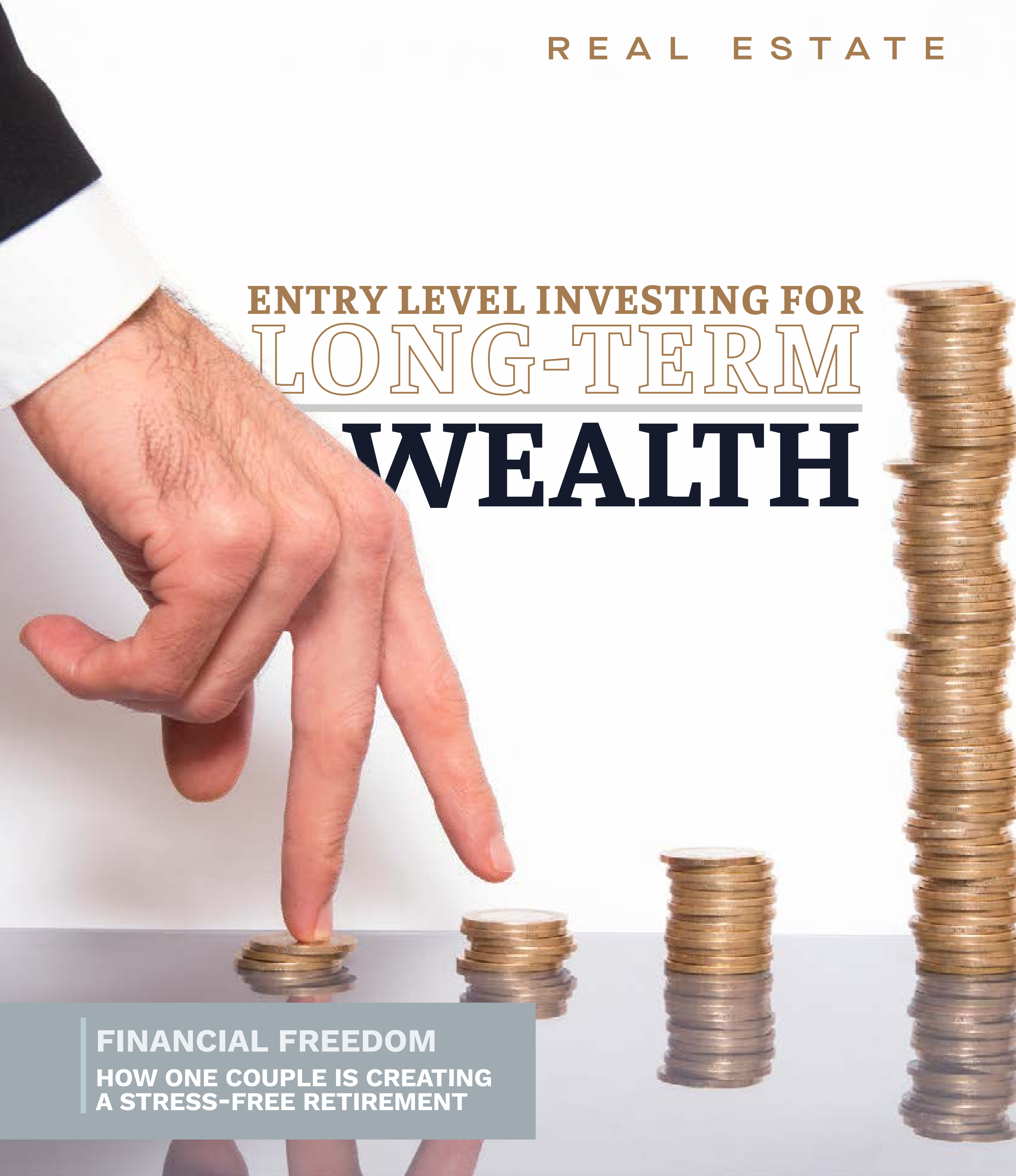
ACCRUE

REAL ESTATE

ENTRY LEVEL INVESTING FOR LONG-TERM WEALTH



FINANCIAL FREEDOM

HOW ONE COUPLE IS CREATING A STRESS-FREE RETIREMENT

contents

The Accrue Difference.

CREATING POSITIVE CHANGE, TOGETHER.

drummond street services
wellbeing for life

At Accrue, our mission is to build a community of success while promoting positive change.

We believe this collective approach creates a win for many and a better world for all. That's why we are proud to announce our most recent charity partnership with Drummond Street Services. Drummond Street is one of Victoria's longest serving welfare organisations, and one of the first welfare services in Australia.
Since 1887, Drummond Street has been directly assisting Victorian families and individuals. The organisation also promotes connected and inclusive communities and drives innovation and research into family support interventions.

To assist, Accrue is committed to:

- Providing a financial contribution directly to Drummond Street;
- Establishing a staff volunteer program to provide direct assistance to the charity.

Drummond Street's mission to promote wellbeing for life is an undertaking fully aligned with Accrue's ethos.

YOU CAN VISIT DRUMMOND STREET TO MAKE A CONTRIBUTION OR VOLUNTEER TO SUPPORT THE INITIATIVE BY GOING TO

www.ds.org.au

welcome

A message from our CEO

Our predictions from the start of the year are proving to be on the money! The RBA has spoken, and interest rates are now on the way down.

These continued cuts are creating an ideal environment for property investment, driving prices higher and with much more growth to come.

While there's often uncertainty in markets and global events, smart investors know the path to sustained, stable gains is real estate. Time and again, those with a long-term approach to property investment have ridden out the tough times and flourished in the good. In fact, I'd say inaction is the costliest financial decision anyone can make, because property has repeatedly proven itself a superior path to wealth.

So, what does it take to start on a journey that can deliver so many rewards? Well, that's exactly what I explore in this edition's feature story.

As mentioned, these rate cuts are creating momentum in the market, and there's plenty of upside ahead.

This is a window of opportunity you can't afford to miss. Your borrowing power is growing, and the chance to get into your first property, or expanding your existing portfolio, is here.

These conditions mean right now is a great time to assess your financial position. As an Accrue member, you're entitled to complimentary reviews with our specialist consultants and third-party finance experts. These professionals can guide you through the next steps in building real, long-term wealth.

Speaking of the power of starting, in this issue of the magazine we meet Felicity and John — a couple building a formidable portfolio. Felicity talks fondly of her first ever investment. To use her words, "that investment has set us up for everything else we've achieved." Their story is truly inspirational.

We also have four more Australian hotspots to share. These locations are sending all the right signals, which we've identified through meticulous research and careful data analysis.

Our regular property clock, market cycle and data deck continue to paint a picture of positivity for investors too.

The Australian real estate market is primed to deliver excellent long-term returns for those who take part. The one thing guaranteed to stop you from reaching your financial goals is simply a failure to act. If you're ready to get going and reap the rewards, then contact our Accrue team. We'll help you achieve the life you deserve through strategic property investment.

Please enjoy the autumn issue of Accrue Magazine.

JASON NEVINS
CEO

Entry level investing for long-term wealth

JASON NEVINS
CEO

Every great journey begins with a single step. You don't need to be great to start, but you must start to be great. Begin where you are, use what you have, do what you can.

Literature and history are full of countless quotes and philosophies centred around the importance of getting started. It's a perfect illustration of how, from the beginning of time, humans have always found themselves at some point feeling paralysed by fear, uncertainty or the false belief that they aren't ready.

Not just ordinary humans either, but some of the greatest figures to ever exist. Henry Ford. Pablo Picasso. Sheryl Sandberg. They each wrote or spoke about how nothing great happens without action, and that the first step is the most important.

This applies to property investment just as much as it does to industrial innovation, art or technology.

With real estate, getting started can feel overwhelming. Like it's too big to tackle and you'll never make it happen. That kicking off a portfolio is too hard or too risky.

There are small elements of truth in those beliefs, which is probably why the fear of beginning is so powerful. But taking that first step is way more possible than most rookies think – and it doesn't need to be anywhere near as complex as it seems.

If you – or someone you know – has thought about investing to build real, long-term wealth but are still sitting on the fence, or you've made a start but feel like you can't progress, this is your simple guide to the how, what and why.

And it's a reminder that your first few assets build a strong foundation for a future portfolio that helps achieve your goals, whether it's retiring early, creating intergenerational wealth, or enjoying financial freedom.

GOOD FEAR AND BAD FEAR

Fear is one of the most natural primal instincts we have, alerting us to danger and risk, ensuring we're ready to fight or take flight, so it's not entirely a bad thing.

We'd be pretty lost without it and likely to wind up in a whole host of sticky situations.

And fear – or at least a productive version of it – is also helpful when it comes to property investment. Without productive fear, we'd all rush off and spend every cent we have on a home that makes us feel good. No due diligence, no consideration of where it's located, zero thought about its future growth prospects.

Productive fear helps property investors to put their money behind strategic assets that present the highest potential benefit with the lowest possible risk.

Nothing in life is without risk, which is why savvy investors have a whole range of risk-mitigation strategies built into their long-term plans.

They diversify so all their eggs aren't in one basket, be it dwelling type, location, price or yield. They're constantly checking on the status and health of their portfolios. They are clear on what they want to achieve in the long-term and don't deviate from their course.

They're also keenly in tune with markets and where they've been, where they are, and where they're likely to go next.

When you distil it, isn't that born out of a kind of productive fear? They've worked hard and they want to protect what they've built. They're fearful of setbacks, so they do everything possible to ensure their success.

They don't sit on the sidelines, terrified to make a move – any move at all – and watch everyone else take advantage of solid and strategic opportunities. That's bad fear because it's not based on reason or facts.

Don't let an irrational fear of simply getting started, of taking that very first step, prevent you from achieving your dreams. Don't be held back by bad fear. Harness the importance of productive fear and make smart, targeted steps.

THE SOONER, THE BETTER

Perhaps the most powerful aspect of property investment is that it rewards time in the market – not timing the market.

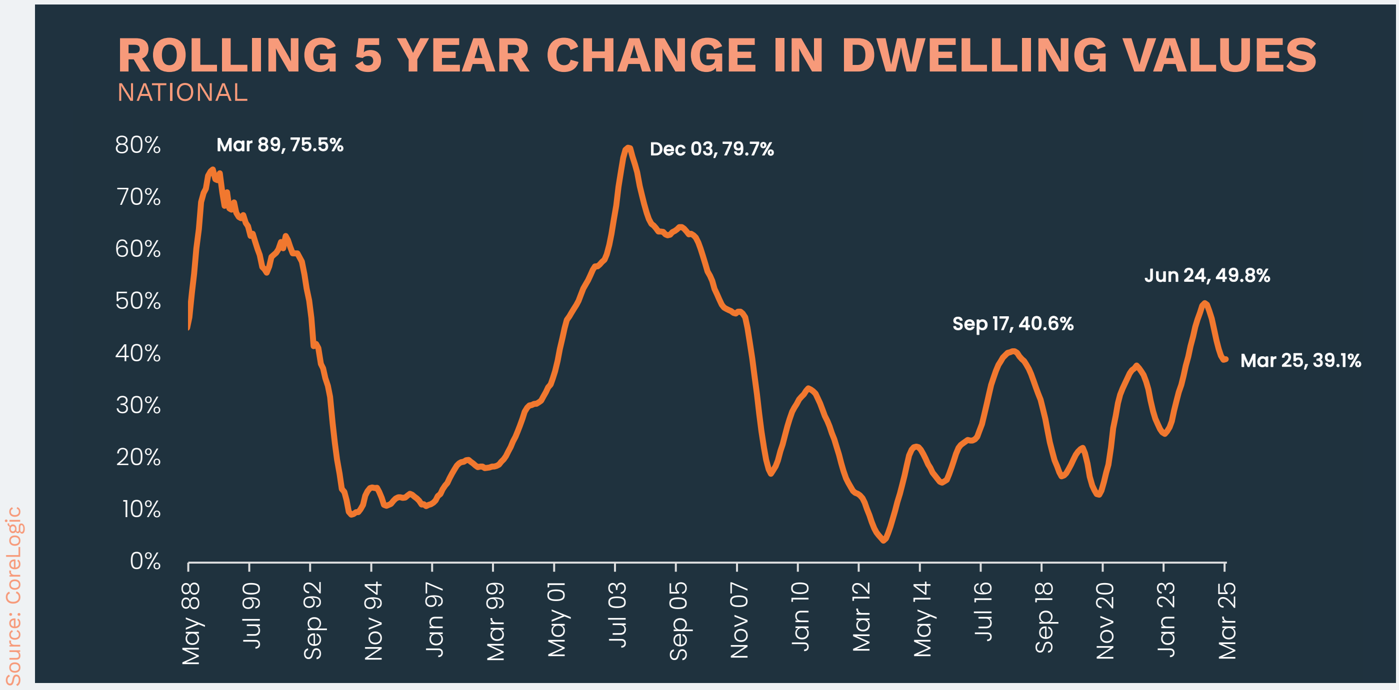
Or, put simply, the sooner you get your foot on the ladder, the better.

