%	\$4,350,000					
FY 2022 Q2	October 2021	3	0.0%	15	7.1%	\$3,950,000					
	November 2021	3	0.0%	17	13.3%	\$3,950,000					
	December 2021	3	0.0%	10	-41.2%	\$3,950,000	1	–	8	–	\$8,380,000
FY 2022 Q3	January 2022	3	0.0%	17	70.0%	\$3,950,000	1	0.0%	9	12.5%	\$8,380,000
	February 2022	3	0.0%	15	-11.8%	\$3,950,000	–	-100.0%	–	-100.0%	–
	March 2022	3	0.0%	19	26.7%	\$3,950,000					
FY 2022 Q4	April 2022	3	0.0%	17	-10.5%	\$3,500,000					
	May 2022	3	0.0%	10	-41.2%	\$3,500,000					
	June 2022	3	0.0%	5	-50.0%	\$3,500,000	1	–	3	–	\$2,500,000
FY 2023 Q1	July 2022	3	0.0%	8	60.0%	\$3,500,000	1	0.0%	1	-66.7%	\$2,500,000
	August 2022	2	-33.3%	1	-87.5%	\$2,050,000	1	0.0%	5	400.0%	\$2,500,000
	September 2022	2	0.0%	2	100.0%	\$2,050,000	1	0.0%	2	-60.0%	\$2,500,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	-33.3%		-85.7%	-52.9%					
		per listing	-91.7%				per listing		



Middle Ring

Total listings are down slightly from 12 months ago, with the largest drop seen in houses. Apartments accounted for almost all (97 per cent) listings in September, those with two-bedrooms being the most common. Over the past 12 months there has been a slight increase in the proportion of larger apartments being listed. Those with three or more bedrooms accounted for 45 per cent of listed apartments in September, up from 42 per cent 12 months ago. In contrast, the share of two-bedroom apartments has declined, while those with one held steady. While all property types have seen leads per listing decline over the past two years, one-bedroom apartments have so far proved the most resilient, recording the smallest drop.

LGA Group: VIC Middle Ring

Listings include any Developer listing that was active during the reported month. They are not 'new listings' each month and therefore cannot be summed.

Total Hard Leads = Email Enquiries, Phone Reveals and Document Downloads

Median Price = Based on listed price. Where a price range was given, the higher number was used.

Apartment

Quarter of MONTH	MONTH	0 Bed					1 Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	7	-12.5%	6	-45.5%	\$520,000	187	-24.0%	575	96.9%	\$422,500
	November 2020	7	0.0%	5	-16.7%	\$520,000	214	14.4%	418	-27.3%	\$410,000
	December 2020	8	14.3%	1	-80.0%	\$507,500	210	-1.9%	401	-4.1%	\$415,000
FY 2021 Q3	January 2021	8	0.0%	17	1600.0%	\$507,500	182	-13.3%	443	10.5%	\$408,000
	February 2021	7	-12.5%	12	-29.4%	\$495,000	209	14.8%	498	12.4%	\$407,500
	March 2021	8	14.3%	16	33.3%	\$507,500	258	23.4%	509	2.2%	\$407,500
FY 2021 Q4	April 2021	7	-12.5%	7	-56.3%	\$495,000	224	-13.2%	316	-37.9%	\$426,250
	May 2021	6	-14.3%	2	-71.4%	\$507,500	216	-3.6%	353	11.7%	\$430,000
	June 2021	8	33.3%	4	100.0%	\$553,500	223	3.2%	388	9.9%	\$420,000
FY 2022 Q1	July 2021	4	-50.0%	1	-75.0%	\$472,500	228	2.2%	375	-3.4%	\$418,182
	August 2021	3	-25.0%	0	-100.0%	\$495,000	212	-7.0%	288	-23.2%	\$420,000
	September 2021	4	33.3%	0	-	\$507,500	224	5.7%	364	26.4%	\$421,500
FY 2022 Q2	October 2021	2	-50.0%	0	-	\$472,500	224	0.0%	406	11.5%	\$433,554
	November 2021	3	50.0%	0	-	\$450,000	232	3.6%	308	-24.1%	\$444,513
	December 2021	3	0.0%	1	-	\$450,000	214	-7.8%	227	-26.3%	\$458,500
FY 2022 Q3	January 2022	3	0.0%	3	200.0%	\$450,000	208	-2.8%	295	30.0%	\$446,839
	February 2022	1	-66.7%	1	-66.7%	\$135,000	210	1.0%	307	4.1%	\$445,000
	March 2022	3	200.0%	10	900.0%	\$950,000	235	11.9%	344	12.1%	\$452,000
FY 2022 Q4	April 2022	4	33.3%	1	-90.0%	\$810,500	208	-11.5%	239	-30.5%	\$445,250
	May 2022	4	0.0%	4	300.0%	\$810,500	228	9.6%	291	21.8%	\$437,000
	June 2022	8	100.0%	10	150.0%	\$580,000	185	-18.9%	235	-19.2%	\$440,000
FY 2023 Q1	July 2022	9	12.5%	12	20.0%	\$671,000	197	6.5%	280	19.1%	\$445,000
	August 2022	9	0.0%	15	25.0%	\$386,000	222	12.7%	321	14.6%	\$450,000
	September 2022	8	-11.1%	11	-26.7%	\$429,500	203	-8.6%	305	-5.0%	\$460,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	100.0%		—	-15.4%		-9.4%		-16.2%	9.1%
		per listing	450.0%				per listing	-8.7%	

Middle Ring

Apartment

Quarter of MONTH	MONTH	2 Bed					3 Bed					4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	537	9.6%	1,674	96.5%	\$650,000	415	11.3%	1,153	119.6%	\$1,198,000	62	138.5%	170	214.8%	\$1,305,000	2	–	4	–	\$1,645,000
	November 2020	573	6.7%	1,783	6.5%	\$640,000	470	13.3%	1,201	4.2%	\$1,200,000	71	14.5%	286	68.2%	\$1,259,000	2	0.0%	7	75.0%	\$1,645,000
	December 2020	564	-1.6%	1,621	-9.1%	\$639,500	459	-2.3%	1,123	-6.5%	\$1,200,000	67	-5.6%	314	9.8%	\$1,259,000	5	150.0%	16	128.6%	\$999,900
FY 2021 Q3	January 2021	534	-5.3%	2,127	31.2%	\$645,000	428	-6.8%	1,657	47.6%	\$1,252,000	79	17.9%	449	43.0%	\$1,259,000	8	60.0%	10	-37.5%	\$999,400
	February 2021	621	16.3%	1,617	-24.0%	\$631,400	466	8.9%	1,303	-21.4%	\$1,247,500	96	21.5%	342	-23.8%	\$1,290,000	5	-37.5%	20	100.0%	\$999,900
	March 2021	680	9.5%	1,882	16.4%	\$630,000	503	7.9%	1,548	18.8%	\$1,202,500	100	4.2%	417	21.9%	\$1,297,500	12	140.0%	20	0.0%	\$999,400
FY 2021 Q4	April 2021	676	-0.6%	1,614	-14.2%	\$640,670	511	1.6%	1,232	-20.4%	\$1,275,000	112	12.0%	441	5.8%	\$1,327,500	8	-33.3%	63	215.0%	\$1,097,500
	May 2021	668	-1.2%	1,455	-9.9%	\$658,000	537	5.1%	1,416	14.9%	\$1,290,000	114	1.8%	415	-5.9%	\$1,312,500	13	62.5%	54	-14.3%	\$995,000
	June 2021	708	6.0%	1,626	11.8%	\$650,000	548	2.0%	1,796	26.8%	\$1,299,000	110	-3.5%	481	15.9%	\$1,317,500	18	38.5%	65	20.4%	\$992,450
FY 2022 Q1	July 2021	693	-2.1%	1,398	-14.0%	\$665,500	553	0.9%	1,521	-15.3%	\$1,350,000	109	-0.9%	480	-0.2%	\$1,350,000	13	-27.8%	73	12.3%	\$989,900
	August 2021	655	-5.5%	1,332	-4.7%	\$666,750	510	-7.8%	1,369	-10.0%	\$1,350,000	108	-0.9%	496	3.3%	\$1,317,500	10	-23.1%	52	-28.8%	\$989,900
	September 2021	638	-2.6%	1,408	5.7%	\$675,000	517	1.4%	1,263	-7.7%	\$1,375,000	107	-0.9%	454	-8.5%	\$1,380,000	9	-10.0%	44	-15.4%	\$995,000
FY 2022 Q2	October 2021	652	2.2%	1,482	5.3%	\$695,000	517	0.0%	1,262	-0.1%	\$1,385,000	110	2.8%	446	-1.8%	\$1,380,000	4	-55.6%	49	11.4%	\$1,099,450
	November 2021	693	6.3%	1,206	-18.6%	\$690,000	568	9.9%	1,071	-15.1%	\$1,362,500	139	26.4%	427	-4.3%	\$1,400,000	6	50.0%	54	10.2%	\$1,144,000
	December 2021	656	-5.3%	960	-20.4%	\$695,000	518	-8.8%	924	-13.7%	\$1,349,975	123	-11.5%	324	-24.1%	\$1,400,000	6	0.0%	10	-81.5%	\$1,265,000
FY 2022 Q3	January 2022	654	-0.3%	1,439	49.9%	\$675,000	477	-7.9%	1,241	34.3%	\$1,330,000	123	0.0%	466	43.8%	\$1,400,000	7	16.7%	15	50.0%	\$1,200,000
	February 2022	663	1.4%	1,279	-11.1%	\$675,000	540	13.2%	1,047	-15.6%	\$1,440,000	117	-4.9%	349	-25.1%	\$1,350,000	6	-14.3%	7	-53.3%	\$1,144,000
	March 2022	669	0.9%	1,177	-8.0%	\$675,000	577	6.9%	987	-5.7%	\$1,450,000	129	10.3%	286	-18.1%	\$1,340,000	8	33.3%	16	128.6%	\$1,073,400
FY 2022 Q4	April 2022	602	-10.0%	1,060	-9.9%	\$680,000	486	-15.8%	919	-6.9%	\$1,445,000	109	-15.5%	244	-14.7%	\$1,369,000	6	-25.0%	12	-25.0%	\$1,129,400
	May 2022	590	-2.0%	1,076	1.5%	\$674,500	509	4.7%	979	6.5%	\$1,450,000	98	-10.1%	259	6.1%	\$1,399,500	6	0.0%	10	-16.7%	\$1,265,000
	June 2022	525	-11.0%	942	-12.5%	\$670,000	474	-6.9%	734	-25.0%	\$1,475,000	104	6.1%	250	-3.5%	\$1,399,500	3	-50.0%	5	-50.0%	\$1,330,000
FY 2023 Q1	July 2022	564	7.4%	958	1.7%	\$655,000	479	1.1%	765	4.2%	\$1,425,000	129	24.0%	281	12.4%	\$1,650,000	2	-33.3%	10	100.0%	\$1,515,000
	August 2022	554	-1.8%	944	-1.5%	\$659,000	501	4.6%	803	5.0%	\$1,380,000	131	1.6%	254	-9.6%	\$1,600,000	4	100.0%	7	-30.0%	\$1,189,400
	September 2022	586	5.8%	907	-3.9%	\$661,988	509	1.6%	756	-5.9%	\$1,380,000	125	-4.6%	322	26.8%	\$1,600,000	7	75.0%	17	142.9%	\$1,048,800

