ACCRUE
REAL ESTATE

GETTING AHEAD WHEN COMPETITION IS FIERCE

EMERGING HOTSPOTS
WHERE TO BUY NOW FOR FUTURE GAINS

LATEST DATA
KEY INFO FOR SAVVY INVESTING

contents

ACCRUE
REAL ESTATE

EDITION 18 | DECEMBER 2025

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

The Australian property market in 2025 has delivered exactly as we predicted at the start of the year – exceptional returns for investors who acted with conviction and strategy but success can bring new challenges

Recent government initiatives to assist first-homebuyers have injected significant stimulus into the affordable end of the market – precisely where we, as investors, tend to operate.

For some, this intensity feels like a deterrent. They see heightened demand and opt out, believing prime time to invest has passed.

I understand the reluctance, but I also know that choosing not to participate right now would be a huge mistake.

Near-term demand fluctuations should never dictate your long-term strategy. Yes, there are more buyers to compete with. Still, their presence is a powerful signal – it tells us the assets we're targeting are highly desirable, well-priced, and positioned for strong appreciation. That's validation, not a warning.

What matters now is precisely what has always mattered: careful analysis, strategic selection, and the discipline to act when fundamentals align.

The data tells a compelling story. National dwelling values rose 4.8 per cent in the year to September, but certain markets and assets enjoyed substantially bigger capital gains. Investors who sat on the sidelines at the start of the year may have missed tens of thousands in value growth – wealth that evaporated through inaction.

Looking ahead, the Reserve Bank has cut rates three times, with economists forecasting further rate reductions. Lower mortgage repayments and improved borrowing capacity will intensify buyer confidence. Those who wait now may face steeper competition and higher prices.

This is why our feature article, "Getting Ahead When Competition Is Fierce," becomes essential reading. We've analysed why savvy investors are stepping up at this moment. We've explored how we identify locations with genuine long-term potential, select property types that deliver strong yields, and help you navigate this landscape with confidence.

In this issue, we also reveal four more emerging markets with outstanding fundamentals. Our property clock, market cycle analysis, and data deck also demonstrate the tools you can rely on to invest with confidence.

Here's what matters: competition signals strength, not weakness. When thousands want to buy in a particular market, it's because that market is genuinely desirable. Your job is ensuring you're buying the right asset in the right location, backed by the right analysis and the right team.

If you're ready to get ahead of the competition and build a formidable portfolio, contact an Accrue team member today. We'll apply our proven analytical approach to position your next investment for long-term wealth creation.

Please enjoy this issue of Accrue Magazine.

JASON NEVINS
CEO

Getting ahead when competition is fierce

JASON NEVINS
CEO

Australian property is today's hot commodity, but those who retreat from this competitive landscape could lose far more than they realise

In line with our predictions from the start of this year, the Australian property market has entered a new phase of intensity – and if you've been house hunting lately, you've felt it firsthand. Open homes are packed. Offers are coming in fast. Properties that tick all the boxes are being snapped up within days, sometimes hours, of hitting the market.

For property investors operating in the sub-$1 million price bracket, competition has reached fever pitch. A very recent event has built on the underlying upward price tension that had already been forming.

I'm referring specifically to changes to federal government first-homebuyer schemes which have unleashed a wave of activity across the country, bringing thousands of eager purchasers into the exact same market segment where smart investors have been building their portfolios.

It's created a perfect storm of demand. But rather than retreating in the face of competition, savvy investors are recognising this moment for what it really is – a signal that the fundamentals are strong, that the assets in this price range are highly desirable, and that acting with confidence and strategy is more important than ever.

If you've been sitting on the fence, waiting for the "perfect" time to invest, this could be your wake-up call. Recent market data is showing strong growth in many areas and is not showing signs of slowing down.

And every day you delay is another day of potential growth slipping through your fingers.

WHY THE MARKET IS SO HECTIC RIGHT NOW

To understand the current intensity, you need to look in more detail at what's changed recently.

The Australian government has expanded and enhanced its suite of first-homebuyer initiatives, including increased eligibility thresholds, higher income caps, and more generous deposit requirements under schemes like the Home Guarantee Scheme. These measures are designed to help first-time homebuyers get their foot on the property ladder with smaller deposits and without the burden of Lenders Mortgage Insurance (LMI).

The result? A surge of new buyers is entering the market with greater purchasing power and heightened urgency.

And they're not just looking anywhere.

"A SURGE OF NEW BUYERS IS ENTERING THE MARKET WITH GREATER PURCHASING POWER AND HEIGHTENED URGENCY."

They're targeting affordable, well-located properties in outer metropolitan suburbs and regional growth centres, along with entry-level apartments closer to CBDs, which is the same stock that delivers strong long-term returns for investors.

First-homebuyers are increasingly active in markets under $1 million, and when they're happy and confident, it creates upward pressure on prices and competition across the board.

For investors, this means facing more bidders at auctions, more offers on properties, and faster sales cycles. It's a competitive environment, no question. But it's also validation that you're looking in the right place.

When first-homebuyers – who are often among the most motivated and well-researched purchasers – are flooding into a market segment, it's a clear signal that those properties are desirable, affordable, and likely to appreciate in value.

Time in the market beats timing the market every single time. And right now, time is ticking.

WHAT THE DATA TELLS US

Let's look at what's actually happening on the ground.