Through natural disaster, political chaos, financial meltdowns, global instability, war, terrorist attacks and once-in-a-century pandemics, Australia's property markets have continued to grow consistently and strongly over the long-term.

Brick and mortar is one of the most stable and significant opportunities available for wealth creation.

In the past five years, home values at a national level have surged a staggering 39.1 per cent, adding about $230,000 to the median price of a home.

And thanks to the early phase of Covid, that was a pretty moderate period compared to previous highs witnessed in history. Like back in 1989, in the midst of an interest rates crisis, when home prices skyrocketed by 75.5 per cent in five years. Or in 2003, when in the shadow of September 11, countless mega corporate collapses, and financial markets plummeting, they rose almost 80 per cent in the prior five-years.



ACCRUE REAL ESTATE

Just imagine you'd been able – or willing – to buy your first investment five years ago. The pandemic would've just turned the world on its head, creating a kind of unprecedented uncertainty we'll hopefully not see again in our lifetimes. You might've run for the hills. Many did. But strategic investors held their nerve, assessed the landscape, and bought with a clever long-term view.

Now, on average, they're at least $230,000 richer for it.

But let's bring it even more recently. Twelve months ago, all the talk was about how interest rates hadn't started to come down as most commentators had predicted. Inflation was too high, the economy was too shaky, and plenty of pundits were talking about real estate markets cooling rapidly.

If you'd ignored fear, done your homework, and made a smart investment decision back then, you'd still be ahead. Home prices nationally are up 3.4 per cent year-on-year, which is a great result in complex times.

Compared to previous years during hot markets, that might not seem like a huge number, but that ignores the benefit of compound growth.

When you invest in property, the value of that asset can increase each year – let's say by five per cent. With compound growth, because you're already in the game, each year's increase is based on the new, higher property value from the year before... not just the original price.

Our example demonstrates how compounding can help a $500,000 investment increase by about $140,000 in just five years based on a modest growth rate. And I mean modest. Just look at how Australia's top three performing capital city and non-metro markets have gone over the past 12 months, keeping in mind how uncertain things have been.

COMPOUNDING AMPLIFIES CAPITAL GROWTH

	Value	Growth	New Value
Year One	$500,000	5%	$525,000
Year Two	$525,000	5%	$551,250
Year Three	$551,250	5%	$578,812
Year Four	$578,812	5%	$607,752
Year Five	$607,752	5%	$638,139

TOP THREE CAPITAL CITY MARKETS

City	Median price	12-mth growth
Perth	$806,205	5%
Adelaide	$827,675	5%
Brisbane	$899,824	5%

TOP THREE NON-METRO MARKETS

Region	Median price	12-mth growth
Regional WA	$560,611	14.7%
Regional SA	$467,841	12.6%
Regional Qld	$708,633	9.0%

Source: CoreLogic

> SO, THAT'S ABOUT $140,000 IN FIVE YEARS BASED ON A PRETTY MODEST GROWTH RATE.

Time in the market beats timing the market – every single time. The sooner you can get in, the better. And the huge advantage many new investors have over older, established investors is that one precious commodity of time.

As time goes on and your asset increases in value, you can unlock its equity to fund the purchase of your next investment.

Most investors obviously don't buy property in cash – they use a mortgage, and it tends to be one that's leveraged from another asset.

Say you invest $100,000 of your own money, which is a 20 per cent deposit on a $500,000 home, and the property grows to $815,000. Your equity has grown from $100,000 to $414,447. You can release a chunk of that to take your second step on the ladder, and then another once number two has grown in value.

> "MOST INVESTORS OBVIOUSLY DON'T BUY PROPERTY IN CASH – THEY USE A MORTGAGE."

YEAH, BUT HOW DO I START?

There's no denying that high property prices have made it harder and harder for people to buy property. But don't let the doom and gloom you see in the media fool you – it's far from impossible.

We speak all the time to mortgage experts about some of the ways they've helped their clients crack the market.

Some first-time investors have teamed up with a family member to take their first step on the ladder. They pool their resources and effectively double their borrowing power. Together, as a team, they make covering the cost of a deposit far more manageable and halve the costs associated with purchasing a property.

Others have taken this approach but gone in with a mate to buy. It's becoming increasingly common, so much so the industry has dubbed it "mortgage mates" where a pair of likeminded individuals join forces to make their investment dreams a reality.

There's the "bank of mum and dad", which involves a would-be buyer's parents going guarantor on their loan. It boosts borrowing power and helps when the deposit savings are a little short of the purchase price.

And then there's the great untapped potential of a superannuation fund. Many people aren't aware that it's possible to use some of your nest egg to purchase an investment property. In a nutshell, it involves establishing a self-managed super fund and diverting some of what you've accumulated to put behind real estate. It's a potentially powerful way to kickstart your investment journey.

I hear time and time again that first-timers are always shocked by just how possible it is for them to start investing. They bought the hype about markets completely locking people out. They read the headlines and believed them.

But here's the thing. That fear isn't reflective of reality – especially not at the moment.

VALUE OF OWNER OCCUPIER FIRST HOME BUYER
($ MILLIONS)

Source: ABS

One surefire sign of how difficult things are for first-time buyers right now is in the data of mortgages taken out, and as the previous chart shows, the numbers are rising.

That's a good sign. It means that while conditions remain tight, they've eased enough so that more people are able to take their first step on the property ladder.

And see those particularly big spikes between 2004 and 2024? They represent the last two major property market boom cycles Australia witnessed. When first home buyers are happy, everyone else is happy, it seems.

Another thing to keep in mind is that as an investor, there are a whole host of tax benefits available to you that can help offset your costs and even reduce your income tax.

There's negative gearing, if your rent doesn't quite cover your mortgage repayments, and whatever you outlay in managing your investment – the real estate agent, any maintenance or repairs, and other bills – are tax deductible.

There's also a fantastic perk called depreciation. It's basically the reduction in value of a property's fixtures and fittings over time due to wear and tear, aging or obsolescence. Think kitchen appliances, bathroom fittings, even the carpet and curtains. When new, they're worth a certain amount, but over time, that value gradually slides. Investors are able to calculate that rate of depreciation and claim it as a loss.

Of course, as with all things tax and finance, seek professional advice to ensure you're accessing all of the benefits you're entitled to and that your strategy best suits your personal circumstances.

But the point is, there are ways to ease the cost burden of owning an investment property.

Plus, the good news is that borrowing costs are decreasing at long last. The Reserve Bank has been lowering the official cash rate, which means the interest charged by lenders is tumbling too. And they're just getting started.

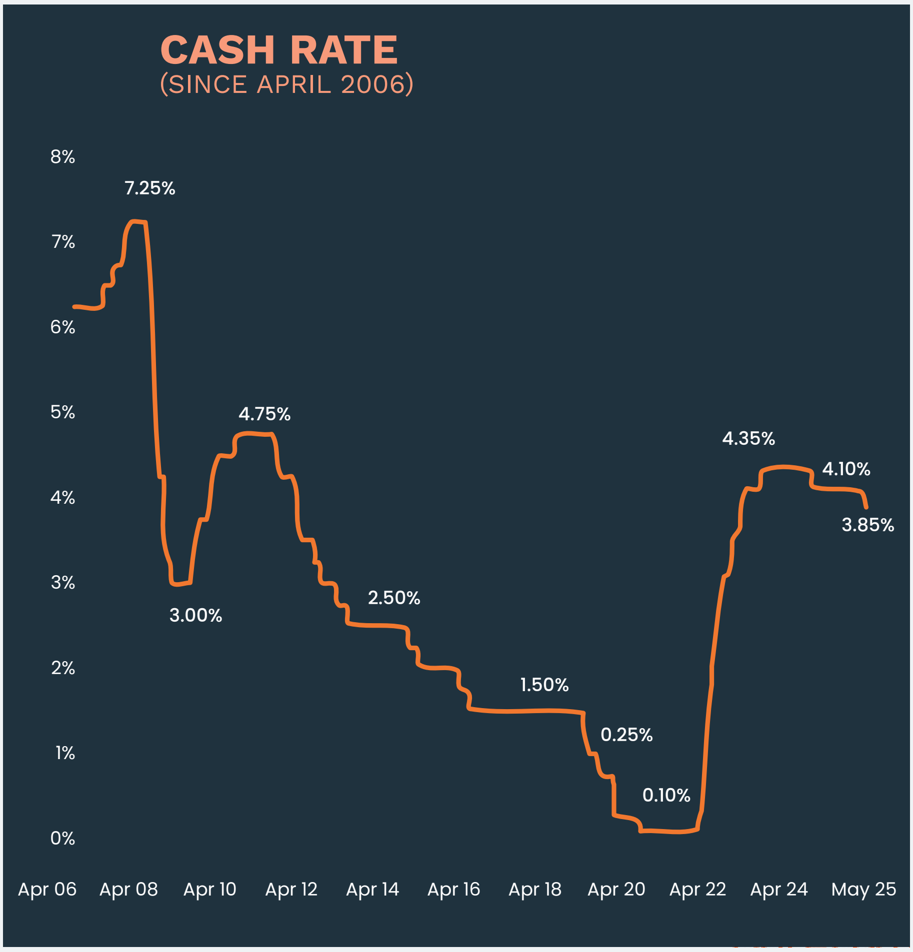
Economists agree that there are plenty more interest rate cuts on the way as inflation continues to fall and stay under control.

THE RIGHT TYPE OF ASSET

Selecting the right property type is critical in building a sustainable investment portfolio that's going to give you strong long-term growth.

First-time investors need to choose an asset that balances affordability, rental yield, depreciation benefits and future capital growth. These factors are key to helping you service your loan and hold the asset through market cycles.

> **THERE ARE WAYS TO EASE THE COST BURDEN OF OWNING AN INVESTMENT PROPERTY.**



Source: CoreLogic, RBA

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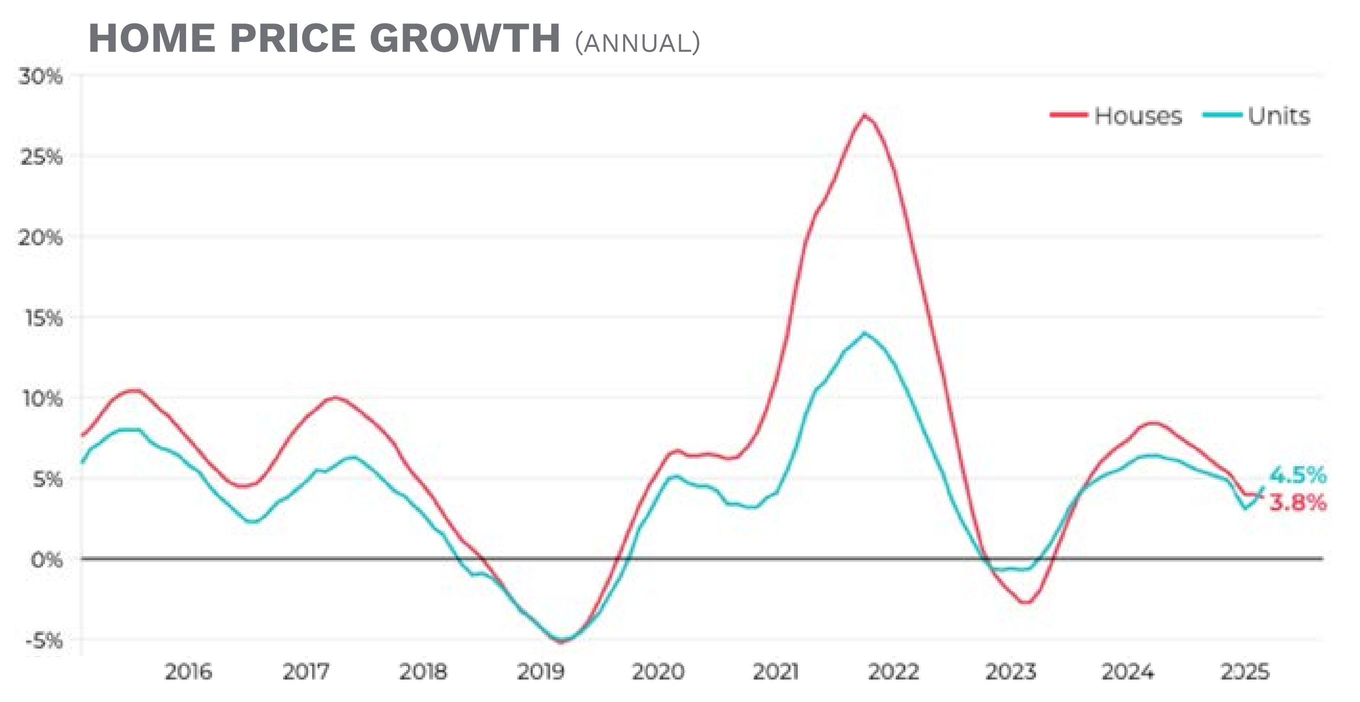


Source: PropTrack

But it's tricky. It's a bit like cracking a complex code. That's why enlisting the help of experts is advisable. They work on the ground day in, day out and through years of experience have honed their ability to source real estate that ticks all the boxes.