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	-8.2%		-35.6%	-1.9%		-1.5%		-40.1%	0.4%		16.8%		-29.1%	15.9%		-22.2%		-61.4%	5.4%
		per listing	-23.3%				per listing	-46.0%				per listing	-41.5%				per listing	-56.8%	

Middle Ring

House

		0 Bed					1 Bed					2 Bed					3 Bed				
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020											6	-	14	-	\$625,000	13	550.0%	54	315.4%	\$1,180,000
	November 2020											5	-16.7%	6	-57.1%	\$625,000	14	7.7%	92	70.4%	\$1,140,000
	December 2020											3	-40.0%	1	-83.3%	\$689,000	12	-14.3%	35	-62.0%	\$1,190,000
FY 2021 Q3	January 2021											4	33.3%	38	3700.0%	\$669,500	13	8.3%	116	231.4%	\$1,100,000
	February 2021											4	0.0%	12	-68.4%	\$652,500	25	92.3%	70	-39.7%	\$800,000
	March 2021											3	-25.0%	7	-41.7%	\$650,000	31	24.0%	109	55.7%	\$955,000
FY 2021 Q4	April 2021											7	133.3%	35	400.0%	\$590,000	33	6.5%	79	-27.5%	\$1,050,000
	May 2021											7	0.0%	40	14.3%	\$590,000	34	3.0%	94	19.0%	\$1,002,500
	June 2021											6	-14.3%	14	-65.0%	\$652,500	34	0.0%	91	-3.2%	\$1,075,000
FY 2022 Q1	July 2021											6	0.0%	9	-35.7%	\$652,500	29	-14.7%	73	-19.8%	\$1,050,000
	August 2021											7	16.7%	20	122.2%	\$650,000	28	-3.4%	82	12.3%	\$1,112,500
	September 2021											5	-28.6%	22	10.0%	\$650,000	25	-10.7%	89	8.5%	\$1,175,000
FY 2022 Q2	October 2021											5	0.0%	25	13.6%	\$675,000	26	4.0%	75	-15.7%	\$1,177,500
	November 2021											5	0.0%	19	-24.0%	\$1,050,000	26	0.0%	56	-25.3%	\$1,115,000
	December 2021											5	0.0%	5	-73.7%	\$785,000	23	-11.5%	47	-16.1%	\$1,050,000
FY 2022 Q3	January 2022											5	0.0%	16	220.0%	\$785,000	26	13.0%	94	100.0%	\$1,050,000
	February 2022											5	0.0%	17	6.3%	\$785,000	23	-11.5%	113	20.2%	\$1,019,000
	March 2022						1	-	3	-	\$375,000	7	40.0%	7	-58.8%	\$600,000	22	-4.3%	80	-29.2%	\$837,000
FY 2022 Q4	April 2022						1	0.0%	1	-66.7%	\$375,000	5	-28.6%	6	-14.3%	\$785,000	18	-18.2%	30	-62.5%	\$800,000
	May 2022						1	0.0%	0	-100.0%	\$375,000	5	0.0%	13	116.7%	\$452,500	24	33.3%	49	63.3%	\$929,000
	June 2022						1	0.0%	1	-	\$375,000	6	20.0%	9	-30.8%	\$569,950	21	-12.5%	27	-44.9%	\$849,000
FY 2023 Q1	July 2022						1	0.0%	0	-100.0%	\$375,000	4	-33.3%	6	-33.3%	\$551,250	10	-52.4%	41	51.9%	\$1,175,000
	August 2022						-	-100.0%	-	-	-	4	0.0%	2	-66.7%	\$423,750	12	20.0%	34	-17.1%	\$1,125,000
	September 2022											7	75.0%	16	700.0%	\$452,500	10	-16.7%	24	-29.4%	\$1,100,000
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
													40.0%		-27.3%	-30.4%		-60.0%		-73.0%	-6.4%
			per listing					per listing					per listing	52.4%				per listing	-4.7%		

Middle Ring

House

Quarter of MONTH	MONTH	4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	17	750.0%	133	6550.0%	\$1,495,000	7	600.0%	355	17650.0%	\$3,380,000
	November 2020	21	23.5%	245	84.2%	\$1,495,000	11	57.1%	157	-55.8%	\$3,500,000
	December 2020	23	9.5%	251	2.4%	\$1,495,000	13	18.2%	173	10.2%	\$3,500,000
FY 2021 Q3	January 2021	18	-21.7%	133	-47.0%	\$1,235,000	11	-15.4%	148	-14.5%	\$3,750,000
	February 2021	18	0.0%	131	-1.5%	\$1,235,000	15	36.4%	99	-33.1%	\$4,150,000
	March 2021	20	11.1%	105	-19.8%	\$1,225,000	12	-20.0%	158	59.6%	\$4,442,500
FY 2021 Q4	April 2021	17	-15.0%	43	-59.0%	\$1,215,000	9	-25.0%	154	-2.5%	\$4,500,000
	May 2021	18	5.9%	85	97.7%	\$1,207,500	12	33.3%	115	-25.3%	\$3,750,000
	June 2021	14	-22.2%	73	-14.1%	\$1,487,500	11	-8.3%	107	-7.0%	\$5,895,000
FY 2022 Q1	July 2021	15	7.1%	86	17.8%	\$1,495,000	7	-36.4%	93	-13.1%	\$5,985,000
	August 2021	15	0.0%	102	18.6%	\$1,495,000	7	0.0%	83	-10.8%	\$5,895,000
	September 2021	12	-20.0%	119	16.7%	\$1,487,500	7	0.0%	81	-2.4%	\$5,985,000
FY 2022 Q2	October 2021	15	25.0%	102	-14.3%	\$1,495,000	9	28.6%	58	-28.4%	\$6,288,000
	November 2021	14	-6.7%	78	-23.5%	\$1,537,500	7	-22.2%	41	-29.3%	\$7,580,000
	December 2021	16	14.3%	48	-38.5%	\$1,537,500	7	0.0%	50	22.0%	\$8,880,000
FY 2022 Q3	January 2022	14	-12.5%	87	81.3%	\$1,707,000	6	-14.3%	45	-10.0%	\$6,690,000
	February 2022	13	-7.1%	68	-21.8%	\$1,750,000	6	0.0%	86	91.1%	\$5,440,000
	March 2022	13	0.0%	57	-16.2%	\$1,495,000	8	33.3%	83	-3.5%	\$5,944,000
FY 2022 Q4	April 2022	10	-23.1%	52	-8.8%	\$1,759,500	7	-12.5%	66	-20.5%	\$6,000,000
	May 2022	7	-30.0%	27	-48.1%	\$1,495,000	6	-14.3%	37	-43.9%	\$5,944,000
	June 2022	7	0.0%	25	-7.4%	\$1,495,000	8	33.3%	83	124.3%	\$4,695,000
FY 2023 Q1	July 2022	7	0.0%	27	8.0%	\$1,495,000	6	-25.0%	82	-1.2%	\$5,345,000
	August 2022	8	14.3%	23	-14.8%	\$1,487,500	6	0.0%	63	-23.2%	\$5,345,000
	September 2022	10	25.0%	35	52.2%	\$1,487,500	9	50.0%	40	-36.5%	\$5,800,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	-16.7%		-70.6%	0.0%		28.6%		-50.6%	-3.1%
		per listing	-39.0%				per listing	-66.5%	