According to Cotality, home prices nationally rose 4.8 per cent in the year to September 2025. But that's just the national average.

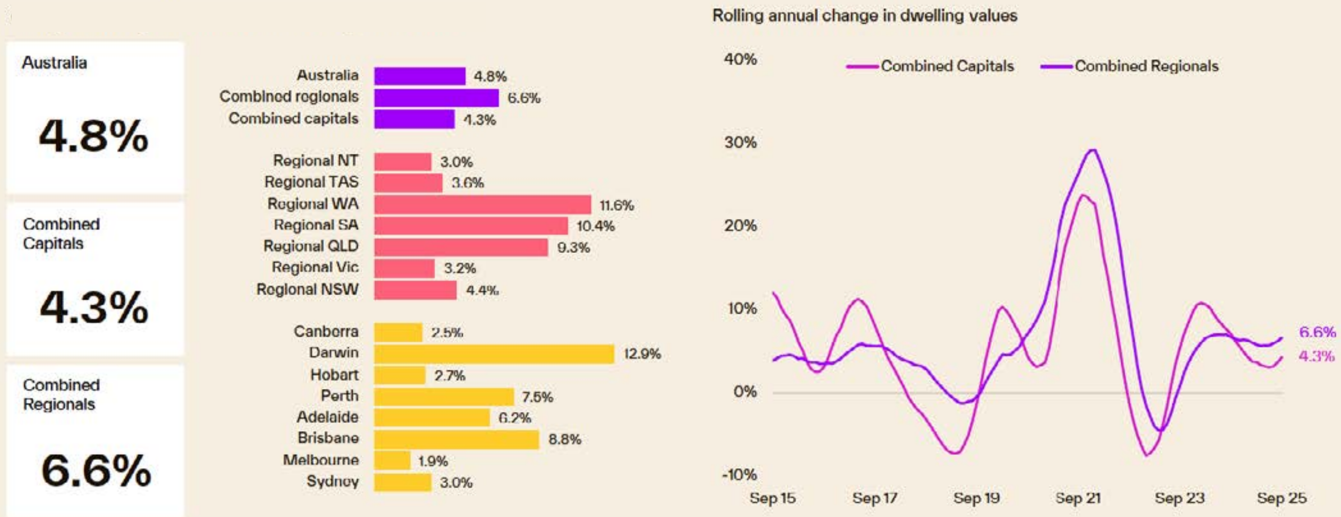
"LET'S LOOK AT WHAT'S ACTUALLY HAPPENING ON THE GROUND."

In some centres, growth was considerably higher. Those who bought a year ago in locations that became hot capital gain zones are now enjoying growth far in excess of that figure. Just take a look at regional Western Australia and its incredible 11.6 per cent price growth. Broadly speaking, those who failed to act out of fear or uncertainty and delayed investing $500,000 in an asset could have lost anywhere between 7.5 and 11.5 per cent in capital growth in key performance markets. That's the equivalent of between $37,500 and $57,500 of missed gains in a single year.

That's not just a statistic. That's real wealth creation that may have passed them by.

Now consider what's ahead. After the Reserve Bank's first 25-basis-point cut in February 2025, which took the cash rate to 4.1 per cent, the Board trimmed again in May and then in August.

12-MONTH CHANGE IN DWELLING VALUES
NATIONAL



Source: Cotality

The cash rate now sits at 3.6 per cent following the 1 October 2025 meeting.

The Commonwealth Bank believes the RBA is likely to make a cut in early 2026, which would take the cash rate to 3.35 per cent, before a pause. All banks agree there is likely zero chance of rate increases in the foreseeable future.

So, lower interest rates mean lower mortgage repayments, improved borrowing capacity, and a rush of buyer confidence. This equation sees markets surge quickly.

Those who wait too long could quickly find themselves facing even stiffer competition and forced to pay top dollar to secure a property.

WHY YOU SHOULD ACT NOW, NOT LATER

There's a common belief among some would-be investors that waiting for conditions to "settle" or "soften" is the smart play. They think that if they just hold off a bit longer, competition will ease, prices might dip, or a better opportunity will emerge.

But history shows this thinking is flawed.

The most recent long-term study by then CoreLogic, now Cotality, shows that in the five years to March 2025, 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. The more recent data suggests the market has improved even further since. Imagine if you'd been willing to buy five years before that time. The pandemic had just turned the world upside down, creating unprecedented uncertainty. Many investors ran for the hills. However, strategic investors held their nerve, assessed the landscape, and made purchases with a long-term perspective. During that time they became, on average, $230,000 richer for taking action.

Even looking at more recent history, twelve months ago, if you'd done your homework and made a smart investment decision, you'd be well ahead.

The lesson is clear: waiting rarely pays off. Perhaps the most powerful insight is captured in an old Chinese proverb: “The best time to plant a tree was 20 years ago. The second-best time is now”.

The longer you wait, the more opportunity slips away, because the clock only begins ticking on growth when you hit the start button.

THE FUNDAMENTALS MATTER

In a heated market like we’re seeing today, there's a temptation to rush in and make hasty decisions just to secure something – anything – before it's too late.

But speed without strategy is a recipe for regret.

Yes, you need to move with urgency. But you cannot afford to neglect the fundamentals that make a property a sound long-term investment.