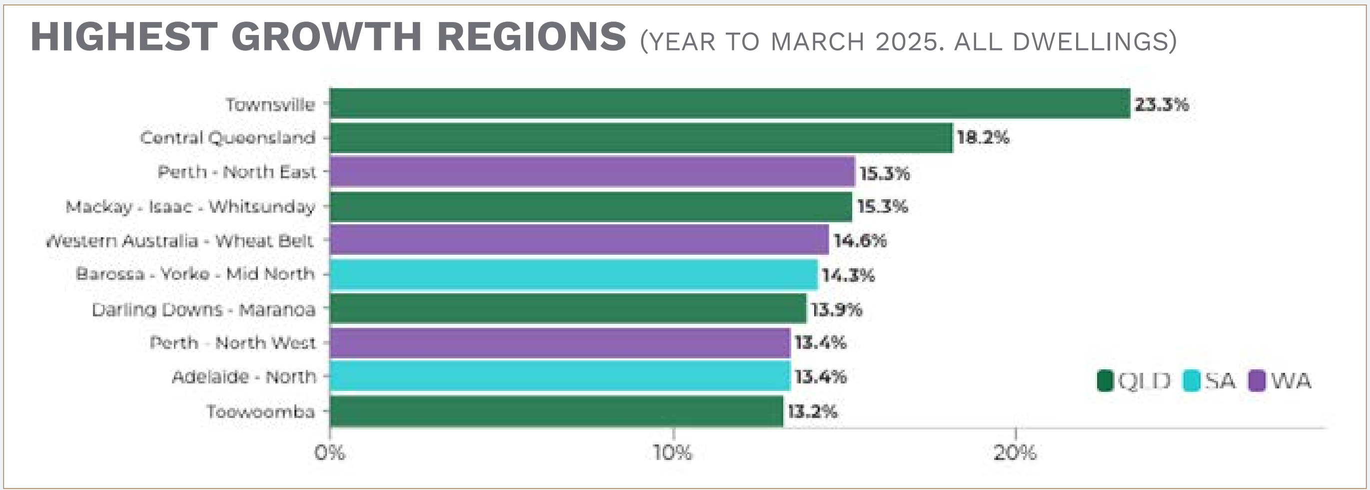
But to give you a sense of what's involved, first-time property investors should consider a few things.

Firstly, low-cost, high-yield assets like new units or townhouses, or affordable houses in emerging or developing suburbs, are ideal entry points. They're generally more affordable, tend to deliver strong rental yields due to their location and appeal to urban tenants.

For those looking further afield, new housing in well-connected regional growth hubs can also provide excellent value. These areas often benefit from regional migration, infrastructure upgrades and government incentives, offering attractive price points with solid upside potential.

Equally important is the design, layout and condition of a property. Tenants want modern, functional spaces – think open-plan living, ample storage, natural light and energy efficiency. A well-designed home attracts better tenants, commands higher rent and reduces vacancy risk.

Poor layouts or tired interiors can lead to prolonged



Source: PropTrack

vacancies, rent discounts or costly upgrades.

For first-time investors, the right property is one that not only fits the budget today but will continue to grow, rent well and be easy to hold tomorrow.

LOCATION, LOCATION, LOCATION

For first-time property investors, choosing the right location is just as important as selecting the right property.

When I talk about the importance of location in an investment sense, I'm not talking about rushing out to look for a place in Bondi. I mean, if you have the money, go for it. But most rookie investors do not.

I'm talking about attractive locations from a long-term capital growth perspective. These are areas that have the best prospects of seeing higher and higher demand from renters and buyers as time goes on.

▶ 1. Population growth: Areas with steady or rapid population growth experience increased demand for housing. This demand helps drive up property values and rental prices over time. Look at government forecasts and Census data to sniff out population hotspots.

▶ 2. Demographics: Consider who lives in the area. Is it popular with young professionals, families, students or retirees? Matching your investment to the local demographic helps ensure consistent rental demand. For example, families look for schools and parks, while young professionals want access to transport and nightlife.

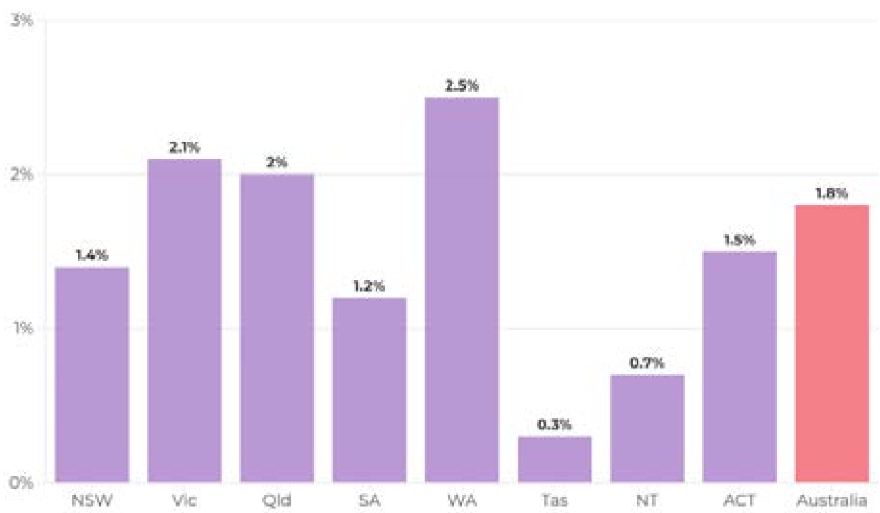
▶ 3. Infrastructure projects: New or upgraded infrastructure like train lines, motorways, hospitals and schools can greatly improve accessibility and convenience – making a suburb more attractive and increasing its future value. Look for planned government or council investments.

▶ 4. Urban renewal: Suburbs undergoing urban renewal, where older areas are revitalised with new amenities, green spaces or commercial developments, often experience significant capital growth. These improvements uplift the suburb's profile and desirability.

▶ 5. Employment and economic activity: Areas with strong local job markets or proximity to major employment hubs tend to attract stable tenants and spur population growth. Economic diversity in a region also reduces risk if one industry falters.

▶ 6. Development pipeline: Are builders getting busy in the area? Renovators and developers descend on spots where they believe there's growth to be found. Not only does development activity offer renewal, it also brings more people to an area.

ANNUAL POPULATION GROWTH BY STATE (SEPTEMBER 2023 - 2024)



Source: PropTrack

BUILDING A DREAM TEAM

Property investing can be one of the most rewarding paths to financial independence, but it's not something you should navigate alone. First-time investors in particular benefit hugely from building a strong team of trusted experts.

With the right guidance, every step becomes clearer, more strategic and far less stressful.

At the centre of your dream team should be a seasoned investment adviser from Accrue. Think of them as your lead strategist, sounding board and guide through the entire process. Accrue advisers work closely with you to define your goals, evaluate the right markets and property types, and ensure your investment is tailored for long-term performance.

They're your property investment coach, leading the charge and ensuring you're in the best possible position to score goals.

Finance is the foundation of every property deal, which is why partnering with a skilled mortgage broker or finance specialist is critical. They'll help you structure your loan for maximum borrowing power, flexibility and ongoing affordability.

From pre-approval to settlement, your finance expert keeps you on track and protects your cash flow position.

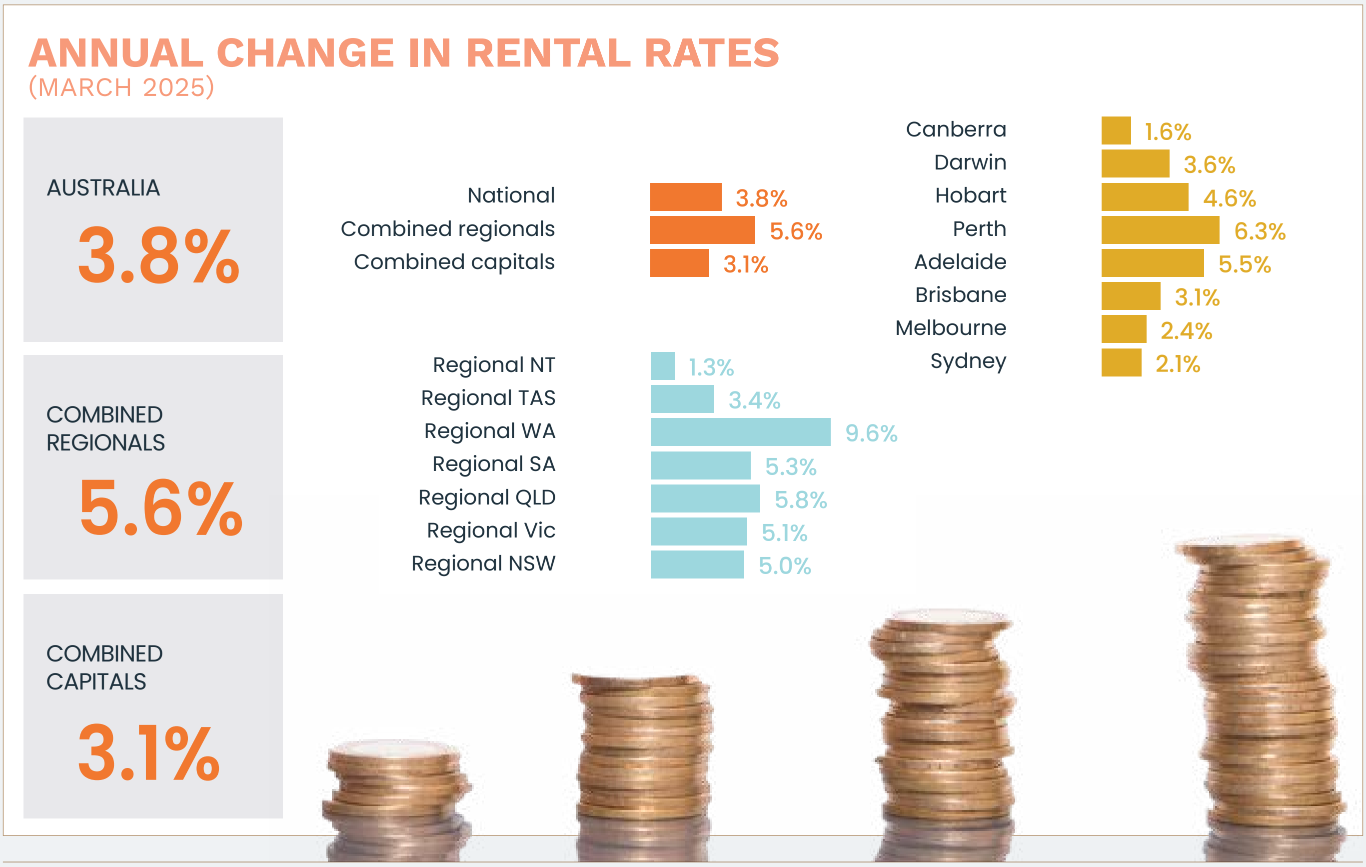
You'll also need a solicitor or conveyancer to review contracts, advise on risks and manage all the fine print. This is especially important when dealing with off-the-plan purchases or builder contracts. A great legal partner ensures you're protected at every step.