Middle Ring

Land

Land

		<350 sqm					350-450 sqm					>450 sqm					n/a (land size not available)				
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020											3	–	15	–	\$1,330,000					
	November 2020											3	0.0%	18	20.0%	\$1,330,000					
	December 2020						1	–	0	–	\$1,080,000	4	33.3%	9	-50.0%	\$1,362,500					
FY 2021 Q3	January 2021						1	0.0%	11	–	\$1,080,000	5	25.0%	47	422.2%	\$1,395,000					
	February 2021						1	0.0%	6	-45.5%	\$1,080,000	5	0.0%	25	-46.8%	\$1,395,000					
	March 2021						–	-100.0%	–	-100.0%	–	4	-20.0%	20	-20.0%	\$1,505,000					
FY 2021 Q4	April 2021						1	–	1	–	\$1,150,000	3	-25.0%	22	10.0%	\$1,330,000					
	May 2021						1	0.0%	1	0.0%	\$1,150,000	5	66.7%	15	-31.8%	\$1,330,000					
	June 2021						–	-100.0%	–	-100.0%	–	5	0.0%	45	200.0%	\$1,395,000					
FY 2022 Q1	July 2021						–	–	–	–	–	4	-20.0%	44	-2.2%	\$1,342,500					
	August 2021						1	–	6	–	\$1,100,000	4	0.0%	43	-2.3%	\$1,355,000					
	September 2021						1	0.0%	9	50.0%	\$1,100,000	4	0.0%	48	11.6%	\$1,355,000					
FY 2022 Q2	October 2021						–	-100.0%	–	-100.0%	–	3	-25.0%	21	-56.3%	\$1,290,000					
	November 2021											4	33.3%	20	-4.8%	\$1,470,000					
	December 2021											2	-50.0%	14	-30.0%	\$1,650,000					
FY 2022 Q3	January 2022											3	50.0%	20	42.9%	\$1,650,000					
	February 2022											3	0.0%	13	-35.0%	\$1,650,000					
	March 2022											3	0.0%	5	-61.5%	\$1,650,000					
FY 2022 Q4	April 2022											2	-33.3%	11	120.0%	\$1,650,000					
	May 2022											2	0.0%	9	-18.2%	\$1,650,000					
	June 2022											3	50.0%	11	22.2%	\$1,650,000					
FY 2023 Q1	July 2022	1	–	11	–	\$650,000						3	0.0%	4	-63.6%	\$1,650,000					
	August 2022	1	0.0%	7	-36.4%	\$650,000						3	0.0%	4	0.0%	\$1,650,000					
	September 2022	1	0.0%	9	28.6%	\$650,000						2	-33.3%	1	-75.0%	\$1,650,000					
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
								-100.0%		-100.0%	-100.0%		-50.0%		-97.9%	21.8%					
			per listing					per listing	–				per listing	-95.5%				per listing			

Growth Areas

Across Victoria’s Growth Areas, houses accounted for 78 per cent of listings in September, followed by land (13 per cent) then apartments (9 per cent). Among apartment developments, larger listings dominate, three-bedrooms being the most common. For houses, four-bedrooms are most common, accounting for around two thirds of houses listed in September. By property type, land has recorded the strongest year-on-year listings growth, while apartments held steady, and houses have declined. Consistent with the weakening buyer demand seen in the market more broadly, all property types and configurations have seen the number of hard leads per listing decline over the past six months.

LGA Group: VIC Growth Area (Melton, Hume, Wyndham, Whittlesea, Casey, Cardinia)

Listings include any Developer listing that was active during the reported month. They are not ‘new listings’ each month and therefore cannot be summed.
Total Hard Leads = Email Enquiries, Phone Reveals and Document Downloads
Median Price = Based on listed price. Where a price range was given, the higher number was used.

Apartment

Quarter of MONTH	MONTH	0 Bed					1 Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	2	–	3	–	\$431,950	12	–	30	–	\$314,925
	November 2020	5	150.0%	6	100.0%	\$419,900	10	-16.7%	22	-26.7%	\$297,425
	December 2020	1	-80.0%	15	150.0%	\$389,900	9	-10.0%	17	-22.7%	\$319,950
FY 2021 Q3	January 2021	1	0.0%	0	-100.0%	\$389,900	10	11.1%	18	5.9%	\$299,950
	February 2021	2	100.0%	6	–	\$474,450	9	-10.0%	13	-27.8%	\$294,950
	March 2021	3	50.0%	4	-33.3%	\$444,900	11	22.2%	15	15.4%	\$309,950
FY 2021 Q4	April 2021	4	33.3%	2	-50.0%	\$439,900	13	18.2%	16	6.7%	\$319,950
	May 2021	5	25.0%	2	0.0%	\$437,990	7	-46.2%	20	25.0%	\$190,000
	June 2021	4	-20.0%	8	300.0%	\$436,445	10	42.9%	16	-20.0%	\$192,500
FY 2022 Q1	July 2021	5	25.0%	10	25.0%	\$437,990	13	30.0%	15	-6.3%	\$329,950
	August 2021	4	-20.0%	4	-60.0%	\$436,445	12	-7.7%	9	-40.0%	\$329,950
	September 2021	3	-25.0%	4	0.0%	\$434,900	10	-16.7%	19	111.1%	\$262,475
FY 2022 Q2	October 2021	2	-33.3%	0	-100.0%	\$522,000	12	20.0%	39	105.3%	\$319,975
	November 2021	–	-100.0%	–	–	–	13	8.3%	29	-25.6%	\$310,000
	December 2021						13	0.0%	14	-51.7%	\$310,000
FY 2022 Q3	January 2022						12	-7.7%	21	50.0%	\$252,500
	February 2022	4	–	1	–	\$399,000	13	8.3%	26	23.8%	\$310,000
	March 2022	5	25.0%	0	-100.0%	\$399,000	12	-7.7%	18	-30.8%	\$329,950
FY 2022 Q4	April 2022	4	-20.0%	7	–	\$399,000	8	-33.3%	12	-33.3%	\$294,000
	May 2022	4	0.0%	3	-57.1%	\$399,000	7	-12.5%	9	-25.0%	\$195,000
	June 2022	5	25.0%	3	0.0%	\$399,000	7	0.0%	8	-11.1%	\$195,000
FY 2023 Q1	July 2022	5	0.0%	1	-66.7%	\$399,000	4	-42.9%	8	0.0%	\$190,000
	August 2022	3	-40.0%	0	-100.0%	\$399,000	6	50.0%	12	50.0%	\$195,000
	September 2022	2	-33.3%	0	–	\$374,500	6	0.0%	16	33.3%	\$195,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	-33.3%		-100.0%	-13.9%		-40.0%		-15.8%	-25.7%
		per listing	-100.0%				per listing	131.1%	