> **“THE LONGER YOU WAIT, THE MORE OPPORTUNITY SLIPS AWAY, BECAUSE THE CLOCK ONLY BEGINS TICKING ON GROWTH WHEN YOU HIT THE START BUTTON.”**

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.

So what does that look like in practice?

Low-cost, high-yield assets like new units or townhouses, or new and off-the-plan houses in emerging or developing suburbs, are ideal entry points. They're generally reasonably affordable options and tend to deliver strong rental yields due to their location and appeal to tenants. 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.

But it's not just about the price tag or the location. 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 rents, and reduces the risk of vacancy.

In a competitive market, it's easy to compromise on these factors to get a deal done... but don't! For savvy 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 REIGNS SUPREME

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

In a frenzied market, this becomes even more critical. You're not just competing with other investors, you're competing with first-homebuyers, upgraders, and downsizers, all chasing the same desirable suburbs as well.

So how do you identify locations that will deliver long-term capital growth, even when everyone else is circling the same areas?

Look for areas with steady or rapid population growth. This demand helps drive up property values and rental prices over time. Government forecasts and Census data can help identify population hotspots.

Often, you'll start with regional-level analysis. For example, the latest numbers on interstate migration show the regions that the population is flocking to are Queensland and Western Australia.

But then you can also look at more nuances in an area. ABS data will let you consider demographics. Is the area popular with young professionals, families, students, or retirees? Matching your investment to the local demographic helps ensure consistent rental demand.

Pay attention to infrastructure projects. New or upgraded infrastructure like train lines, motorways, hospitals, and schools can significantly improve accessibility and convenience, making a suburb more attractive and increasing its future value.

Look for suburbs undergoing urban renewal, where older areas are revitalised with new amenities, green spaces, or commercial developments. These improvements uplift the suburb's profile and desirability.

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

Check if builders are getting busy in the area. Renovators and developers descend on areas where they believe growth opportunities exist. Development activity offers renewal and brings more people to a location. It's potentially a self-generating value-growth machine. The more people are attracted to new services and facilities, the stronger the demand for housing and the higher the prices rise.

These fundamentals don't change just because the market is competitive. If anything, they become more critical. You need to be confident that the property you're fighting for is worth the fight.

> **THESE FUNDAMENTALS DON'T CHANGE JUST BECAUSE THE MARKET IS COMPETITIVE.**

ANNUAL NET INTERSTATE MIGRATION

TO 31ST MARCH

	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Interstate arrivals	83,286	73,511	103,544	24,035	38,630	12,953	14,443	20,274
Interstate departures	109,846	75,829	79,529	25,505	26,955	15,170	16,318	21,524
Net interstate migration	-26,560	-2,318	24,015	-1,470	11,675	-2,217	-1,875	-1,250

Source: ABS

THE MINDSET FOR SUCCESS

Investing in a competitive market requires more than just strategy and data. It requires the right mindset.

From the beginning of time, humans have found themselves paralysed by fear, uncertainty, or the false belief that they aren't ready. 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.

Fear is one of the most primal instincts we have. Without productive fear, we'd all rush off and spend every cent we have on a home that makes us feel good, with no due diligence and zero thought about its future growth prospects.

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

Remember, however, there's a difference between productive fear and paralysing fear.

Don't let an irrational fear of getting started prevent you from achieving your dreams. Don't let bad fear hold you back. Harness the importance of productive fear and make smart, targeted steps.

When it comes to overcoming analysis paralysis, it's crucial to let go of perfection. Stop waiting for the "perfect" deal. Every deal comes with trade-offs. Waiting for a unicorn means you'll miss dozens of exceptional opportunities.

Trust your strategy. You and your experts will have done plenty of planning by this stage. Feel the fear and do it anyway because you know what the outcome will be.

We spend so much time building up the anxiety that we forget how simple it actually is to say "yes" and move forward.

In a competitive market, hesitation can cost you in missed opportunities and tangible wealth.

WHY EXPERT GUIDANCE MATTERS MORE THAN EVER

Property investing is not something you should navigate alone. Investors at all stages of their journey benefit greatly from building a strong team of trusted experts. With the right guidance, every step becomes clearer, more strategic, and far less stressful.

In a market as competitive as this one, that expert guidance isn't just helpful – it's essential.

At the centre of your dream team should be a seasoned property expert. Think of them as your lead strategist, sounding board, and guide through the entire process. They'll 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.

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

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.

Without that team, it's easy to get overwhelmed. And when things feel hard or confusing, most people just give up. But with the right team around you, you're equipped to move quickly and confidently, even when the market is fierce.

In short, property is a team sport. Surround yourself with experts who align with your goals, and you'll build not just a portfolio, but a future of financial security.

DON'T LET COMPETITION STOP YOU

Yes, the market is competitive. Yes, it's intense. And yes, it can feel overwhelming when you're up against multiple bidders for the same property.

But here's what you need to remember: competition is a sign of strength, not weakness.

When lots of people want to buy in a particular market, it means that market is desirable. It means the properties there are well-located, well-priced, and have strong future prospects.

Data from the Australian Taxation Office shows that around 70 per cent of people who invest in property own just a single investment. So, what's stopping those owners from buying more real estate? And more importantly, how do you break through that barrier and continue building your portfolio with confidence?

The answer is to stick to your strategy. Trust your team. And remember why you're doing this in the first place.

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.

The bottom line is this – the Australian property market is fierce right now.

There's no denying it.