When your property is ready to be tenanted, a quality property manager becomes invaluable. They'll handle everything from marketing the listing and screening tenants to managing maintenance and lease renewals. A well-managed property means lower vacancies, fewer headaches and better returns.

For investors purchasing off-the-plan or engaging in new builds, it's vital to understand the construction process. Knowing what stages to expect, how payments are structured and what to watch for with builders helps avoid surprises.

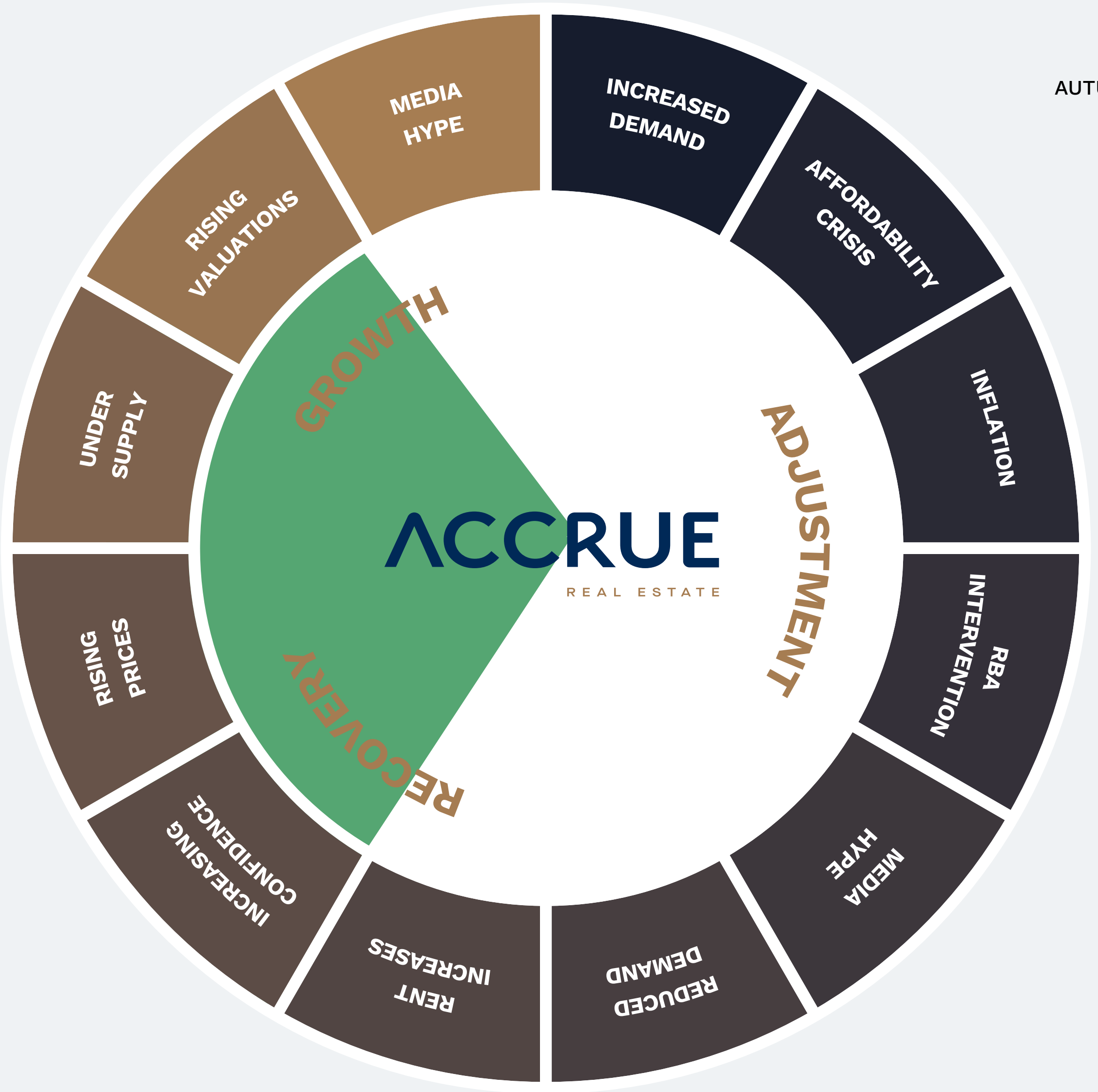
Your adviser can help you interpret building contracts, navigate timelines and communicate with developers to protect your interests.

In short, property is a team sport, and with Accrue leading the charge, you can confidently move through the property journey with clarity and control. Surround yourself with experts who align with your goals, and you'll build not just a portfolio, but a future of financial security.



Source: CoreLogic

AUTUMN 2025



Australian Property Cycle

We believe that the market is in the seven to eleven o'clock range where it's currently experiencing growing confidence, price rises, undersupply and rising valuations.

At Accrue, we recognise the importance of understanding the current stage of the property market cycle to provide our clients with the most relevant and accurate advice. The property cycle, which comprises 12 segments representing different cycle stages, is a valuable tool for assessing market conditions.

Based on our analysis, we believe that the market is in the seven to eleven o'clock range where it's currently experiencing increased confidence, rising prices, undersupply of stock and rising valuations.

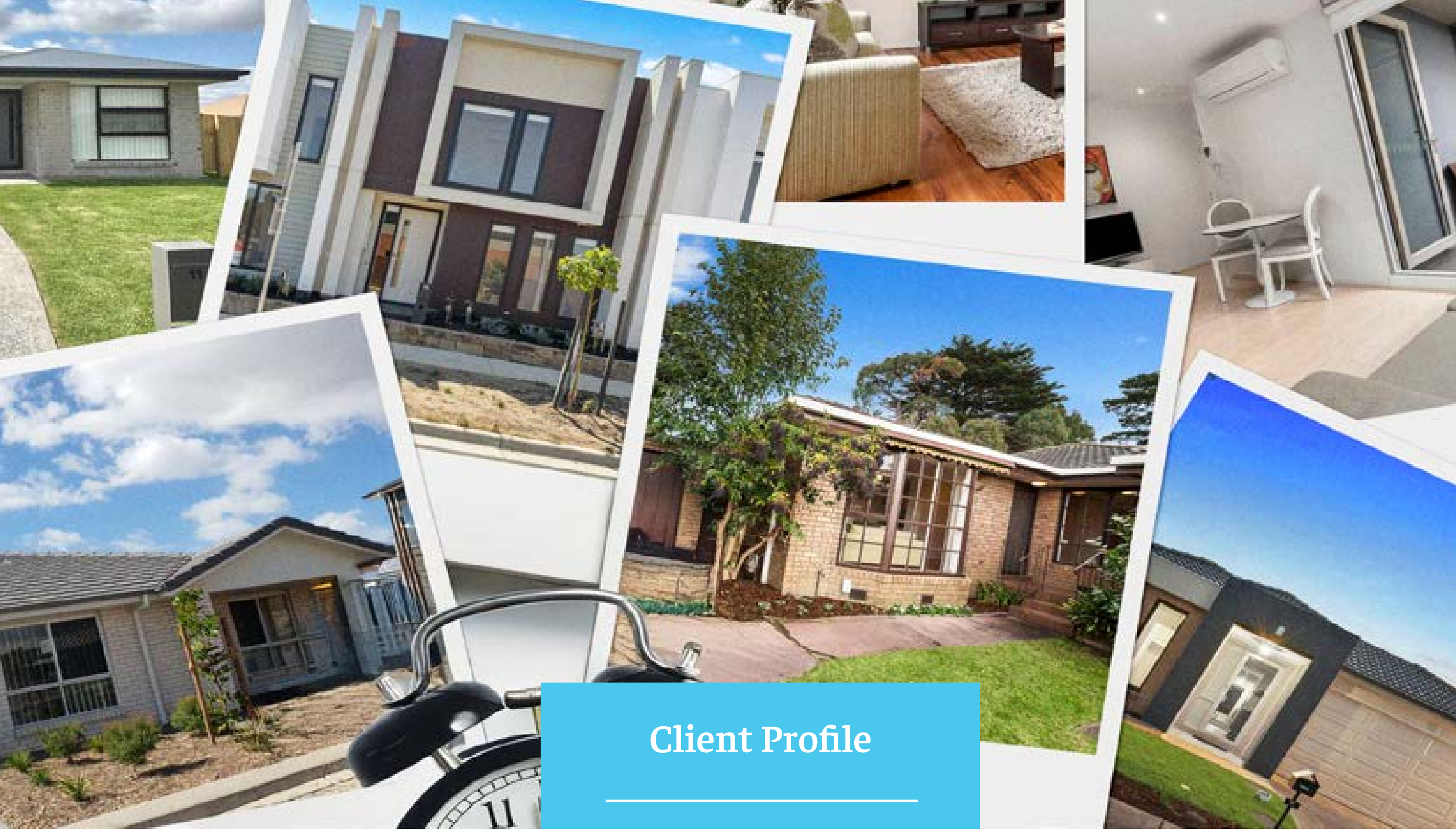
This signifies a prime time to invest in property as it suggests we are in a growth period.

This is especially the case right now given two cash rate cuts already this year are likely to drive demand higher and push up property values in the near future.

If you are considering investing, now is the time before the surge.

As a trusted partner, Accrue is committed to helping our clients find the perfect investment property to suit their needs and goals.

Our team of experts has a deep understanding of the property market and can provide tailored advice and solutions to meet our clients' unique requirements.



The value of precious time

This savvy couple knows the value of time together and is building a property investment portfolio to help them achieve their dreams.

A New Year's celebration in 2009 was the beginning of Felicity and John's fantastic story... but it almost didn't happen.

"We both didn't know if we were going to go that night, but were convinced by other people to come along," Felicity said.

"It was at a mutual friend's house, and I knew one of John's best mates, but it really was a last-minute decision."

While Felicity immediately caught John's eye, she said it took a little while for him to grow on her.

"He wasn't my type. He has a baby face," she laughs.

"Then, as the party went on, he seemed like an increasingly good idea."

Fast forward 16 years, and the couple have two wonderful kids and couldn't be happier in their dream home in MacLeod, Victoria.

The property bug hit Felicity just before the pair got together. As an accountant, she was adept with finances and knew real estate was a rewarding pursuit.

She'd signed a contract on her first property – a house-and-land package in Doreen, Victoria – about a month before their fateful meeting. She was 21 at the time and needed some parental help to make the purchase a reality.

"My dad came up with an offer. He asked if I wanted $20,000 now to pay for a house or have him pay for a wedding in the future.

"I'm an accountant, so of course I took the money. I told my dad that I'd pay for my own wedding down the track."

The Doreen property cost $310,000, but a savvy move during the planning stage allowed Felicity to relieve some of the loan-repayment stress.

"I picked a layout for the house that had bigger rooms just so I could rent two of the rooms out. I made it work and over the long term, that investment has set us up for everything else we've achieved."

But John was no slouch in the investment headspace either, which is unsurprising given he's now an IT business analyst working in the superannuation industry. He'd put together a tidy sum in hopes of becoming a homeowner.

"Before we'd met, John had saved all the money from his job working at Kmart and had $40,000 for a unit deposit. He kept missing out on auctions and was still looking when we got together."

Felicity said because he was having trouble securing a place, they decided to move into her Doreen house and continue renting out the spare rooms.

After a year in Doreen, the couple bought a unit in Box Hill, Victoria, by using John's deposit savings and the equity from Felicity's house. This is the home where they began married life and made future plans.

When it came time to move, they both knew that holding onto real estate for the long term was the best way to maximise their gains. So, they became rentvestors. They rented out their Box Hill apartment and leased a new townhouse in another suburb.

"We got a brand-new place to live in and it only cost us $20 per week more – all because we could earn rental income from the other properties and claim our interest as a tax deduction."

So here they were with two investments and a new place to enjoy, but of course, part of the investor's journey is to keep up the momentum. Unfortunately, they were delivered a swift education just as they thought they may have cracked the investment code.

"We bought a unit in South Yarra, and it was a bad investment."

Felicity admits it was a dud but there was a silver lining to this life lesson.

"We trusted certain investment property people who came and did a spiel to us. They sold us this 39-square-metre unit in a complex that was turned into an Oaks hotel. We got some rental from it, but there were no capital gains to speak of.

Felicity said they realised that without some formal training in investing, they were doing themselves a disservice as real estate owners.