Growth Areas

Apartment

Apartment		2 Bed					3 Bed					4 Bed					5+ Bed										
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price						
FY 2021 Q2	October 2020	89	–	262	–	\$415,000	355	–	1,094	–	\$450,000	165	–	699	–	\$469,900											
	November 2020	115	29.2%	439	67.6%	\$410,000	399	12.4%	1,407	28.6%	\$450,000	168	1.8%	639	-8.6%	\$464,900											
	December 2020	121	5.2%	386	-12.1%	\$410,000	368	-7.8%	1,050	-25.4%	\$466,938	134	-20.2%	430	-32.7%	\$471,136											
FY 2021 Q3	January 2021	115	-5.0%	475	23.1%	\$414,900	390	6.0%	1,498	42.7%	\$464,900	141	5.2%	526	22.3%	\$479,900											
	February 2021	125	8.7%	485	2.1%	\$414,900	432	10.8%	1,314	-12.3%	\$464,950	148	5.0%	446	-15.2%	\$473,700											
	March 2021	116	-7.2%	443	-8.7%	\$420,000	471	9.0%	1,482	12.8%	\$474,900	182	23.0%	590	32.3%	\$477,982											
FY 2021 Q4	April 2021	103	-11.2%	259	-41.5%	\$415,000	454	-3.6%	1,127	-24.0%	\$465,000	188	3.3%	465	-21.2%	\$489,970	1	–	23	–	\$3,400,000						
	May 2021	100	-2.9%	283	9.3%	\$414,950	437	-3.7%	1,076	-4.5%	\$465,000	181	-3.7%	389	-16.3%	\$498,900	1	0.0%	11	-52.2%	\$3,400,000						
	June 2021	101	1.0%	357	26.1%	\$414,900	417	-4.6%	1,213	12.7%	\$469,000	166	-8.3%	490	26.0%	\$504,900	1	0.0%	8	-27.3%	\$3,400,000						
FY 2022 Q1	July 2021	116	14.9%	346	-3.1%	\$409,900	439	5.3%	1,354	11.6%	\$475,000	143	-13.9%	547	11.6%	\$504,900	1	0.0%	11	37.5%	\$3,400,000						
	August 2021	103	-11.2%	335	-3.2%	\$410,000	401	-8.7%	1,485	9.7%	\$462,900	126	-11.9%	579	5.9%	\$504,900	1	0.0%	6	-45.5%	\$3,400,000						
	September 2021	92	-10.7%	405	20.9%	\$425,000	402	0.2%	1,390	-6.4%	\$489,900	148	17.5%	661	14.2%	\$504,900	1	0.0%	1	-83.3%	\$3,400,000						
FY 2022 Q2	October 2021	92	0.0%	577	42.5%	\$424,750	409	1.7%	1,468	5.6%	\$479,000	142	-4.1%	770	16.5%	\$519,900	1	0.0%	3	200.0%	\$3,400,000						
	November 2021	87	-5.4%	490	-15.1%	\$429,900	396	-3.2%	1,077	-26.6%	\$486,475	150	5.6%	532	-30.9%	\$529,000	1	0.0%	2	-33.3%	\$3,400,000						
	December 2021	74	-14.9%	231	-52.9%	\$440,000	363	-8.3%	822	-23.7%	\$494,900	116	-22.7%	404	-24.1%	\$529,000	1	0.0%	0	-100.0%	\$3,400,000						
FY 2022 Q3	January 2022	71	-4.1%	422	82.7%	\$440,000	327	-9.9%	1,027	24.9%	\$499,900	105	-9.5%	508	25.7%	\$526,800	1	0.0%	1	–	\$3,400,000						
	February 2022	72	1.4%	376	-10.9%	\$444,900	332	1.5%	1,116	8.7%	\$511,745	117	11.4%	433	-14.8%	\$529,000	1	0.0%	4	300.0%	\$3,400,000						
	March 2022	74	2.8%	253	-32.7%	\$454,489	339	2.1%	1,103	-1.2%	\$529,499	114	-2.6%	423	-2.3%	\$529,900	1	0.0%	2	-50.0%	\$3,400,000						
FY 2022 Q4	April 2022	72	-2.7%	233	-7.9%	\$459,900	344	1.5%	1,066	-3.4%	\$525,000	110	-3.5%	406	-4.0%	\$529,900	1	0.0%	0	-100.0%	\$3,400,000						
	May 2022	67	-6.9%	249	6.9%	\$464,900	342	-0.6%	870	-18.4%	\$525,000	127	15.5%	377	-7.1%	\$542,500	9	800.0%	4	–	\$700,000						
	June 2022	74	10.4%	120	-51.8%	\$462,400	326	-4.7%	590	-32.2%	\$546,650	150	18.1%	266	-29.4%	\$549,995	9	0.0%	2	-50.0%	\$700,000						
FY 2023 Q1	July 2022	81	9.5%	199	65.8%	\$449,900	357	9.5%	565	-4.2%	\$539,000	157	4.7%	268	0.8%	\$569,900	9	0.0%	1	-50.0%	\$700,000						
	August 2022	80	-1.2%	221	11.1%	\$449,900	386	8.1%	539	-4.6%	\$529,675	175	11.5%	266	-0.7%	\$577,700	9	0.0%	5	400.0%	\$700,000						
	September 2022	82	2.5%	197	-10.9%	\$449,950	409	6.0%	490	-9.1%	\$535,000	162	-7.4%	254	-4.5%	\$569,945	9	0.0%	4	-20.0%	\$700,000						
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price						
			-10.9%		-51.4%	5.9%				1.7%			-64.7%	9.2%				9.5%		-61.6%	12.9%			800.0%		300.0%	-79.4%
				per listing	-19.5%						per listing		-61.2%						per listing	-59.0%					per listing	-96.0%	

Growth Areas

House

		0 Bed					1 Bed					2 Bed					3 Bed						
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price		
FY 2021 Q2	October 2020	29	–	43	–	\$526,800						42	–	102	–	\$401,950	1,929	–	4,734	–	\$465,723		
	November 2020	33	13.8%	51	18.6%	\$512,600						46	9.5%	131	28.4%	\$406,950	1,790	-7.2%	4,840	2.2%	\$466,508		
	December 2020	32	-3.0%	50	-2.0%	\$502,150						61	32.6%	152	16.0%	\$409,000	1,508	-15.8%	3,578	-26.1%	\$469,900		
FY 2021 Q3	January 2021	25	-21.9%	49	-2.0%	\$496,145						60	-1.6%	135	-11.2%	\$409,000	1,531	1.5%	4,655	30.1%	\$469,900		
	February 2021	24	-4.0%	15	-69.4%	\$508,750						41	-31.7%	79	-41.5%	\$418,187	1,670	9.1%	4,459	-4.2%	\$476,895		
	March 2021	36	50.0%	56	273.3%	\$517,250						32	-22.0%	71	-10.1%	\$418,187	1,836	9.9%	5,039	13.0%	\$482,000		
FY 2021 Q4	April 2021	31	-13.9%	20	-64.3%	\$540,000						31	-3.1%	93	31.0%	\$412,000	1,758	-4.2%	3,327	-34.0%	\$494,850		
	May 2021	25	-19.4%	19	-5.0%	\$552,400	1	–	5	–	\$710,000	32	3.2%	132	41.9%	\$425,000	1,918	9.1%	3,509	5.5%	\$496,638		
	June 2021	17	-32.0%	30	57.9%	\$588,000	1	0.0%	3	-40.0%	\$710,000	43	34.4%	118	-10.6%	\$424,800	1,960	2.2%	3,734	6.4%	\$497,051		
FY 2022 Q1	July 2021	18	5.9%	26	-13.3%	\$589,500	1	0.0%	1	-66.7%	\$710,000	44	2.3%	143	21.2%	\$434,180	1,989	1.5%	3,909	4.7%	\$501,100		
	August 2021	26	44.4%	48	84.6%	\$576,500	1	0.0%	9	800.0%	\$240,000	29	-34.1%	92	-35.7%	\$425,888	2,009	1.0%	4,590	17.4%	\$508,938		
	September 2021	23	-11.5%	42	-12.5%	\$580,000	1	0.0%	4	-55.6%	\$240,000	23	-20.7%	84	-8.7%	\$440,000	2,107	4.9%	5,251	14.4%	\$517,266		
FY 2022 Q2	October 2021	26	13.0%	36	-14.3%	\$563,150	1	0.0%	6	50.0%	\$240,000	24	4.3%	85	1.2%	\$453,610	1,854	-12.0%	5,398	2.8%	\$524,800		
	November 2021	37	42.3%	31	-13.9%	\$555,560	1	0.0%	3	-50.0%	\$240,000	33	37.5%	91	7.1%	\$470,400	1,739	-6.2%	3,795	-29.7%	\$530,000		
	December 2021	37	0.0%	61	96.8%	\$595,068	1	0.0%	6	100.0%	\$240,000	24	-27.3%	65	-28.6%	\$474,750	1,541	-11.4%	2,600	-31.5%	\$538,600		
FY 2022 Q3	January 2022	38	2.7%	49	-19.7%	\$594,624	1	0.0%	2	-66.7%	\$240,000	21	-12.5%	77	18.5%	\$479,100	1,466	-4.9%	3,433	32.0%	\$545,003		
	February 2022	16	-57.9%	22	-55.1%	\$622,561	–	-100.0%	–	-100.0%	–	18	-14.3%	61	-20.8%	\$463,850	1,488	1.5%	3,166	-7.8%	\$550,100		
	March 2022	24	50.0%	21	-4.5%	\$649,800						34	88.9%	177	190.2%	\$463,850	1,562	5.0%	3,298	4.2%	\$554,950		
FY 2022 Q4	April 2022	22	-8.3%	13	-38.1%	\$649,800						26	-23.5%	111	-37.3%	\$483,700	1,510	-3.3%	2,544	-22.9%	\$567,288		
	May 2022	20	-9.1%	28	115.4%	\$670,411	1	–	15	–	\$700,000	25	-3.8%	113	1.8%	\$472,000	1,648	9.1%	1,894	-25.6%	\$578,049		
	June 2022	21	5.0%	22	-21.4%	\$733,707	2	100.0%	23	53.3%	\$640,000	22	-12.0%	56	-50.4%	\$488,050	1,515	-8.1%	1,401	-26.0%	\$583,032		
FY 2023 Q1	July 2022	27	28.6%	13	-40.9%	\$671,500	2	0.0%	16	-30.4%	\$640,000	24	9.1%	42	-25.0%	\$497,100	1,559	2.9%	1,119	-20.1%	\$589,000		
	August 2022	25	-7.4%	15	15.4%	\$680,000	2	0.0%	4	-75.0%	\$640,000	17	-29.2%	16	-61.9%	\$498,700	1,630	4.6%	1,324	18.3%	\$591,985		
	September 2022	19	-24.0%	10	-33.3%	\$689,930	2	0.0%	3	-25.0%	\$571,675	39	129.4%	32	100.0%	\$542,048	1,680	3.1%	1,094	-17.4%	\$594,948		
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price		
	-17.4%			-76.2%	19.0%			100.0%		-25.0%	138.2%			69.6%		-61.9%		23.2%		-20.3%		-79.2%	15.0%
			per listing	-63.6%					per listing	50.0%					per listing	-74.8%				per listing	-66.9%		