New first-homebuyer schemes have brought thousands of motivated purchasers into the sub-$1 million market, creating intense competition for the kinds of properties that deliver strong long-term returns for investors.

But this isn't a time to retreat. It's a time to act.

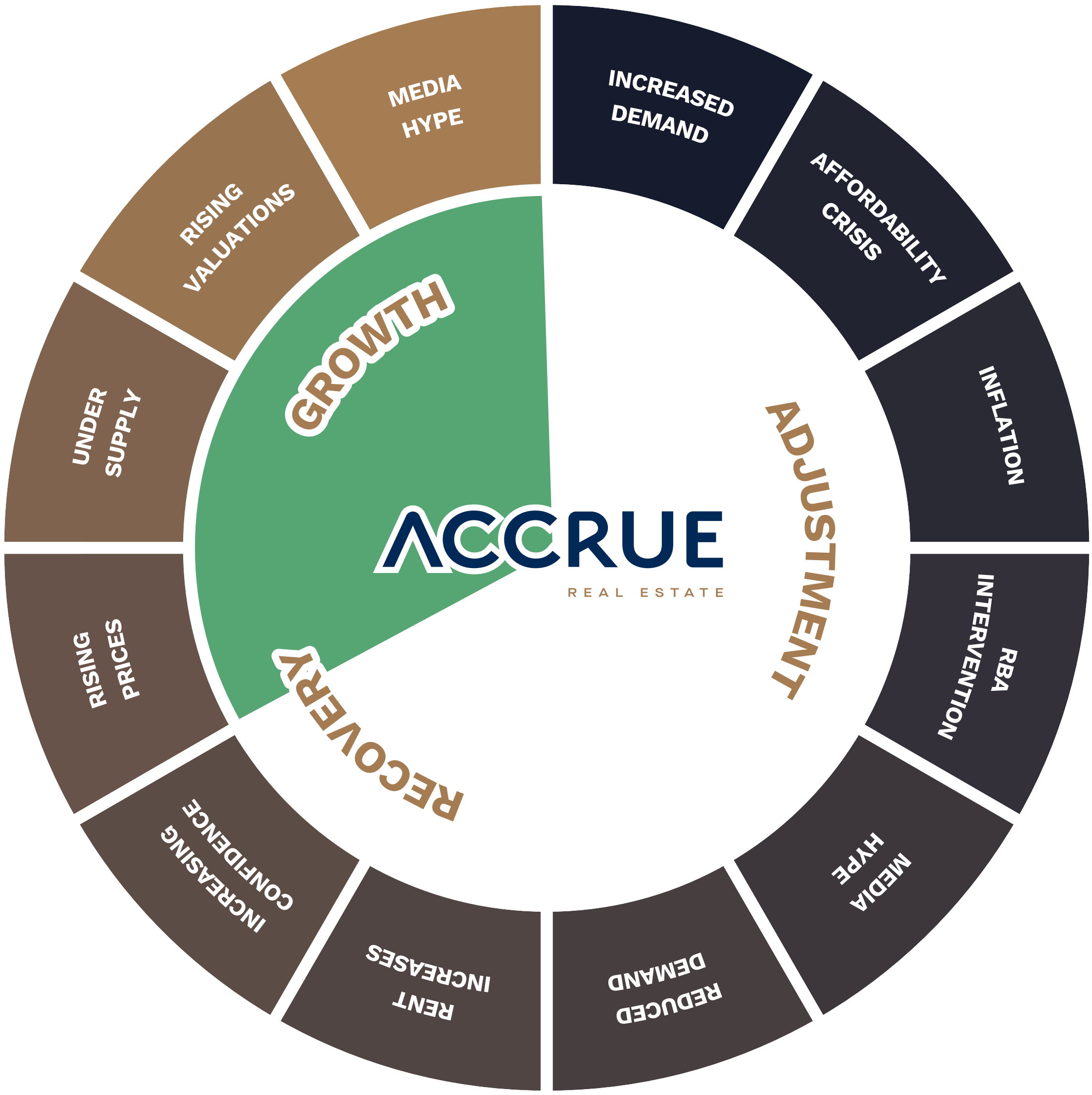
Those who sat on their hands last year, unsure about everything from interest rates to supply levels, now have nothing to show for their hesitation. Meanwhile, savvy investors who acted strategically and with confidence find themselves with exceptional capital gains – many in the double digits.

Right now, the fundamentals are strong, demand is high, and supply is constrained. Interest rates remain in a downward cycle, and the properties in the price range where you're investing are some of the most sought-after in the country.

Yes, you'll face competition. But with the right strategy, the right mindset, and the right team around you, you can navigate this market successfully and build a portfolio that can deliver financial freedom.

The question isn't whether you should invest. It's whether you're willing to act before the opportunity passes you by.

Because every day you wait is another day of growth you're leaving on the table. In a market this competitive, that's a cost you can't afford.



Australian Property Cycle

We believe that the market is in the eight to twelve 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. Our 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 eight to twelve o'clock range where it's experiencing, rising prices, and an undersupply of stock.

This signifies an opportunistic time to invest in property as it suggests we are in a growth period where smart investors can take advantage.

This is especially the case right now given three cash rate cuts 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 to act before prices historically rise.

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.

Cobram

Nestled on the banks of the mighty Murray River in the Moira Region, Cobram represents a compelling opportunity for investors seeking strong rental yields in an undervalued regional market.