"John and I did a course in property investment. We paid a few thousand dollars jointly for property courses to help us discover what to look for in great suburbs. We learned about owner-occupier-to-renter ratios, rental vacancies, sales turnover and so on.

"The course helped because it gave us the tools to work out what we needed to look for in an investment location. We didn't want to get stung again like we did in South Yarra."

Of course, timing is everything and they got this education just as kids were coming into the picture. Felicity said they put their investing activity on hold until after their second child had arrived so they could concentrate fully on what was important.

"Our next move was to sell Box Hill for what I thought was an exorbitant amount, and then Doreen. These sales financed us into our family home at Macleod where we live now.

"It's our dream location – it's a nice, leafy, peaceful suburb 25 to 30 minutes from the CBD. When we retire, we just want to sit out on the deck here, have a coffee and enjoy not working so hard. As at right now, we have about $570,000 of the loan left to pay off."

Felicity said that the life lesson from that lousy South Yarra unit, which led them to gaining more knowledge about investment, helped them choose Accrue as their property guides.

"The things we'd learned about were exactly the things Accrue research for us now.

"When we had our first meeting with Accrue, everything they went through ticked the important boxes of research we now knew needed to be included. We knew we'd found a business we could trust with our property investment plans."

Felicity said Accrue makes the whole process so smooth.

"Before Accrue, I'd dealt with builders and real estate agents and I've had malicious damage done to properties. We've gone through the bad experiences of investing, but with that comes the positive of finding the right team to work with."

She said Accrue's guidance has led them to secure the three investment assets they now have working for them.

"We invested in our first property up in Beaudesert, Queensland for $310,000 in 2021. It's a nice townhouse in a 50-unit complex with great common facilities."

Felicity said the property has never been vacant since they bought it, and its value is now over $500,000.

"But best of all, we haven't had a single problem and Accrue made it all so easy. They set us up with the property manager, got all the legal work done, arranged the finance broker and everything else with the deal.

"When we purchased South Yarra, the back and forth with all the people involved was a nightmare – the stress was terrible. But the process with the Accrue properties has been smooth sailing. Yes, there are occasional hiccoughs with things, but it's all much easier with Accrue than handling things on your own."

Their second purchase was house-and-land in Laidley North, Queensland that took 12 months to build. Again, Accrue stepped up to keep everything going as effortlessly as possible.

"Accrue did all the background work on the builder and it went really well. We paid $480,000 and the rent is already exceeding what was predicted. We were also recently offered $635,000 for it, and that's after just a year and half of owning it!"

The couple signed up on their third Accrue asset recently. This time it's a to-be-constructed townhouse in their home state.

"It's in North Clyde and we paid $630,000 for it. The market rent's been assessed at $570 per week.

"There were issues with the builder but they're being addressed by Accrue. The builder is rectifying things and paying rent while they do it. The depreciation schedule is already done too, thanks to Accrue."

Felicity said the relief of knowing they have a team like Accrue on their side is invaluable. She and John can remain hands off because everything is sorted, from purchase to settlement to management and beyond.

"When they're all working as a team, everything is in sync. It's removed all the stress, and I know it's going to work out. I trust them and I know when the next annual meeting occurs, we're likely to buy another property.

"I don't even need to know the hotspots and area because they have all of that on hand."

And all this is set to deliver Felicity and John their ultimate goal of being able to semi-retire in a few years' time.

"At 50 we want to be able to have a flexible lifestyle where we can have time together and go to the kids' school activities and the like.

"We don't need to spend money on flashy stuff too often. We are very practical people. Yes, we want to go on a holiday and do things like that, but the real value of investing to us is about time... time to spend with the kids and each other doing the things we like.

"And this is while still enjoying life now. We know how to budget and can keep an eye on things; we want to work to live, not live to work. We want to enjoy our life but also keep an eye on the future."

> "WE KNOW HOW TO BUDGET AND CAN KEEP AN EYE ON THINGS; WE WANT TO WORK TO LIVE, NOT LIVE TO WORK."

Felicity said she's been so happy with the Accrue process, she's already recommended them to others.

"No one teaches financial education at school. That's why it's so important to have expert guidance when looking to invest and Accrue has been outstanding support for us with our plans.

"A lot of our friends in our immediate circle are just paying off their mortgage rather than thinking about the long game.

"We've had people who are on good wages ask about retirement plans. My response is always that the first thing you need to do is educate yourself, and I highly recommend Accrue to help with that."

Yarrawonga

This vibrant regional town in Victoria's northeast has been popping up on the radar of investors more and more lately.

Famed for its picturesque riverside living, relaxed country lifestyle and water-based recreation, Yarrawonga has become a hotspot for migrants from Melbourne and beyond.

Along with the usual holidaymakers, tree-changers, young families in search of affordability and a quieter pace of life, and retirees alike are flocking here.

And what's not to love?

Yarrawonga has a quaint, country town feel with lots of charming heritage touches that you'd expect in this part of the world.

Lovingly maintained historic buildings, ultra-wide boulevards with delightful small-town appeal, considered landscaping and an abundance of parks, playgrounds and greenspaces.

Locals get a laid-back, warm, friendly and peaceful lifestyle without sacrificing on convenience and amenity. Everything they could want or need, from services to shopping, is covered.

And there's no shortage of activities to keep people occupied year-round.

Lake Mulawala is the main attraction – a huge man-made lake that draws thousands of visitors for fishing, boating and water sports.

There's also a host of nearby wineries and some fantastic bushwalking trails, as well as an excellent golf course and club.

The town is also incredibly well-positioned, just an hour northeast of Shepparton and an hour west of Albury. It's a reasonable trip from Melbourne at just under three hours.

The housing stock is quite diverse, from sprawling acreage properties with plenty of space to humble but hearty 1980s brick single-level dwellings.

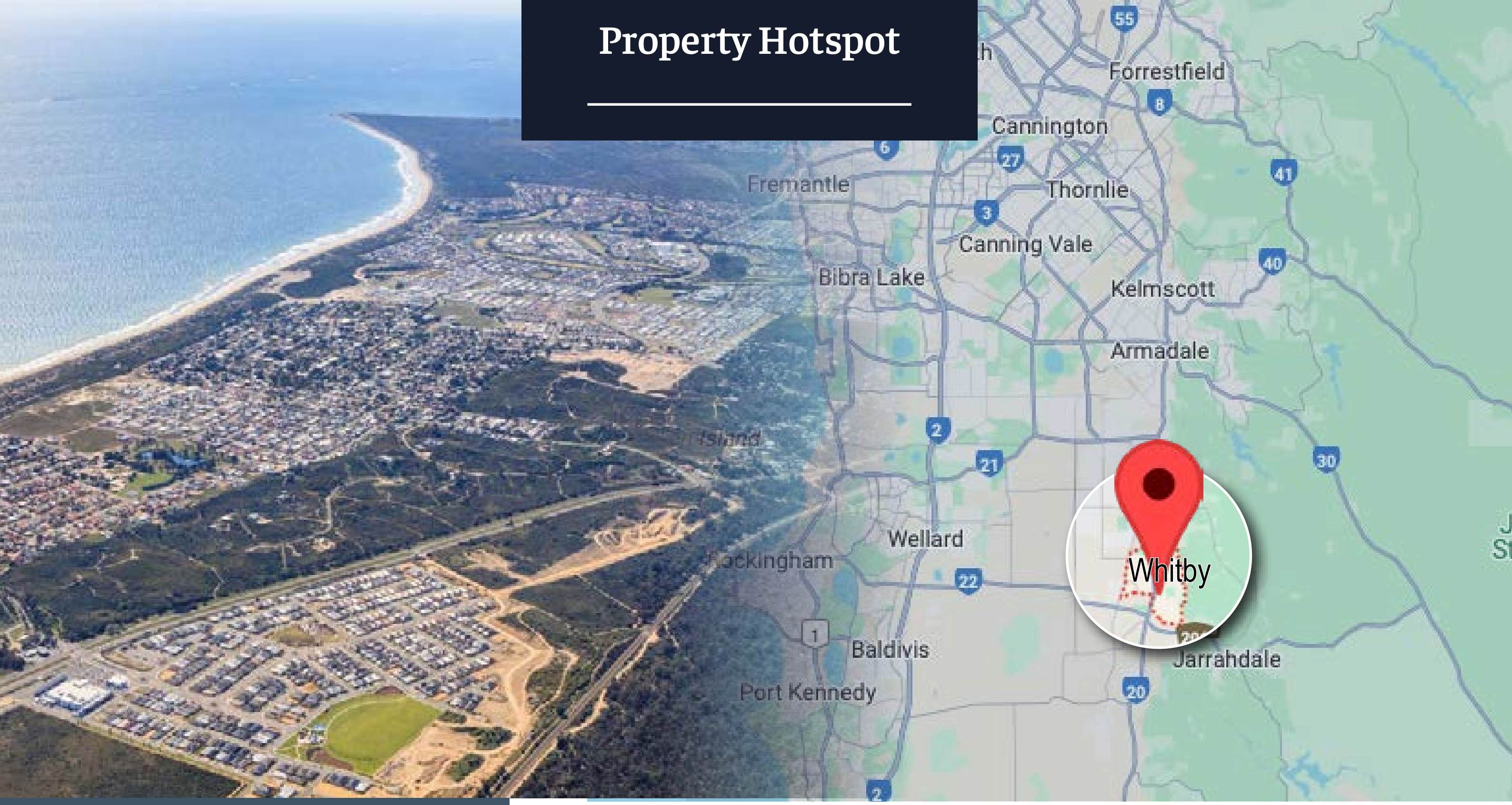
But a flurry of development activity in recent times has seen an abundance of architect-designed masterpieces popping up in new neighbourhoods.

The median house price is currently sitting at $635,000, with a median weekly rent of $527. The median unit price is $459,000, with a median weekly rent of $390.

New lowset four-bedroom homes on good size blocks can be found here – a great option for solid rental returns and depreciation benefits.

The numbers stack up nicely here too. Check out page 31 to see some data-deck support for this outstanding hot spot.

Property Hotspot



Whitby

An easy 45-minute drive south of Perth in the city's southern growth corridor you'll find Whitby, a gorgeous semi-rural locale that's garnering plenty of attention.

What was once farmland and forested lots is fast becoming a family friendly hotspot thanks to the arrival of perfectly master planned communities, modern housing estates and a flurry of infrastructure investment.

One of the main appeals is affordability, which is a big consideration for homebuyers and renters alike in the West Australian capital.

Over the past 12 months, median home prices across Perth have surged by 11.9 per cent to $806,200, while Perth rent price growth has led the nation at 6.3 per cent year-on-year to $710 per week.

Whitby is still in its early stages of development, so investors are descending, keen to get in at the ground floor and enjoy the strong potential for capital growth.

A host of land releases and house-and-land packages are offering fantastic bang for buck, especially when compared to more established parts of Perth.

Currently, the median house price is a very achievable $683,000, with a median weekly rent of $640 so there are plenty of options for savvy investors.

That development is bringing with it new parks, playgrounds, walking tracks and community hubs, significantly boosting the lifestyle amenity. But it's being done with great consideration for the astounding natural beauty.

Given it's early days here, services on the ground are still emerging, but residents have access to shopping and retail in nearby suburbs. The same goes for schools, with Court Grammar and Mundijong Primary just a few minutes away.

Whitby locals have direct access to the Southwestern Highway and Tonkin Highway, providing convenient access to Perth, Armadale and Mandurah.

Take a look at the more established neighbouring suburb of Byford, which had similar beginnings to Whitby and has seen its median house price skyrocket by more than $200,000 in the past two years.

Moama

Nestled on the northern bank of the Murray River, this charming town is the twin of Echuca, just across the border in Victoria.

Together, the pair form a vibrant and interconnected community that's transformed from an historic village to a modern lifestyle hub.

Moama mixes its country charm with booming regional growth, making it a hotspot for property investors who want solid returns now and long-term stable growth.

In a word, this place is beautiful.

Riverside living, lush landscapes, heritage appeal – Moama ticks a lot of boxes. The influx of tree-changers, families, remote workers and retirees indicates as much.

That huge demand for housing supply has seen some major new land estates emerge, with cleverly designed communities offering the very latest in modern living without breaking the bank.

An expanding selection of modern designer homes on larger-than-average blocks is coming to the market and being met with significant interest.

The median house price is $755,000, with a median weekly rent of $600 per week.