Growth Areas

House

Quarter of MONTH	MONTH	4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	3,626	–	9,139	–	\$554,334	111	–	419	–	\$629,400
	November 2020	3,585	-1.1%	8,292	-9.3%	\$555,000	110	-0.9%	345	-17.7%	\$610,981
	December 2020	3,073	-14.3%	6,746	-18.6%	\$558,250	104	-5.5%	388	12.5%	\$604,439
FY 2021 Q3	January 2021	3,129	1.8%	9,195	36.3%	\$557,310	89	-14.4%	454	17.0%	\$606,800
	February 2021	3,252	3.9%	8,308	-9.6%	\$560,842	110	23.6%	421	-7.3%	\$629,420
	March 2021	3,650	12.2%	9,481	14.1%	\$565,899	117	6.4%	476	13.1%	\$683,352
FY 2021 Q4	April 2021	3,546	-2.8%	7,327	-22.7%	\$578,094	110	-6.0%	213	-55.3%	\$689,550
	May 2021	3,744	5.6%	7,188	-1.9%	\$587,650	152	38.2%	391	83.6%	\$720,826
	June 2021	3,977	6.2%	8,407	17.0%	\$592,600	165	8.6%	438	12.0%	\$750,000
FY 2022 Q1	July 2021	4,246	6.8%	8,936	6.3%	\$600,000	186	12.7%	604	37.9%	\$740,922
	August 2021	4,182	-1.5%	9,880	10.6%	\$606,103	188	1.1%	650	7.6%	\$749,500
	September 2021	4,265	2.0%	11,373	15.1%	\$614,086	190	1.1%	776	19.4%	\$757,204
FY 2022 Q2	October 2021	4,366	2.4%	11,211	-1.4%	\$632,802	179	-5.8%	634	-18.3%	\$774,989
	November 2021	4,040	-7.5%	7,603	-32.2%	\$641,000	171	-4.5%	446	-29.7%	\$819,300
	December 2021	3,338	-17.4%	4,963	-34.7%	\$650,137	127	-25.7%	307	-31.2%	\$832,034
FY 2022 Q3	January 2022	3,350	0.4%	7,394	49.0%	\$661,745	140	10.2%	369	20.2%	\$845,081
	February 2022	3,611	7.8%	7,257	-1.9%	\$677,050	140	0.0%	330	-10.6%	\$849,050
	March 2022	3,792	5.0%	6,990	-3.7%	\$690,900	159	13.6%	453	37.3%	\$866,537
FY 2022 Q4	April 2022	3,816	0.6%	5,191	-25.7%	\$704,052	147	-7.5%	316	-30.2%	\$873,719
	May 2022	3,972	4.1%	3,803	-26.7%	\$712,991	176	19.7%	306	-3.2%	\$900,000
	June 2022	3,936	-0.9%	3,072	-19.2%	\$722,523	184	4.5%	202	-34.0%	\$923,845
FY 2023 Q1	July 2022	3,912	-0.6%	2,783	-9.4%	\$715,346	197	7.1%	220	8.9%	\$933,750
	August 2022	4,020	2.8%	3,143	12.9%	\$714,885	207	5.1%	306	39.1%	\$933,522
	September 2022	3,928	-2.3%	2,526	-19.6%	\$715,000	196	-5.3%	199	-35.0%	\$892,972

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	-7.9%		-77.8%	16.4%		3.2%		-74.4%	17.9%
		per listing	-69.4%				per listing	-68.7%	