This town has quietly been generating solid returns whilst remaining largely under the radar of mainstream investor attention.

Cobram's appeal lies in its strategic positioning and community character.

Situated at the border with New South Wales, this location offers residents a relaxed country lifestyle with genuine small-town charm. Walking along the Murray or enjoying natural bushlands and renowned Thomson's Beach are attractions that have drawn in tree-changers and retirees seeking an escape from city pressures. The town acts as a service centre for the surrounding agricultural region, anchored by dairy, fruit and agriculture. This economic diversity provides employment stability and underpins steady rental demand from both families and agricultural workers. The broad demographic appeal, from young professionals through to retirees, creates a reliable tenant base.

From an investment perspective, Cobram's numbers are particularly appealing. Realestate.com.au shows the median house price sits at $425,000, making Cobram one of the most accessible price points in regional Victoria. This affordability is further complemented by exceptional rental yields, with the median weekly rent reaching $460 and producing an impressive gross yield of 5.6 per cent. The town benefits from strong local infrastructure, with schools, healthcare facilities and shopping amenities well established. Connectivity is solid, with Cobram Station allowing railway services to Melbourne. There are several road routes to other major regional centres, and the capital.

Cobram's relative obscurity compared to more publicised regional towns may prove advantageous for discerning investors. Affordable housing, combined with strong yields and consistent rental demand, creates an attractive proposition. For investors seeking genuine value in regional Victoria, Cobram warrants serious consideration.

Bairnsdale

Positioned as the commercial hub of East Gippsland and serving as a gateway to the renowned Gippsland Lakes, Bairnsdale represents a balanced investment opportunity blending lifestyle appeal with solid financial metrics.

This charming regional centre has consistently attracted new residents seeking a country lifestyle without sacrificing convenience and amenity.

Bairnsdale's natural setting is genuinely impressive. Nestled on the Mitchell River with proximity to pristine coastal regions, the town offers residents access to exceptional outdoor recreation. The area's reputation for natural beauty extends to its historic streetscapes, heritage architecture and culture.

The local economy is supported by agriculture, tourism and its position as a significant regional service centre. Educational institutions include public and private options across both primary and secondary schooling, and the town is also home to TAFE Gippsland Bairnsdale campus.

Demographically, Bairnsdale has experienced steady population growth as families, professionals, and retirees discover what the area offers.

The investment metrics are compelling. The median house price stands at $450,000, with its most recent annual capital growth rate being 4.5 per cent, reflecting steady, long-term value gains. The median weekly rent of $460 produces a gross yield of 5.3 per cent — well above the three per cent benchmark often quoted as the measure of sustainable returns.

Housing stock ranges from charming heritage properties to modern family homes. New home construction delivers a compelling choice for discerning investors looking to maximise returns and depreciation benefits. The rental market is buoyant, supported by genuine lifestyle demand rather than speculative interest.

With established infrastructure, diversified economy and proven lifestyle appeal, Bairnsdale offers a balanced proposition, combining steady income generation with stable capital growth potential.

Wangaratta

Positioned where the Ovens River and King River meet, this regional city is the primary service hub for north-east Victoria, and has emerged as one of the state’s most dynamic investment destinations.

Wangaratta is a thriving centre that perfectly embodies the modern regional success story, combining genuine prosperity with a lifestyle appeal that's attracting serious interest among new residents and investors alike.

Wangaratta's natural setting is striking.

The riverside location provides scenic beauty, while proximity to the Victorian High Country creates extraordinary outdoor recreation options, a relatively short drive away.

Culturally, the town has reinvented itself beyond its agricultural roots, and is now recognised as a vibrant centre hosting major events including the annual Festival of Jazz and Blues.

Economically, Wangaratta is exceptionally well-positioned. As a significant regional centre, it attracts professional services, government departments and diverse employment opportunities that extend well beyond traditional agricultural sectors. There are medical, general services and education options on hand, including the Wangaratta Regional Study Centre.

Demographically, the town continues attracting tree-changers, professionals, families and retirees seeking escape from metropolitan pressures. This diverse migration has driven population growth and underpins sustained rental demand.

The median house price currently sits at $525,000, representing genuine value compared to major centres. More compellingly, the median weekly rent of $480 produces a gross yield of 4.80 per cent, providing solid income generation.

Housing stock ranges from heritage residences to contemporary family homes on generous allotments. New residential estates continue to emerge, offering modern finishes and design.

For investors seeking exposure to a thriving regional centre with employment diversity, genuine lifestyle appeal and solid financial metrics, Wangaratta represents a compelling opportunity in Victoria's expanding regional investment landscape.

Warrnambool

Situated on Victoria's spectacular south-west coast, Warrnambool has evolved from a traditional port town into a sophisticated lifestyle and investment destination. This picturesque coastal city combines beachside amenity with genuine economic fundamentals, creating a rare opportunity in regional Australia where lifestyle and financial returns align.

Warrnambool's setting is undeniably captivating.

Positioned overlooking Warrnambool Bay, the town offers residents the benefits of coastal living, including stunning beaches, walking trails, water sports, and maritime heritage – lifestyle options typically associated with far more expensive destinations.

Economically, Warrnambool has successfully diversified well beyond its port past. Today, the town serves as an administrative hub for Warrnambool City and the Moyne Shire and is supported by a growing tourism economy. Professional services, government and healthcare sectors provide stable employment underpinning the demand for housing.