But many of the brand-new properties are able to be snapped up for well below that price.

By utilising our networks of builders and developers, we've helped several Accrue members acquire excellent assets for below the Moama median house price.

Those who enjoy an active lifestyle can pursue just about any pastime thinkable, from golf, tennis and croquet to cricket, football and water-skiing.

Those who prefer to take it easy can get lost in an array of wineries dotted across the region.

Moama is a safe, friendly and tight-knit community – it has that quintessential small-town feel. The centre of town provides an exceptional array of amenities, from restaurants and pubs to shopping and more.

Families will find a selection of good schools and a plethora of parks, playgrounds and greenspaces.

And being a stone's throw from Echuca – a thriving, lively and very trendy town famed for its hospitality scene – only adds to the appeal.

Warragul

With a place like Warragul, it's possible to have your cake and eat it too – if that delicious, sweet treat is a peaceful country lifestyle that's close to Melbourne.

This major regional hub is located in the midst of the West Gippsland, about 100 kilometres southeast of Melbourne along the Princes Freeway.

It's beloved for its rolling green hills, excellent proximity to Melbourne strong sense of community and relaxed pace of life.

The town itself is pretty as a picture, with a bustling main precinct full of heritage buildings, colourful streetscapes, blooming gardens and leafy parks.

Those in search of the best of both worlds – the allure of a small country town with access to big city conveniences – are coming to Warragul in droves.

Families are especially fond of what's on offer here. Safety, connection, good schools, green spaces, recreational amenities, and a slower pace.

Downsizers, young professionals thinking about having kids in the future and retirees are equally enamoured.

That influx of new residents in recent times has seen a rise in development activity, with a number of new house-and-land precincts popping up and offering a broader mix of dwelling types.

The median house price here is $645,000 while the median weekly rent is $520 per week. The median unit price is $455,000, while the median rent is $380 per week.

You get great bang for buck for that price – modern, brand-new family homes on generous allotments with all the modern conveniences occupants could want.

This suburb and its direct neighbour form the Warragul-Drouin Precinct Structure Plan – a government growth strategy that supports long-term residential, commercial and infrastructure investment over the next few decades.

That significant investment to support strong population growth has some describing Warragul as a future-proof target for would-be landlords which is a ringing endorsement of its growth potential.

MEMBERSHIP *Rewards* PROGRAM

At Accrue, we're all about giving back to our loyal community of investors.

This fantastic initiative has already delivered incredible prizes to members across our Accrue community, and the fun is just getting started.

The **Accrue Membership Rewards Program** is an exciting new era of rewards and recognition where members have the chance to win thousands of dollars in prizes simply by going to the rewards page and clicking the entry button. It really is that easy!

You can boost your chances of winning by inviting friends and family to join the Accrue community too.

ACCRUE
REAL ESTATE

Our recent prize winners are already enjoying their travel vouchers!

WE'LL BE ANNOUNCING OUR NEXT COMPETITION SOON!

Congratulations

TO THE WINNERS OF OUR MARCH 2025 DRAW:

1ST PRIZE WINNER	Samantha H	$4,000
2ND PRIZE WINNER	Janine O	$2,000
3RD PRIZE WINNER	Leah B	$1,000

Stay tuned for more exciting details and don't miss your chance to win big!

The Data Deck

Australian Property Clock

AUTUMN 2025

Our research and acquisitions team uses data and analytics to identify the nation's next property hotspots, keeping our clients ahead of the market.

Adelaide - South West
Albury
Cairns
Darwin
Sydney CBD
& Northern Sydney CBD
Sydney - Outer West
Perth CBD
Perth Regional

Adelaide - North West
Melbourne CBD
Melbourne Southbank
Melbourne - Outer South East
Canberra

Sydney - South West
Newcastle
Coffs Harbour
Sunshine Coast
Brisbane CBD
Outer West Brisbane
South Brisbane
Gladstone
Outer West Melbourne

Hobart & Launceston
Townsville

Geelong
Ballarat
Bendigo
Gippsland
Shepparton

Please note: Property Clock positions are based on the subjective opinion of our highly informed Accrue team. They are not based on a defined algorithm or specific data points.

Data Deck

Accrue is presented with thousands of property options across Australia each year.

CORELOGIC HEDONIC HOME VALUE INDEX

CoreLogic's analysis to 30th April shows that both total returns and annual capital growth remain strong across most centres. Interestingly the quarterly national growth rate of 1.1 per cent is a return to positive territory after a negative result in the three months to the end of January. This indicates our predictions were accurate that a cut in interest rates would help stimulate buyers into action with greater borrowing power and more confidence. With even further cuts predicted soon, we can only forecast a buoyant outlook for buyer demand.

The annual total return on dwellings across the combined capitals was 3.2 per cent, down only slightly from January's result. Perth and Adelaide vie for the top spot in terms of total return with just one percentage point separating them. Brisbane remains well-positioned with an annual growth rate of 7.8 per cent, thus reinforcing the certain outlook property buyers have for the city's prospects.

Regional centres have again shone with a combined total annual return of 9.8 per cent.

Index results as at 30th April 2025

	Change in dwelling values				
	Month	**Quarter**	**Annual**	**Total return**	**Median value**
Sydney	0.2%	1.0%	0.9%	4.0%	$1,194,709
Melbourne	0.2%	1.0%	-2.2%	1.5%	$786,158
Brisbane	0.4%	1.0%	7.8%	11.8%	$907,864
Adelaide	0.3%	0.9%	9.8%	13.7%	$825,776
Perth	0.4%	0.7%	10.0%	14.7%	$807,728
Hobart	0.9%	0.9%	0.5%	4.8%	$664,462
Darwin	1.1%	3.4%	2.5%	9.1%	$526,410
Canberra	0.4%	0.6%	-0.6%	3.4%	$864,343
Combined capitals	0.2%	1.0%	2.6%	6.2%	$905,763
Combined regional	0.6%	1.5%	5.3%	9.8%	$673,373
National	0.3%	1.1%	3.2%	7.0%	$825,349

VALUE CHANGE BY HOUSING TYPE – CAPITAL CITIES

Source: CoreLogic

A more detailed breakdown of monthly values by CoreLogic for April reveals that Australia's mid-size capitals remain dominant in terms of growth, with both attached and detached housing delivering extraordinary returns. Perth's unit prices recorded a massive 17.0 per cent jump in values over the 12-month period. Housing in Adelaide and Perth enjoyed 9.4 per cent in gains as well. This level of return in a secure asset such as real estate is outstanding. Not to be outdone, Brisbane property holders also enjoyed increases particularly in units with a 12.8 per cent uptick dwarfing the still respectable 6.8 per increase enjoyed by detached housing. The good news is that this positivity shows no signs of abating in these locations and well-selected assets should continue to perform well over the foreseeable years. Melbourne's negative results across the board reinforce the importance of being locationally strategic.

		Home value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Sydney	0.9%	$1,194,709	$750
	Melbourne	-2.2%	$786,158	$575
	Brisbane	7.8%	$907,864	$645
	Perth	10.0%	$807,728	$680
	Adelaide	9.8%	$825,776	$595
	Hobart	0.6%	$664,462	$550
	ACT	-0.6%	$864,343	$620
	Darwin	2.5%	$526,410	$630
Houses	Sydney	1.3%	$1,474,343	$750
	Melbourne	-2.1%	$934,500	$575
	Brisbane	6.8%	$989,818	$650
	Perth	9.4%	$842,413	$690
	Adelaide	9.4%	$876,714	$600
	Hobart	1.1%	$707,506	$555
	ACT	-0.5%	$977,737	$650
	Darwin	4.3%	$607,663	$660
Units	Sydney	-0.3%	$854,968	$715
	Melbourne	-2.6%	$610,327	$575
	Brisbane	12.8%	$698,479	$620
	Perth	17.0%	$600,237	$650
	Adelaide	12.3%	$595,515	$550
	Hobart	-2.1%	$530,640	$500
	ACT	-1.2%	$594,602	$570
	Darwin	-1.1%	$373,213	$550

VALUE CHANGE BY HOUSING TYPE – REST OF STATE

Source: CoreLogic

State-wide figures illustrate the diversity of property market performance across regional Australia. The year-on-year outcomes for dwellings range from a 0.5 per cent fall in the Northern Territory through to a 13.2 per cent increase in regional Western Australia. Across regional jurisdictions, apart from New South Wales and the Northern Territory, detached housing value growth outperformed units.

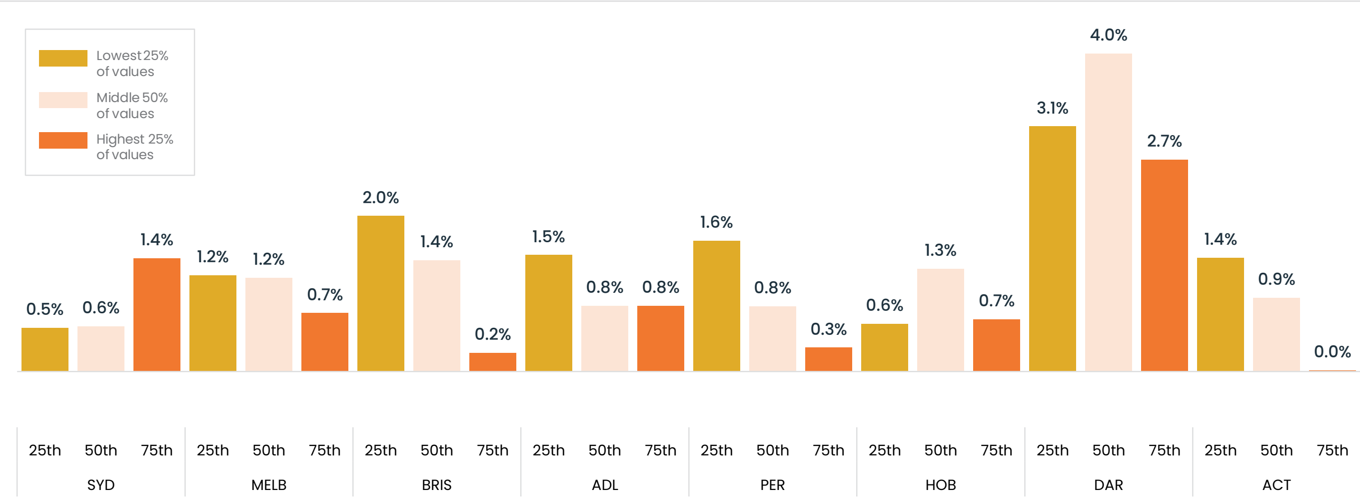
		Home value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Rest of NSW	2.7%	$762,445	$570
	Rest of Vic	-0.9%	$576,576	$475
	Rest of Qld	8.7%	$718,481	$640
	Rest of WA	13.2%	$566,113	$650
	Rest of SA	12.9%	$475,310	$400
	Rest of Tas	3.3%	$529,369	$450
	Rest of NT	-5.0%	$374,751	$513
Houses	Rest of NSW	2.7%	$791,573	$580
	Rest of Vic	-0.9%	$606,971	$490
	Rest of Qld	9.0%	$724,916	$650
	Rest of WA	13.3%	$584,869	$650
	Rest of SA	12.9%	$487,747	$420
	Rest of Tas	3.4%	$549,913	$450
	Rest of NT	-5.4%	$415,576	$558
Units	Rest of NSW	3.0%	$629,685	$520
	Rest of Vic	-1.4%	$409,405	$410
	Rest of Qld	7.7%	$699,093	$580
	Rest of WA	10.2%	$368,095	$600
	Rest of SA	11.9%	$330,365	$300
	Rest of Tas	2.7%	$413,037	$410
	Rest of NT	-3.6%	$256,124	$460

STRATIFIED VALUE CHANGE

It is essential to understand which price points across the spectrum of values offer the best potential for gains. This stratified analysis of quarterly price movements by CoreLogic shows that in Perth, Adelaide, ACT and Brisbane property priced in the lower quartile delivered greater value gains over the three months to the end of April 2025. This is typical of markets undergoing strong overall value gains with lower priced homes being "dragged up" by buoyant outlooks. As such, portfolios weighted towards these more affordable price points would have significantly outperformed portfolios comprising fewer assets with high buy-in prices.