Growth Areas

Land

		<350 sqm					350-450 sqm					>450 sqm					n/a (land size not available)				
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	372	–	1,161	–	\$265,000	733	–	2,355	–	\$319,000	525	–	1,592	–	\$380,000	22	–	179	–	\$250,000
	November 2020	370	-0.5%	1,039	-10.5%	\$267,000	715	-2.5%	2,093	-11.1%	\$319,000	543	3.4%	1,462	-8.2%	\$384,000	21	-4.5%	88	-50.8%	\$240,500
	December 2020	316	-14.6%	593	-42.9%	\$268,792	605	-15.4%	1,761	-15.9%	\$320,000	478	-12.0%	1,307	-10.6%	\$389,250	21	0.0%	89	1.1%	\$240,000
FY 2021 Q3	January 2021	284	-10.1%	702	18.4%	\$270,000	548	-9.4%	2,344	33.1%	\$320,250	401	-16.1%	1,812	38.6%	\$375,000	20	-4.8%	143	60.7%	\$240,000
	February 2021	314	10.6%	891	26.9%	\$268,000	526	-4.0%	1,789	-23.7%	\$325,000	350	-12.7%	1,419	-21.7%	\$390,000	24	20.0%	129	-9.8%	\$241,000
	March 2021	294	-6.4%	997	11.9%	\$272,750	525	-0.2%	2,227	24.5%	\$325,000	356	1.7%	1,493	5.2%	\$385,925	19	-20.8%	104	-19.4%	\$265,000
FY 2021 Q4	April 2021	275	-6.5%	726	-27.2%	\$272,000	423	-19.4%	1,721	-22.7%	\$330,000	342	-3.9%	1,440	-3.5%	\$401,500	20	5.3%	142	36.5%	\$265,000
	May 2021	319	16.0%	751	3.4%	\$272,500	506	19.6%	2,158	25.4%	\$330,700	349	2.0%	1,666	15.7%	\$438,000	20	0.0%	144	1.4%	\$318,250
	June 2021	380	19.1%	990	31.8%	\$274,750	530	4.7%	2,546	18.0%	\$334,000	328	-6.0%	1,956	17.4%	\$425,500	12	-40.0%	246	70.8%	\$330,250
FY 2022 Q1	July 2021	338	-11.1%	1,119	13.0%	\$279,000	507	-4.3%	2,316	-9.0%	\$344,000	311	-5.2%	1,952	-0.2%	\$420,000	10	-16.7%	185	-24.8%	\$320,500
	August 2021	284	-16.0%	1,283	14.7%	\$290,000	427	-15.8%	2,362	2.0%	\$351,900	269	-13.5%	1,834	-6.0%	\$432,500	11	10.0%	127	-31.4%	\$339,250
	September 2021	236	-16.9%	1,097	-14.5%	\$289,000	423	-0.9%	3,056	29.4%	\$353,000	220	-18.2%	2,152	17.3%	\$432,750	14	27.3%	245	92.9%	\$389,500
FY 2022 Q2	October 2021	222	-5.9%	1,061	-3.3%	\$290,000	341	-19.4%	2,628	-14.0%	\$374,000	200	-9.1%	1,710	-20.5%	\$457,500	20	42.9%	269	9.8%	\$389,500
	November 2021	213	-4.1%	743	-30.0%	\$302,000	365	7.0%	1,651	-37.2%	\$379,900	188	-6.0%	1,026	-40.0%	\$464,500	21	5.0%	149	-44.6%	\$399,000
	December 2021	182	-14.6%	600	-19.2%	\$310,000	305	-16.4%	1,385	-16.1%	\$381,000	157	-16.5%	710	-30.8%	\$488,900	20	-4.8%	79	-47.0%	\$389,500
FY 2022 Q3	January 2022	186	2.2%	922	53.7%	\$313,950	341	11.8%	2,085	50.5%	\$388,000	158	0.6%	1,146	61.4%	\$464,000	18	-10.0%	117	48.1%	\$391,000
	February 2022	230	23.7%	887	-3.8%	\$317,250	395	15.8%	1,605	-23.0%	\$393,000	200	26.6%	1,123	-2.0%	\$465,450	17	-5.6%	57	-51.3%	\$399,000
	March 2022	265	15.2%	820	-7.6%	\$318,400	393	-0.5%	1,894	18.0%	\$400,000	197	-1.5%	1,337	19.1%	\$493,000	8	-52.9%	62	8.8%	\$365,000
FY 2022 Q4	April 2022	282	6.4%	566	-31.0%	\$321,000	378	-3.8%	1,156	-39.0%	\$406,000	211	7.1%	1,010	-24.5%	\$496,000	7	-12.5%	52	-16.1%	\$400,000
	May 2022	288	2.1%	656	15.9%	\$325,000	454	20.1%	816	-29.4%	\$414,000	210	-0.5%	592	-41.4%	\$510,000	19	171.4%	84	61.5%	\$394,700
	June 2022	329	14.2%	426	-35.1%	\$330,000	481	5.9%	568	-30.4%	\$415,000	223	6.2%	402	-32.1%	\$504,000	21	10.5%	20	-76.2%	\$446,600
FY 2023 Q1	July 2022	347	5.5%	372	-12.7%	\$333,000	525	9.1%	508	-10.6%	\$413,000	250	12.1%	421	4.7%	\$504,000	24	14.3%	41	105.0%	\$454,800
	August 2022	378	8.9%	333	-10.5%	\$343,750	623	18.7%	614	20.9%	\$415,000	301	20.4%	457	8.6%	\$504,000	22	-8.3%	7	-82.9%	\$420,800
	September 2022	425	12.4%	289	-13.2%	\$336,000	656	5.3%	517	-15.8%	\$415,206	298	-1.0%	339	-25.8%	\$503,000	21	-4.5%	16	128.6%	\$341,400
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
			80.1%		-73.7%	16.3%		55.1%		-83.1%	17.6%		35.5%		-84.2%	16.2%		50.0%		-93.5%	-12.3%
				per listing	-79.5%				per listing	-82.7%				per listing	-81.9%				per listing	-95.9%	

Regional Areas

Houses dominate new developments in Victoria’s regional areas, accounting for 80 per cent of September’s listings, followed by land at 17 per cent. Four-bedrooms remain the most common, accounting for just over two-thirds of houses listed in September. For over two decades, more Victorians have moved out of Greater Melbourne into Regional Victoria than the other way around. This trend accelerated during the pandemic, exacerbating the under supply of housing in many regional areas. Listings are now rising, with new houses up nearly 50 per cent year-on-year. This recent uptick in new listings, however, has coincided with a reduction in buyer demand. This has driven down the number of hard leads generated per listing.

VIC Regional Areas (Ballarat, Bendigo, Geelong)

Listings include any Developer listing that was active during the reported month. They are not ‘new listings’ each month and therefore cannot be summed.
Total Hard Leads = Email Enquiries, Phone Reveals and Document Downloads
Median Price = Based on listed price. Where a price range was given, the higher number was used.

Apartment

Quarter of MONTH	MONTH	0 Bed					1 Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	–	-100.0%	–	–	–	3	-25.0%	4	-55.6%	\$185,000
	November 2020						8	166.7%	55	1275.0%	\$325,000
	December 2020						6	-25.0%	17	-69.1%	\$325,000
FY 2021 Q3	January 2021						8	33.3%	33	94.1%	\$437,500
	February 2021						6	-25.0%	18	-45.5%	\$297,500
	March 2021						5	-16.7%	19	5.6%	\$185,000
FY 2021 Q4	April 2021						5	0.0%	16	-15.8%	\$188,000
	May 2021						3	-40.0%	25	56.3%	\$410,000
	June 2021						4	33.3%	13	-48.0%	\$450,000
FY 2022 Q1	July 2021						3	-25.0%	25	92.3%	\$925,000
	August 2021						4	33.3%	22	-12.0%	\$962,500
	September 2021						2	-50.0%	11	-50.0%	\$707,500
FY 2022 Q2	October 2021	1	–	2	–	\$1,340,000	2	0.0%	15	36.4%	\$707,500
	November 2021	1	0.0%	0	-100.0%	\$1,340,000	2	0.0%	26	73.3%	\$707,500
	December 2021	1	0.0%	0	–	\$1,340,000	3	50.0%	10	-61.5%	\$490,000
FY 2022 Q3	January 2022	1	0.0%	0	–	\$1,340,000	2	-33.3%	7	-30.0%	\$707,500
	February 2022	1	0.0%	0	–	\$1,340,000	2	0.0%	7	0.0%	\$707,500
	March 2022	1	0.0%	2	–	\$1,340,000	2	0.0%	9	28.6%	\$707,500
FY 2022 Q4	April 2022	1	0.0%	1	-50.0%	\$1,340,000	3	50.0%	2	-77.8%	\$490,000
	May 2022	1	0.0%	1	0.0%	\$1,340,000	3	0.0%	5	150.0%	\$490,000
	June 2022	1	0.0%	2	100.0%	\$1,340,000	4	33.3%	7	40.0%	\$479,000
FY 2023 Q1	July 2022	1	0.0%	0	-100.0%	\$1,340,000	3	-25.0%	2	-71.4%	\$440,000
	August 2022	1	0.0%	0	–	\$1,340,000	2	-33.3%	3	50.0%	\$454,000
	September 2022	1	0.0%	1	–	\$1,340,000	2	0.0%	2	-33.3%	\$454,000

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
						0.0%		-81.8%	-35.8%
		per listing					per listing	-88.0%	