The area appeals to all types of demographics. This diverse population base creates multi-segment rental demand, ranging from families seeking schools and community to professionals and retirees valuing a lifestyle.

The investment fundamentals stack up too. The median house price of $610,000 represents exceptional value for a coastal Victorian town with Warrnambool's amenities and infrastructure. More significantly, the median weekly rent of $560 produces a gross yield of 4.8 per cent, which is well above what's being achieved in other coastal locations with less growth potential.

Housing stock ranges from charming period homes reflecting the town's heritage to contemporary family residences. New development activity is emerging, reflecting growing investor interest.

For investors seeking exposure to a genuine coastal lifestyle destination with above-average rental yields, established infrastructure and proven economic resilience, Warrnambool represents an outstanding opportunity in Victoria's regional investment landscape.

ACCRUE
REAL ESTATE

MEMBERSHIP REWARDS

Congratulations to our latest prize winners

The Ultimate Giveaway!*

We're thrilled to announce the winners of the Accrue Membership Rewards Giveaway for October 2025 !

Congratulations to our winners

First Prize — Luxury Escapes Travel Voucher (valued at $4,000)

Adam H

Second Prize — Shell Fuel Voucher or VISA Gift Card (valued at $2,000)

Richie R

Third Prize — Choice of a $200 Grocery or Fuel Voucher each

Leanne Z
Angela F
Heather B
Matthew P
Deborah P

First Prize winner Adam H, winner of the Luxury Escapes Travel Voucher (valued at $4,000)

This exclusive giveaway is available exclusively to Accrue Rewards members — a token of our appreciation for being part of the Accrue community and just one of the many benefits of being an Accrue Member.

Keep an eye on your inbox for our next competition launching early 2026.

To become an Accrue Member call **1800 222 783**, or visit:
https://accruerealestate.com.au/contact-us/

Because at Accrue, supporting your journey goes beyond property — it's about rewarding you along the way!