Quarterly change in stratified hedonic dwellings index (3 months to April)

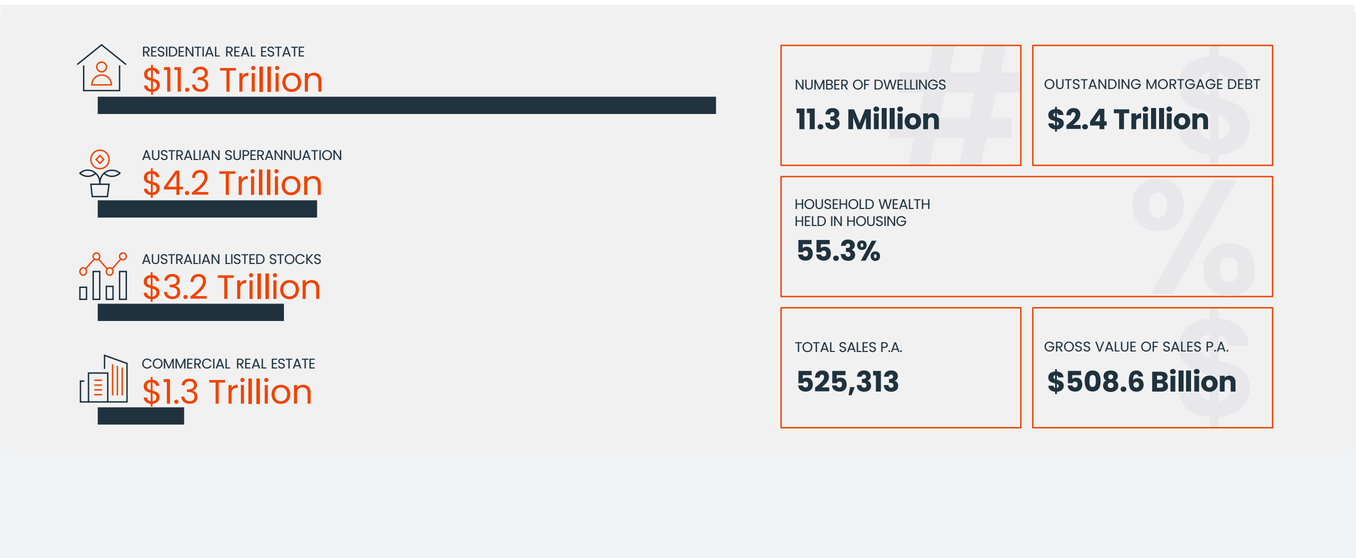
Source: CoreLogic



RESIDENTIAL REAL ESTATE VALUE

The value of Australian residential property is tracked by CoreLogic monthly. This data confirms residential real estate is the largest asset class in the nation, being 2.7 times larger than the superannuation pool, and more than three and a half times greater than listed stocks. According to the analysis, Australian residential real estate gained $300,000 million in total value between January and May this year.

Source: CoreLogic



SHARE MARKET VOLATILITY AND COMPARATIVE PERFORMANCE

The two charts below track ASX 200 price movements over a one-year and a five-year period. Both reveal share market investors have made excellent gains over these timeframes, but a closer look at the numbers reveals the risks investors face with this asset class. Extreme short-term volatility is the hallmark of share market investment and the risks versus returns over time don't compare well to the consistent, long-term gains seen in the real estate market. This has perhaps been no more vividly demonstrated than by the extraordinary moves in the share market during recent tariff trade machinations. For example, if you had bought into the ASX 200 on 14th February this year, and then sold on 7th April, you would have lost 14 per cent of your initial investment. And while share market investors did make 7.15 per cent capital gain in the past year, they could have achieved 10.0 per cent in Perth property over the same period with far less stress.

Source: Google Finance

POPULATION MOVEMENT

Total population change and net interstate migration figures are lead indicators of house price movements. There is no doubt that overseas migration numbers are helping drive demand for housing. Increasing populations in certain locations coincide with more buoyant property prices. Net interstate migration is also an important measure. This metric identifies where people are moving from and where they're resettling across Australia.

According to the latest ABS information, Australia's total population grew by 1.8 per cent to reach 27.3 million people to the end of September 2024. The biggest beneficiary of population movement within Australia is Queensland, with New South Wales seeing the greatest exodus of residents. According to the analysis, the net 12-month immigration figure was 379,800 which is a decrease of around 65,000 compared to just three months earlier. Despite this fall, the net figure remains well above the long-term annual average of approximately 230,000 persons per year.

	Population at 30 September 2024 ('000)	Change over previous year ('000)	Change over previous year (%)
New South Wales	8511.2	120.8	1.4
Victoria	7013.0	146.7	2.1
Queensland	5608.7	111.9	2.0
South Australia	1882.7	21.5	1.2
Western Australia	2981.8	72.6	2.5
Tasmania	576.0	1.9	0.3
Northern Territory	255.6	1.7	0.7
Australian Capital Territory	475.6	6.9	1.5

	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Interstate arrivals	81,410	74,095	104,491	23,238	35,358	12,727	13,101	19,666
Interstate departures	110,915	73,213	76,290	24,792	26,384	14,692	16,808	20,992
Net interstate migration	-29,505	882	28,201	-1,554	8,974	-1,965	-3,707	-1,326

	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Overseas arrivals	202,781	176,724	109,712	30,161	76,373	6,026	5,150	10,953
Overseas departures	82,708	64,348	45,712	9,846	25,613	2,361	1,894	5,583
Net overseas migration	120,073	112,376	64,000	20,315	50,760	3,665	3,256	5,370

Source: ABS

AUCTION CLEARANCE RATES

CoreLogic weekly data to 27th April reveals auction clearances tracked between 46.7 per cent and 63.7 per cent across Brisbane, Sydney, Melbourne, Adelaide and Canberra. Sydney and Melbourne – our most active capital city auction markets – saw strong clearance of 63.7 and 60.5 respectively.

These results are much stronger than those from February and suggest continued confidence among active bidders. While the combined capital city clearance rate of 57.6 per cent is lower than at the same time last year, the graph shows it has rebounded from its lows in 2024.

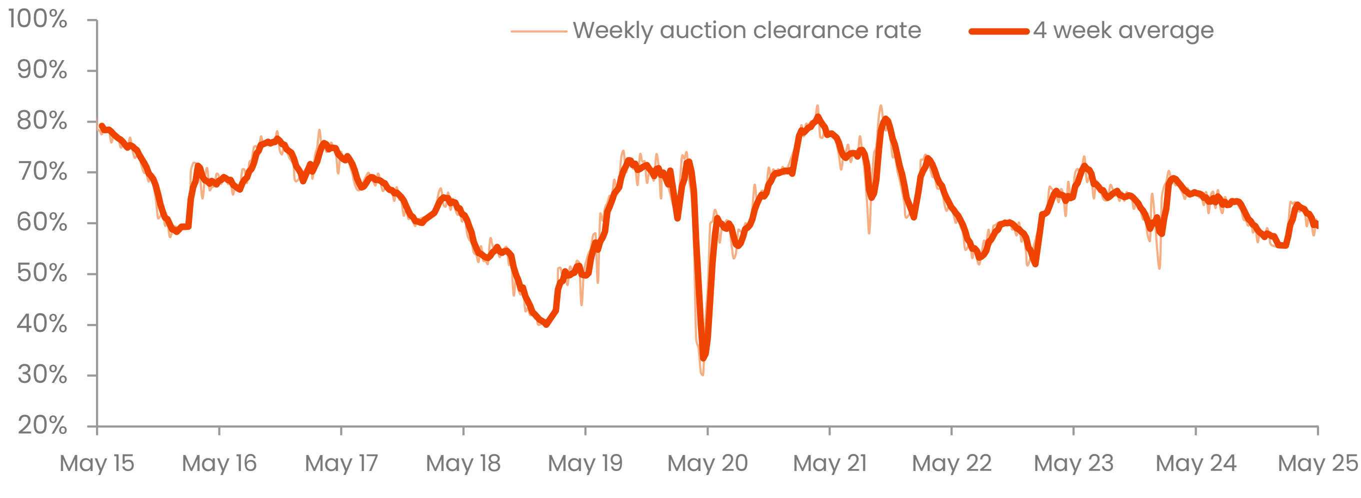
Capital city auction statistics (Final)- w/e 27 April 2025

Source: CoreLogic

City	Clearance rate	Total auctions	CoreLogic auction results	Cleared auctions	Uncleared auctions
Sydney	63.7%	399	399	254	145
Melbourne	60.5%	464	463	280	183
Brisbane	52.1%	97	96	50	46
Adelaide	63.0%	81	81	51	30
Perth	n.a.	5	5	4	1
Tasmania	n.a.	0	0	0	0
Canberra	46.7%	30	30	14	16
Weighted Average	**60.8%**	**1,076**	**1,074**	**653**	**421**

Note: A minimum sample size of 10 results is required to report a clearance rate

Weekly clearance rate, combined capital cities



RENTAL GROWTH

National rental growth rates are attenuating, although they remain positive in the latest analysis. CoreLogic's numbers reveal a 3.8 per cent increase in rents Australia-wide which is down from its peak growth rate in mid-2022 and lower than the 4.8 per cent rate seen in December 2024. Perth is out front with the strongest annual rental growth, although even its gains are continuing to slow and stabilise. For many analysts an easy slowdown in previously runaway rental growth is a positive, because it suggests the market is easing back to a more normal rent cycle rather than suffering dramatic change.

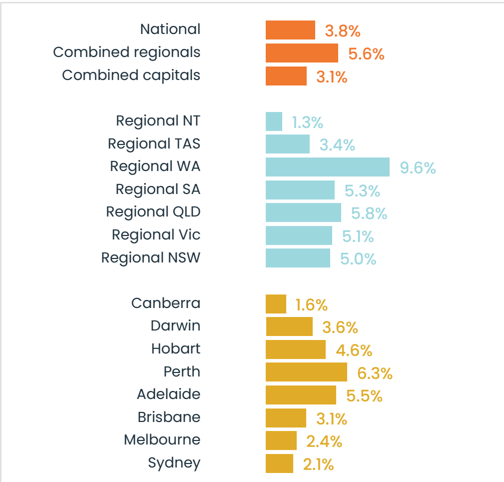
RENTAL RATES

Annual change in rental rates to March 2025

AUSTRALIA
3.8%

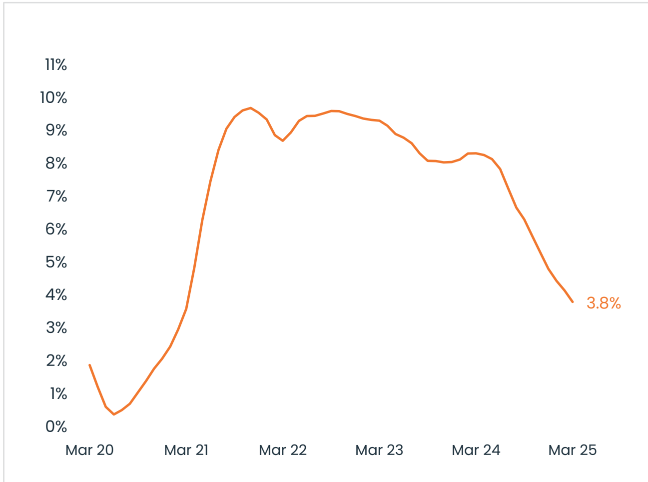
COMBINED REGIONALS
5.6%

COMBINED CAPITALS
3.1%



Annual change in rental rates - National

Source: CoreLogic



RENTAL YIELDS

Gross rental yields have remained reasonably stable since late 2022. This means that despite rents rising consistently in recent years, median values have increased in a similar way. Increasing rents help investors service their loans and meet other obligations even as their asset value improves.