Regional Areas

Apartment		2 Bed					3 Bed					4 Bed					5+ Bed								
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price				
FY 2021 Q2	October 2020	25	-24.2%	42	-52.3%	\$369,000	37	-32.7%	94	10.6%	\$415,000	8	-76.5%	19	-52.5%	\$466,500									
	November 2020	23	-8.0%	18	-57.1%	\$369,000	41	10.8%	89	-5.3%	\$489,000	4	-50.0%	16	-15.8%	\$464,785									
	December 2020	16	-30.4%	17	-5.6%	\$369,000	37	-9.8%	49	-44.9%	\$489,000	3	-25.0%	4	-75.0%	\$419,950									
FY 2021 Q3	January 2021	15	-6.3%	7	-58.8%	\$369,000	35	-5.4%	64	30.6%	\$495,000	1	-66.7%	2	-50.0%	\$469,000									
	February 2021	6	-60.0%	23	228.6%	\$464,500	43	22.9%	100	56.3%	\$495,000	1	0.0%	22	1000.0%	\$394,950									
	March 2021	4	-33.3%	15	-34.8%	\$602,000	26	-39.5%	63	-37.0%	\$699,500	2	100.0%	17	-22.7%	\$477,368									
FY 2021 Q4	April 2021	6	50.0%	52	246.7%	\$602,000	22	-15.4%	60	-4.8%	\$709,000	1	-50.0%	0	-100.0%	\$559,786									
	May 2021	10	66.7%	29	-44.2%	\$605,000	24	9.1%	105	75.0%	\$703,000	6	500.0%	36	-	\$420,000									
	June 2021	15	50.0%	14	-51.7%	\$615,000	17	-29.2%	71	-32.4%	\$725,000	10	66.7%	98	172.2%	\$482,450									
FY 2022 Q1	July 2021	13	-13.3%	13	-7.1%	\$615,000	9	-47.1%	28	-60.6%	\$735,000	21	110.0%	61	-37.8%	\$520,000									
	August 2021	15	15.4%	19	46.2%	\$615,000	23	155.6%	69	146.4%	\$520,000	19	-9.5%	30	-50.8%	\$497,000									
	September 2021	13	-13.3%	34	78.9%	\$630,000	16	-30.4%	51	-26.1%	\$557,425	2	-89.5%	16	-46.7%	\$1,896,000									
FY 2022 Q2	October 2021	9	-30.8%	30	-11.8%	\$615,000	19	18.8%	139	172.5%	\$624,950	1	-50.0%	0	-100.0%	\$3,300,000									
	November 2021	6	-33.3%	15	-50.0%	\$767,500	20	5.3%	149	7.2%	\$577,500	3	200.0%	14	-	\$499,990									
	December 2021	5	-16.7%	8	-46.7%	\$810,000	17	-15.0%	61	-59.1%	\$595,000	2	-33.3%	0	-100.0%	\$1,980,700									
FY 2022 Q3	January 2022	5	0.0%	35	337.5%	\$810,000	16	-5.9%	58	-4.9%	\$624,950	2	0.0%	1	-	\$1,980,700									
	February 2022	9	80.0%	43	22.9%	\$575,000	13	-18.8%	41	-29.3%	\$624,950	2	0.0%	3	200.0%	\$1,980,700									
	March 2022	9	0.0%	45	4.7%	\$575,000	18	38.5%	72	75.6%	\$609,975	4	100.0%	8	166.7%	\$633,150									
FY 2022 Q4	April 2022	7	-22.2%	34	-24.4%	\$725,000	17	-5.6%	61	-15.3%	\$600,000	4	0.0%	10	25.0%	\$633,150									
	May 2022	7	0.0%	29	-14.7%	\$725,000	18	5.9%	51	-16.4%	\$624,950	3	-25.0%	2	-80.0%	\$604,900									
	June 2022	12	71.4%	30	3.4%	\$723,500	25	38.9%	44	-13.7%	\$605,900	3	0.0%	22	1000.0%	\$604,900									
FY 2023 Q1	July 2022	14	16.7%	34	13.3%	\$690,000	22	-12.0%	29	-34.1%	\$624,950	5	66.7%	13	-40.9%	\$595,275									
	August 2022	16	14.3%	17	-50.0%	\$690,000	17	-22.7%	39	34.5%	\$624,950	6	20.0%	11	-15.4%	\$597,588									
	September 2022	19	18.8%	16	-5.9%	\$690,000	17	0.0%	27	-30.8%	\$745,000	7	16.7%	15	36.4%	\$599,900									
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price				
			46.2%		-52.9%	9.5%				6.3%			-47.1%	33.7%				250.0%		-6.3%	-68.4%				
				per listing	-15.8%						per listing		-48.9%						per listing	-26.2%					

Regional Areas

House

		0 Bed					1 Bed					2 Bed					3 Bed								
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price				
FY 2021 Q2	October 2020	9	12.5%	7	250.0%	\$450,450	1	–	0	–	\$220,000	4	-55.6%	0	-100.0%	\$340,000	339	132.2%	496	323.9%	\$421,990				
	November 2020	7	-22.2%	3	-57.1%	\$546,610	1	0.0%	0	–	\$220,000	6	50.0%	6	–	\$340,000	329	-2.9%	638	28.6%	\$423,768				
	December 2020	4	-42.9%	6	100.0%	\$551,605	1	0.0%	5	–	\$220,000	7	16.7%	14	133.3%	\$340,000	314	-4.6%	549	-13.9%	\$436,950				
FY 2021 Q3	January 2021	5	25.0%	8	33.3%	\$546,610	1	0.0%	1	-80.0%	\$220,000	9	28.6%	66	371.4%	\$328,844	315	0.3%	717	30.6%	\$444,245				
	February 2021	4	-20.0%	4	-50.0%	\$484,158	1	0.0%	1	0.0%	\$220,000	12	33.3%	36	-45.5%	\$397,500	296	-6.0%	763	6.4%	\$440,150				
	March 2021	5	25.0%	34	750.0%	\$468,766	1	0.0%	3	200.0%	\$220,000	11	-8.3%	42	16.7%	\$383,125	284	-4.1%	797	4.5%	\$456,065				
FY 2021 Q4	April 2021	2	-60.0%	4	-88.2%	\$401,275	1	0.0%	0	-100.0%	\$220,000	10	-9.1%	19	-54.8%	\$381,563	289	1.8%	638	-19.9%	\$463,231				
	May 2021	2	0.0%	4	0.0%	\$362,864	–	-100.0%	–	–	–	7	-30.0%	43	126.3%	\$380,000	391	35.3%	715	12.1%	\$463,231				
	June 2021	3	50.0%	9	125.0%	\$422,728						10	42.9%	30	-30.2%	\$325,000	379	-3.1%	637	-10.9%	\$475,657				
FY 2022 Q1	July 2021	5	66.7%	19	111.1%	\$428,845						8	-20.0%	20	-33.3%	\$302,500	344	-9.2%	637	0.0%	\$482,422				
	August 2021	5	0.0%	2	-89.5%	\$520,000						7	-12.5%	25	25.0%	\$380,000	290	-15.7%	611	-4.1%	\$488,845				
	September 2021	4	-20.0%	0	-100.0%	\$626,075						7	0.0%	19	-24.0%	\$380,000	248	-14.5%	581	-4.9%	\$505,723				
FY 2022 Q2	October 2021	4	0.0%	2		\$626,075						24	242.9%	111	484.2%	\$436,200	235	-5.2%	583	0.3%	\$516,380				
	November 2021	6	50.0%	5	150.0%	\$597,446						22	-8.3%	36	-67.6%	\$436,200	255	8.5%	414	-29.0%	\$514,966				
	December 2021	9	50.0%	50	900.0%	\$553,895						19	-13.6%	21	-41.7%	\$432,390	258	1.2%	327	-21.0%	\$523,790				
FY 2022 Q3	January 2022	9	0.0%	30	-40.0%	\$553,895						13	-31.6%	27	28.6%	\$378,000	213	-17.4%	442	35.2%	\$529,150				
	February 2022	5	-44.4%	4	-86.7%	\$684,400	1	–	0	–	\$810,769	13	0.0%	19	-29.6%	\$378,000	209	-1.9%	380	-14.0%	\$542,980				
	March 2022	5	0.0%	4	0.0%	\$767,300	1	0.0%	0	–	\$810,769	15	15.4%	53	178.9%	\$385,000	268	28.2%	349	-8.2%	\$554,900				
FY 2022 Q4	April 2022	4	-20.0%	0	-100.0%	\$682,052	–	-100.0%	–	–	–	19	26.7%	28	-47.2%	\$413,484	269	0.4%	321	-8.0%	\$569,900				
	May 2022	4	0.0%	0	–	\$719,288						18	-5.3%	19	-32.1%	\$460,000	343	27.5%	279	-13.1%	\$577,142				
	June 2022	4	0.0%	3	–	\$680,875						21	16.7%	37	94.7%	\$434,900	361	5.2%	157	-43.7%	\$583,000				
FY 2023 Q1	July 2022	9	125.0%	0	-100.0%	\$683,488	1	–	18	–	\$145,000	24	14.3%	40	8.1%	\$431,950	332	-8.0%	140	-10.8%	\$601,335				
	August 2022	9	0.0%	1	–	\$683,488	1	0.0%	15	-16.7%	\$145,000	18	-25.0%	32	-20.0%	\$434,900	406	22.3%	227	62.1%	\$606,231				
	September 2022	7	-22.2%	1	0.0%	\$684,726	1	0.0%	1	-93.3%	\$145,000	24	33.3%	25	-21.9%	\$447,400	426	4.9%	131	-42.3%	\$596,059				
		Sep YoY	Listings			Leads	Median Price	Sep YoY	Listings			Leads	Median Price	Sep YoY	Listings			Leads	Median Price	Sep YoY	Listings			Leads	Median Price
			75.0%			–	9.4%								242.9%			31.6%	17.7%		71.8%			-77.5%	17.9%
				per listing		-96.2%				per listing						per listing		-58.3%				per listing		-83.4%	