Australian Property Clock

EDITION 18

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

Approaching Peak

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

Starting to Decline

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

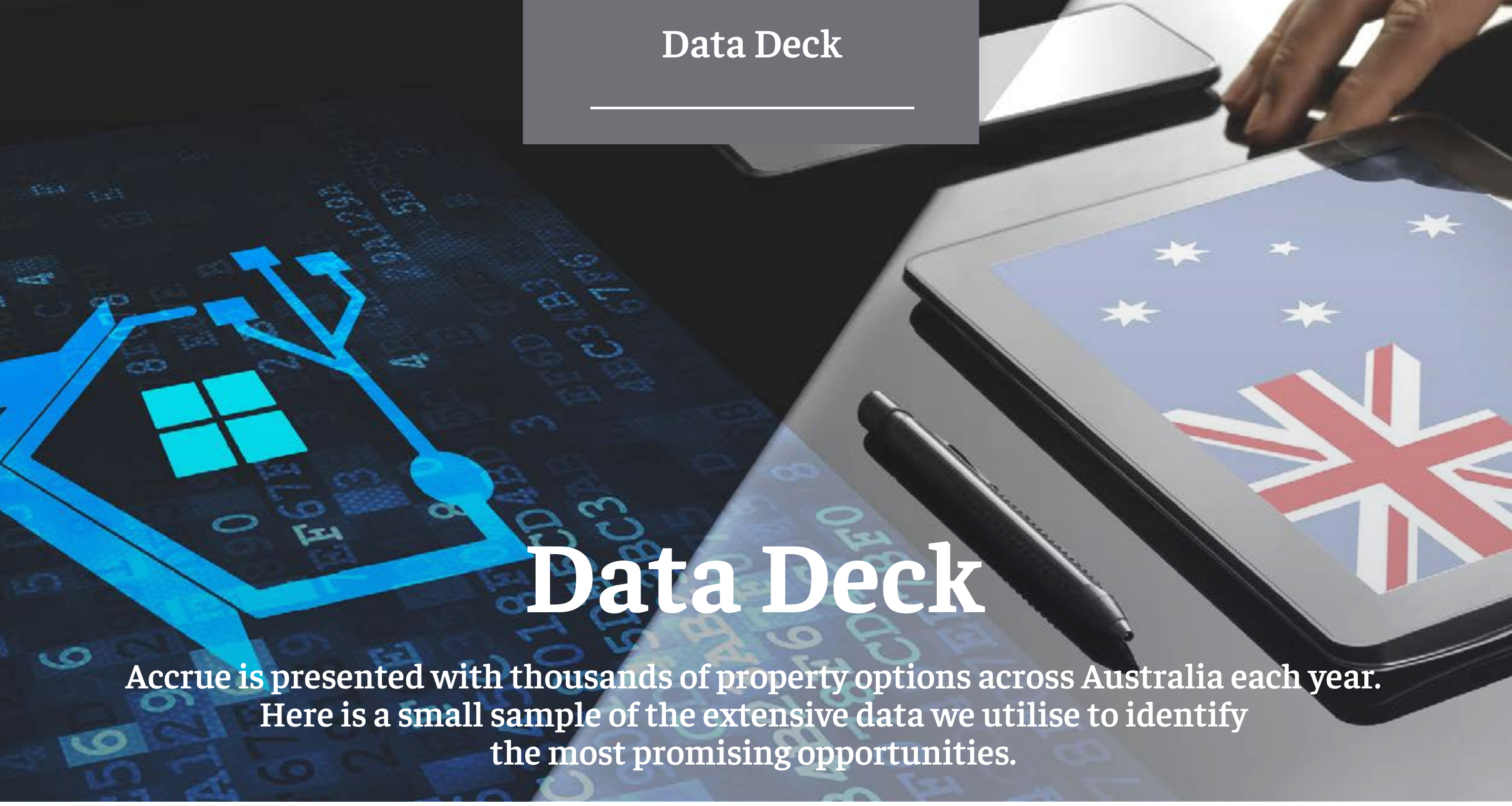
Start of Recovery

- Sydney - South West
- Newcastle
- Coffs Harbour
- Sunshine Coast
- Brisbane CBD
- Outer West Brisbane
- South Brisbane
- Gladstone
- Outer West Melbourne
- Hobart & Launceston
- Townsville

Approaching Bottom

- 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. Here is a small sample of the extensive data we utilise to identify the most promising opportunities.

COTALITY HEDONIC HOME VALUE INDEX

Cotality's analysis to 31 October reveals buoyant total returns and annual capital growth across all centres. The quarterly national growth rate of 2.8 per cent is double the same measure to the end of June this year. This indicates that despite a stabilisation of interest rates, the ongoing imbalance between demand and supply nationally is fuelling price growth. This measure would suggest there is now a buying opportunity now.

The annual total return on dwellings across the combined capitals was 5.6 per cent, representing a substantial increase from the 2.7 per cent recorded in June. While Brisbane and Perth's annual results were again impressive, Darwin's 15.4 per cent uptick is an outstanding result. That said, Darwin's numbers can be easily skewed by its lower transaction numbers. This is yet another example of why data must be interpreted by a skilled professional when making important decisions about an investment location.

Source: Cotality

INDEX RESULTS

Index results as at 31st October 2025	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	0.7%	2.3%	4.0%	7.1%	$1,256,156
Melbourne	0.9%	1.6%	3.3%	6.8%	$818,975
Brisbane	1.8%	4.9%	10.8%	14.7%	$992,864
Adelaide	1.4%	3.2%	6.7%	10.5%	$867,681
Perth	1.9%	5.4%	9.4%	14.0%	$884,471
Hobart	0.3%	0.5%	2.4%	6.7%	$686,262
Darwin	1.6%	5.4%	15.4%	23.1%	$564,473
Canberra	0.6%	1.7%	3.2%	7.3%	$877,937
Combined capitals	**1.1%**	**2.9%**	**5.6%**	**9.1%**	**$959,526**
Combined regional	**1.0%**	**2.4%**	**7.5%**	**12.3%**	**$710,573**
National	**1.1%**	**2.8%**	**6.1%**	**9.8%**	**$872,538**

Source: Cotality

VALUE CHANGE BY HOUSING TYPE

– CAPITAL CITIES

A more detailed breakdown of monthly values by Cotality for October reveals that Australia's mid-size capitals remain dominant in terms of growth, with both attached and detached housing delivering extraordinary returns. Brisbane's unit prices recorded an impressive 14.0 per cent increase in values over the 12 months. This was 3.1 percentage points higher than the same measure in June, and is a dominant outcome compared to other capitals. Housing in Darwin, Brisbane and Perth saw the most substantial gains for detached dwellings – all above 9.0 per cent. Additionally, units in those same capital cities experienced growth rates exceeding 10.0 per cent for the year. We believe the momentum generated by these positive results isn't slowing in most of these growth locations. Investment-grade properties are expected to continue outperforming the market for some time.

HOME VALUE INDEX – ENDING OCTOBER 2025

		Home value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Sydney	4.0%	$1,256,156	$750
	Melbourne	3.3%	$818,975	$570
	Brisbane	10.8%	$992,864	$650
	Perth	9.4%	$884,471	$695
	Adelaide	6.7%	$867,681	$600
	Hobart	2.4%	$686,262	$550
	ACT	3.2%	$877,937	$620
	Darwin	15.4%	$564,473	$650
Houses	Sydney	5.1%	$1,575,646	$780
	Melbourne	4.0%	$973,994	$570
	Brisbane	10.2%	$1,087,183	$660
	Perth	9.2%	$926,464	$700
	Adelaide	6.7%	$924,126	$615
	Hobart	2.4%	$735,326	$580
	ACT	4.2%	$1,024,403	$650
	Darwin	16.7%	$671,904	$700
Units	Sydney	1.2%	$886,379	$730
	Melbourne	1.5%	$636,605	$570
	Brisbane	14.0%	$774,498	$640
	Perth	11.2%	$650,860	$675
	Adelaide	7.1%	$633,959	$550
	Hobart	2.6%	$558,932	$520
	ACT	0.0%	$590,906	$580
	Darwin	12.7%	$412,266	$600

Source: Cotality

VALUE CHANGE BY HOUSING TYPE

– REST OF STATE

State-wide figures illustrate the diversity of property market performance across regional Australia. The year-on-year outcomes for dwellings range from a 0.3 per cent fall in the Northern Territory through to a 13.7 per cent increase in regional Western Australia. Regional Victoria, South Australia and the Northern Territory were the jurisdictions where attached housing outperformed detached housing in terms of capital growth.