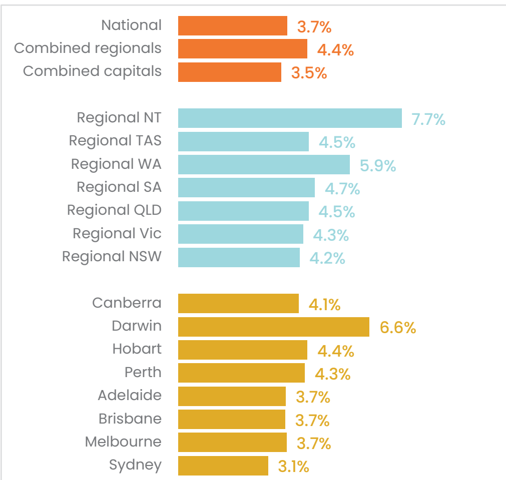
RENTAL YIELDS

Gross rental yields, March 2025

AUSTRALIA
3.7%

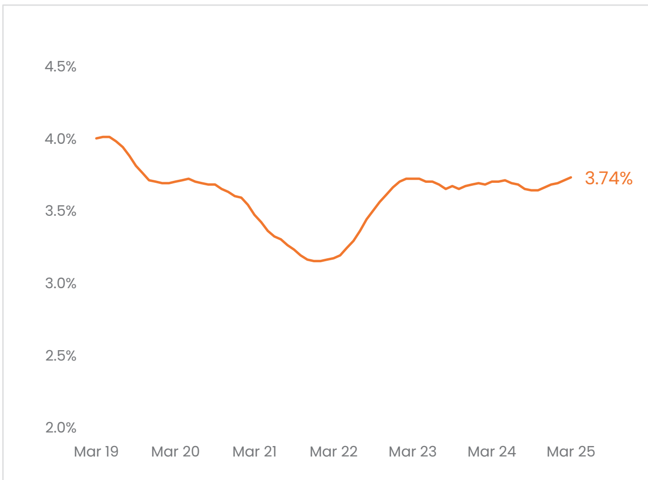
COMBINED REGIONALS
4.4%

COMBINED CAPITALS
3.5%



Gross rental yields

Source: CoreLogic



PROPERTY LISTINGS

SQM Research data shows total monthly residential property listings fell nationally by 5.5 per cent in the year to March 2025, with Brisbane experiencing the most dramatic fall. While Darwin saw a substantial uptick, the city data is skewed by its constantly low listing numbers where even a small change can be magnified in percentage terms. In the hot Adelaide market, a further tightening of listings will help bolster prices even further. Listing numbers can change dramatically in response to moves in the interest rate so this will be an interesting metric to monitor in the coming months.

Source: SQM Research

New Listings (less than 30 days)

	Mar-25	Feb-25	Mar-24	Monthly % change	Yearly % change
Sydney	16,507	16,058	16,142	2.8%	2.3%
Melbourne	17,722	17,134	18,340	3.4%	-3.4%
Brisbane	6,880	7,923	8,182	-13.2%	-15.9%
Perth	6,773	6,574	6,549	3.0%	3.4%
Adelaide	4,171	4,091	4,303	2.0%	-3.1%
Canberra	1,904	1,943	1,829	-2.0%	4.1%
Darwin	354	258	244	37.2%	45.1%
Hobart	774	783	832	-1.1%	-7.0%
National	**74,951**	**76,159**	**79,296**	**-1.6%**	**-5.5%**

RENTAL VACANCY RATES

Low vacancy rates signify a market where tenant demand outstrips the available supply of rental housing, with any figure below two per cent deemed a tight rental market. SQM Research data shows the national residential rental vacancy rate remains exceedingly tight at 1.3 per cent. This is despite rental growth slowing as shown in the charts above. The vacancy rate has eased slightly compared to 12 months ago when it was 1.0 per cent. A vacancy rate this low suggests we are in for a continued period of rising rents.

Source: SQM Research

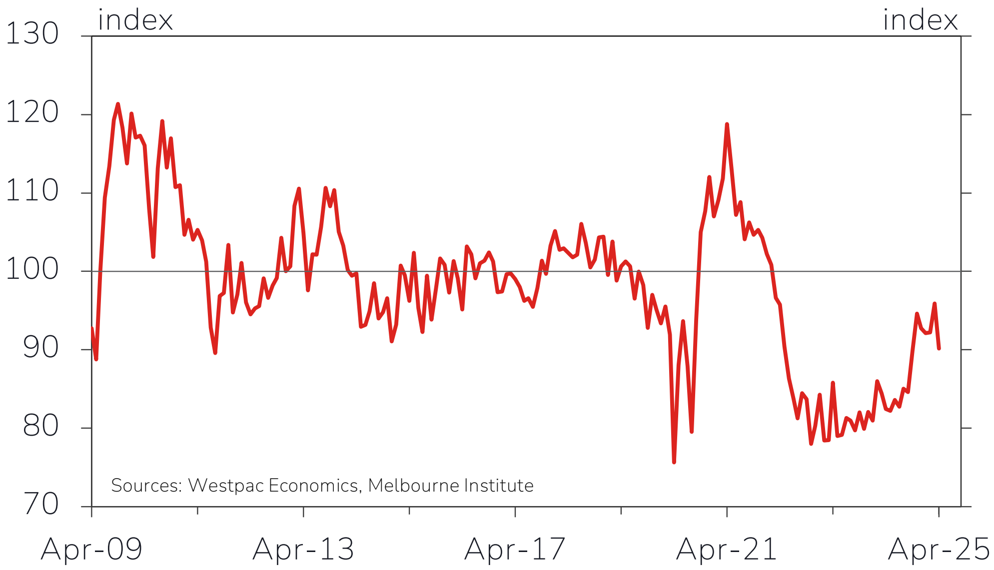
Vacancy Rates - February 2025

City	Feb 2024 Vacancies	Feb 2024 Vacancy Rate	Jan 2025 Vacancies	Jan 2025 Vacancy Rate	Feb 2025 Vacancies	Feb 2025 Vacancy Rate
Sydney	8,137	1.1%	10,151	1.4%	11,155	1.5%
Melbourne	5,288	1.0%	8,047	1.5%	9,326	1.8%
Brisbane	3,213	0.9%	2,877	0.8%	3,445	1.0%
Perth	776	0.4%	803	0.4%	1,201	0.6%
Adelaide	830	0.5%	754	0.5%	1,070	0.7%
Canberra	936	1.5%	779	1.3%	961	1.6%
Darwin	395	1.5%	281	1.1%	277	1.1%
Hobart	326	1.2%	95	0.3%	174	0.6%
National	**30,161**	**1.0%**	**31,822**	**1.0%**	**38,427**	**1.3%**

CONSUMER SENTIMENT

Consumer sentiment delivers a temperature check of the perceived economic strength of the nation. Positive confidence bodes well for property markets overall, although lower sentiment can highlight a counter-cyclical opportunity depending on other metrics. The January 2025 release of the Westpac-Melbourne Institute Consumer Sentiment Index shows a 6.0 per cent decrease in sentiment. This notable fall reflects a six-month low driven down by mostly by the U.S. led tariff war which caused a drop in global share markets. If trade conflicts can be resolved in the near term, this may prove a temporary slide.

Source: Westpac



CONSUMER SENTIMENT BREAKDOWN

A breakdown of the sentiment analysis shows property buyers have become a little more cautious on acquiring a home but remain bullish about price growth. The Time to Buy a Dwelling Index fell 6.5 percentage points in the month. Meanwhile the Index of House Price Expectations rose 4.3 per cent.

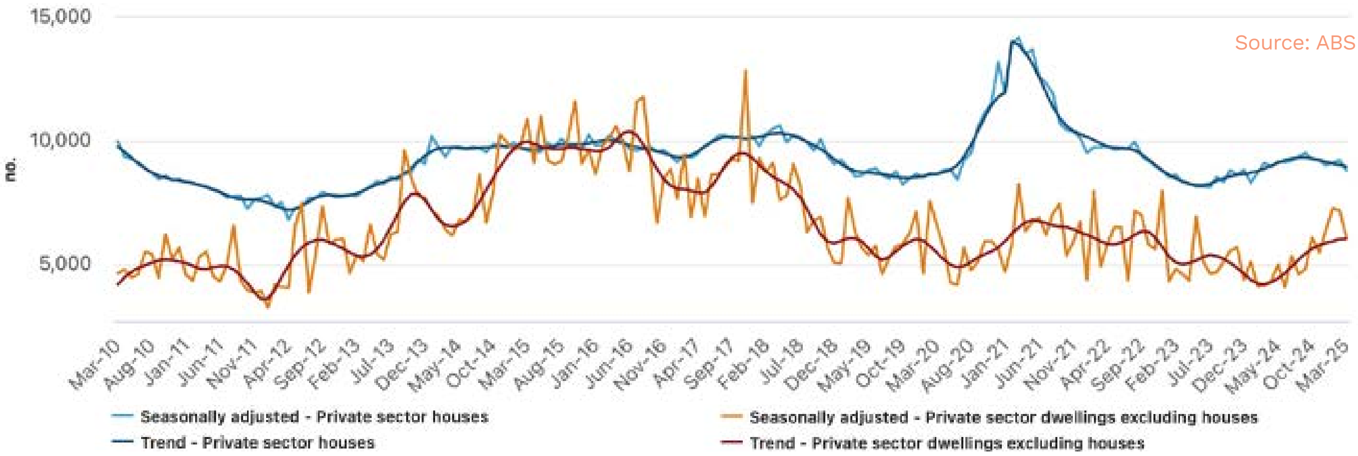
Source: Westpac

Consumer Sentiment - April 2025

	avg*	Apr 2023	Apr 2024	Mar 2025	Apr 2025	%mth	%yr
Consumer Sentiment Index	**100.4**	**85.8**	**82.4**	**95.9**	**90.1**	**–6.0**	**9.3**
Family finances vs a year ago	88.1	70.1	65.5	76.7	70.2	–8.5	7.1
Family finances next 12mths	106.7	95.5	95.5	108.3	101.6	–6.2	6.4
Economic conditions next 12mths	90.6	85.4	82.7	96.0	90.5	–5.7	9.5
Economic conditions next 5yrs	92.1	96.0	89.8	101.5	98.4	–3.0	9.5
Time to buy a major household item	123.8	82.1	78.7	97.1	90.0	–7.3	14.4
Time to buy a dwelling	120.0	71.1	75.3	91.6	85.7	–6.5	13.8
Unemployment Expectations Index	129.2	118.9	124.6	117.9	123.9	5.1	–0.6
House Price Expectations Index	128.3	130.3	161.2	146.5	153.4	4.7	–4.8
Interest Rate Expectations Index	141.9	167.2	122.8	88.2	98.1	11.3	–20.1

BUILDING APPROVALS

Building approvals help inform experts on the balance between supply and demand. The latest ABS data reveals there's been a 13.4 per cent increase in the seasonally adjusted total dwelling units approved for the year to March 2025. While this increase is a positive step toward alleviating Australia's accommodation crisis, we are still falling a long way short of what's needed. As such, demand for housing in the rental sector will continue to outstrip supply. Private sector house approvals fell 3.3 per cent across the year, while dwellings excluding houses (i.e. attached housing etc.) rose by 47.1 per cent.



ABS QUICKSTATS

ABS data helps pinpoint suburbs or regions with foundational price-growth potential. To demonstrate, here is a small portion of the available metrics in relation to Yarrawonga in Victoria.

The information shows that employment levels are good in Yarrawonga, with an unemployment rate of 2.8 per cent – almost half that of both Victoria and nationally.

Another promising metric is the owner-to-renter ratio. Having proportionally more owners promotes better capital growth. Yarrawonga has an owner renter ratio above both the state and national averages.

Then there's the comparison of mortgage repayments to income. A search of QuickStats shows that in Yarrawonga, the percentage of households where mortgage repayments are equal to or less than 30 per cent of income is greater than the same measure for Victoria and nationwide.

Just this small sample of ABS data shows Yarrawonga is a location with good homeownership levels and only moderate mortgage stress compared to other jurisdictions. All of this bodes well for capital growth potential.

Employment status *People who reported being in the labour force, aged 15 years and over*	Yarrawonga (Vic.)	%	Victoria	%	Australia	%
Worked full-time	1,844	52.8	1,871,278	56.2	7,095,103	55.9
Worked part-time	1,254	35.9	1,076,741	32.3	3,962,550	31.2
Away from work (a)	291	8.3	214,876	6.5	991,758	7.8
Unemployed	97	2.8	167,667	5.0	646,442	5.1

Mortgage monthly repayments *Occupied private dwellings (excl. visitor only and other non-classifiable households) owned with a mortgage or purchased under a shared equity scheme*	Yarrawonga (Vic.)	%	Victoria	%	Australia	%
Median mortgage repayments	1,430	N/A	1,859	N/A	1,863	N/A
Owner with mortgage households where mortgage repayments are less than or equal to 30% of household income (a)	739	77.3	637,758	73.9	2,398,902	74.0
Owner with mortgage households with mortgage repayments greater than 30% of household income (a)	108	11.3	133,287	15.5	468,817	14.5
Unable to determine (b)	113	11.8	91,606	10.6	374,734	11.6

Source: ABS

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