Regional Areas

House

Quarter of MONTH	MONTH	4 Bed					5+ Bed				
		Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	707	-21.4%	788	20.7%	\$498,512	14	-68.2%	15	-91.8%	\$545,312
	November 2020	735	4.0%	943	19.7%	\$503,131	16	14.3%	12	-20.0%	\$580,668
	December 2020	692	-5.9%	814	-13.7%	\$505,873	11	-31.3%	13	8.3%	\$645,300
FY 2021 Q3	January 2021	789	14.0%	1,312	61.2%	\$509,049	13	18.2%	24	84.6%	\$596,200
	February 2021	683	-13.4%	1,197	-8.8%	\$508,629	11	-15.4%	83	245.8%	\$641,832
	March 2021	679	-0.6%	1,335	11.5%	\$521,666	8	-27.3%	44	-47.0%	\$657,398
FY 2021 Q4	April 2021	649	-4.4%	891	-33.3%	\$531,700	15	87.5%	18	-59.1%	\$672,116
	May 2021	764	17.7%	886	-0.6%	\$528,903	22	46.7%	39	116.7%	\$655,867
	June 2021	695	-9.0%	1,142	28.9%	\$532,668	22	0.0%	22	-43.6%	\$682,990
FY 2022 Q1	July 2021	737	6.0%	1,033	-9.5%	\$544,585	22	0.0%	26	18.2%	\$682,990
	August 2021	823	11.7%	1,200	16.2%	\$559,705	24	9.1%	31	19.2%	\$700,766
	September 2021	763	-7.3%	1,335	11.3%	\$576,241	21	-12.5%	34	9.7%	\$711,755
FY 2022 Q2	October 2021	711	-6.8%	1,220	-8.6%	\$592,360	22	4.8%	43	26.5%	\$688,925
	November 2021	716	0.7%	927	-24.0%	\$597,001	21	-4.5%	17	-60.5%	\$687,975
	December 2021	649	-9.4%	623	-32.8%	\$593,427	12	-42.9%	8	-52.9%	\$700,173
FY 2022 Q3	January 2022	641	-1.2%	808	29.7%	\$608,255	22	83.3%	25	212.5%	\$742,310
	February 2022	712	11.1%	808	0.0%	\$631,300	22	0.0%	12	-52.0%	\$820,843
	March 2022	738	3.7%	603	-25.4%	\$650,078	27	22.7%	24	100.0%	\$789,705
FY 2022 Q4	April 2022	668	-9.5%	440	-27.0%	\$676,993	31	14.8%	27	12.5%	\$789,705
	May 2022	835	25.0%	403	-8.4%	\$682,900	42	35.5%	26	-3.7%	\$800,483
	June 2022	897	7.4%	295	-26.8%	\$687,280	43	2.4%	5	-80.8%	\$827,975
FY 2023 Q1	July 2022	919	2.5%	243	-17.6%	\$693,885	49	14.0%	24	380.0%	\$823,300
	August 2022	1,064	15.8%	344	41.6%	\$693,210	41	-16.3%	35	45.8%	\$866,975
	September 2022	1,046	-1.7%	182	-47.1%	\$692,716	35	-14.6%	28	-20.0%	\$866,975

Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
	37.1%		-86.4%	20.2%		66.7%		-17.6%	21.8%
		per listing	-87.6%				per listing	-32.3%	



Regional Areas

Land		<350 sqm					350-450 sqm					>450 sqm					n/a (land size not available)				
Quarter of MONTH	MONTH	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price	Listings	MoM (Listings)	Total Hard Leads	MoM (Leads)	Median Price
FY 2021 Q2	October 2020	34	112.5%	31	106.7%	\$219,500	75	-19.4%	116	87.1%	\$265,900	179	-46.6%	310	21.6%	\$329,000	7	-41.7%	27	58.8%	\$550,519
	November 2020	33	-2.9%	35	12.9%	\$220,000	92	22.7%	109	-6.0%	\$283,000	201	12.3%	305	-1.6%	\$330,000	7	0.0%	14	-48.1%	\$550,519
	December 2020	30	-9.1%	48	37.1%	\$224,975	92	0.0%	132	21.1%	\$285,450	196	-2.5%	264	-13.4%	\$321,250	4	-42.9%	23	64.3%	\$350,260
FY 2021 Q3	January 2021	34	13.3%	49	2.1%	\$187,000	80	-13.0%	218	65.2%	\$282,000	127	-35.2%	362	37.1%	\$337,500	4	0.0%	39	69.6%	\$209,900
	February 2021	33	-2.9%	103	110.2%	\$186,000	83	3.8%	127	-41.7%	\$279,300	117	-7.9%	408	12.7%	\$336,000	4	0.0%	40	2.6%	\$190,000
	March 2021	45	36.4%	138	34.0%	\$189,000	76	-8.4%	149	17.3%	\$274,250	109	-6.8%	379	-7.1%	\$349,000	2	-50.0%	16	-60.0%	\$2,615,000
FY 2021 Q4	April 2021	42	-6.7%	139	0.7%	\$185,500	67	-11.8%	141	-5.4%	\$230,000	76	-30.3%	348	-8.2%	\$332,000	1	-50.0%	16	0.0%	\$230,000
	May 2021	46	9.5%	115	-17.3%	\$190,500	78	16.4%	279	97.9%	\$215,000	74	-2.6%	376	8.0%	\$290,400	1	0.0%	8	-50.0%	\$230,000
	June 2021	24	-47.8%	106	-7.8%	\$173,000	28	-64.1%	134	-52.0%	\$265,750	86	16.2%	373	-0.8%	\$404,500	-	-100.0%	-	-100.0%	-
FY 2022 Q1	July 2021	21	-12.5%	104	-1.9%	\$220,000	14	-50.0%	64	-52.2%	\$246,500	72	-16.3%	310	-16.9%	\$405,000					
	August 2021	14	-33.3%	157	51.0%	\$187,000	29	107.1%	116	81.3%	\$285,000	65	-9.7%	182	-41.3%	\$405,000	1	-	13	-	\$218,000
	September 2021	13	-7.1%	95	-39.5%	\$227,000	36	24.1%	145	25.0%	\$305,000	66	1.5%	232	27.5%	\$405,000	1	0.0%	52	300.0%	\$218,000
FY 2022 Q2	October 2021	10	-23.1%	74	-22.1%	\$266,250	30	-16.7%	144	-0.7%	\$313,000	77	16.7%	209	-9.9%	\$420,000	3	200.0%	46	-11.5%	\$385,000
	November 2021	27	170.0%	92	24.3%	\$212,500	28	-6.7%	187	29.9%	\$281,000	53	-31.2%	131	-37.3%	\$420,000	3	0.0%	26	-43.5%	\$385,000
	December 2021	51	88.9%	70	-23.9%	\$238,000	27	-3.6%	108	-42.2%	\$280,000	44	-17.0%	120	-8.4%	\$405,000	3	0.0%	8	-69.2%	\$385,000
FY 2022 Q3	January 2022	54	5.9%	94	34.3%	\$265,000	24	-11.1%	285	163.9%	\$277,500	50	13.6%	134	11.7%	\$413,750	3	0.0%	29	262.5%	\$385,000
	February 2022	29	-46.3%	34	-63.8%	\$290,000	23	-4.2%	125	-56.1%	\$275,000	62	24.0%	179	33.6%	\$420,000	3	0.0%	19	-34.5%	\$385,000
	March 2022	31	6.9%	52	52.9%	\$308,000	40	73.9%	68	-45.6%	\$377,500	87	40.3%	133	-25.7%	\$405,000	4	33.3%	31	63.2%	\$340,000
FY 2022 Q4	April 2022	33	6.5%	71	36.5%	\$308,000	38	-5.0%	43	-36.8%	\$388,500	81	-6.9%	150	12.8%	\$400,000	4	0.0%	35	12.9%	\$340,000
	May 2022	42	27.3%	49	-31.0%	\$328,000	52	36.8%	107	148.8%	\$387,000	110	35.8%	115	-23.3%	\$405,000	4	0.0%	20	-42.9%	\$340,000
	June 2022	44	4.8%	46	-6.1%	\$290,000	87	67.3%	83	-22.4%	\$382,000	113	2.7%	86	-25.2%	\$405,000	4	0.0%	15	-25.0%	\$340,000
FY 2023 Q1	July 2022	41	-6.8%	34	-26.1%	\$308,000	97	11.5%	74	-10.8%	\$379,000	126	11.5%	48	-44.2%	\$399,500	4	0.0%	16	6.7%	\$340,000
	August 2022	42	2.4%	38	11.8%	\$294,400	116	19.6%	65	-12.2%	\$350,000	133	5.6%	114	137.5%	\$390,000	4	0.0%	6	-62.5%	\$340,000
	September 2022	56	33.3%	18	-52.6%	\$289,400	130	12.1%	79	21.5%	\$326,400	144	8.3%	90	-21.1%	\$375,000	4	0.0%	12	100.0%	\$340,000
		Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price	Sep YoY	Listings		Leads	Median Price
			330.8%		-81.1%	27.5%		261.1%		-45.5%	7.0%		118.2%		-61.2%	-7.4%		300.0%		-76.9%	56.0%
				per listing	-93.5%				per listing	-86.7%				per listing	-85.5%				per listing	-	



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