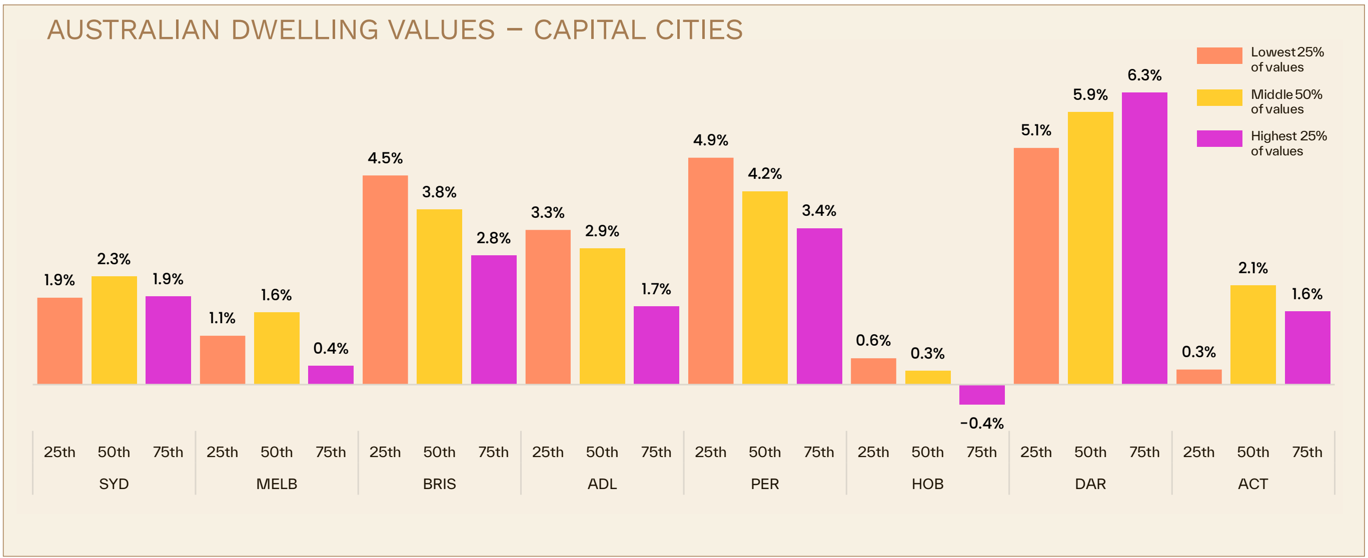
HOME VALUE INDEX – ENDING OCTOBER 2025

		Home value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Rest of NSW	5.2%	$789,928	$580
	Rest of Vic	4.5%	$602,646	$480
	Rest of Qld	10.1%	$774,728	$650
	Rest of WA	13.5%	$629,417	$650
	Rest of SA	10.5%	$499,877	$430
	Rest of Tas	4.1%	$543,650	$460
	Rest of NT	3.0%	$392,964	$530
Houses	Rest of NSW	5.4%	$818,114	$600
	Rest of Vic	4.4%	$631,648	$500
	Rest of Qld	10.4%	$783,332	$670
	Rest of WA	13.7%	$650,242	$670
	Rest of SA	10.4%	$510,394	$440
	Rest of Tas	4.5%	$567,828	$480
	Rest of NT	-0.3%	$425,989	$580
Units	Rest of NSW	3.8%	$651,824	$520
	Rest of Vic	5.4%	$439,220	$410
	Rest of Qld	9.3%	$749,468	$610
	Rest of WA	9.7%	$386,797	$625
	Rest of SA	12.5%	$383,988	$320
	Rest of Tas	1.1%	$405,533	$420
	Rest of NT	15.2%	$299,135	$450

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 Cotality shows that in the key capital-city growth markets of Brisbane, Adelaide and Perth, properties priced in the lower quartile delivered the most significant value gains over the three months to the end of September 2025. This is typical of markets undergoing substantial overall value gains, with lower-priced homes being "dragged up" by buoyant overall demand from buyers. As such, portfolios weighted towards these more affordable price points would have significantly outperformed portfolios comprising fewer assets in the higher price brackets.

Source: Cotality



RESIDENTIAL REAL ESTATE VALUE

Cotality tracks the value of Australian residential property every month. This data for October 2025 confirms that residential real estate is the largest asset class in the nation, being 2.7 times larger than the superannuation pool and over three times greater than listed stocks. According to the analysis, Australian residential real estate gained a total of $300 billion in value between June and September this year.

Source: Cotality

Residential real state
$11.8 Trillion

Australian superannuation
$4.3 Trillion

Australian listed stocks
$3.6 Trillion

Commercial real estate
$1.3 Trillion

Number of dwellings
11.4 Million

Outstanding mortgage debt
$2.5 Trillion

Household wealth held in housing
55.5%

Total sales P.A.
540,775

Gross value of sales P.A.
$523.9 Billion

AUCTION CLEARANCE RATES

Cotality's weekly data to 19 October reveals auction clearances tracked between 61.2 per cent and 74.7 per cent across Brisbane, Sydney, Melbourne, Adelaide, Canberra and Perth. These results are similar to those recorded at the end of July on the same measures. Adelaide's auction clearance has again exceeded Sydney's and Melbourne's – a sign of how strong this capital's market is performing. The national clearance rate of 67.3 per cent is almost 10 percentage points higher than it was at this same time last year.

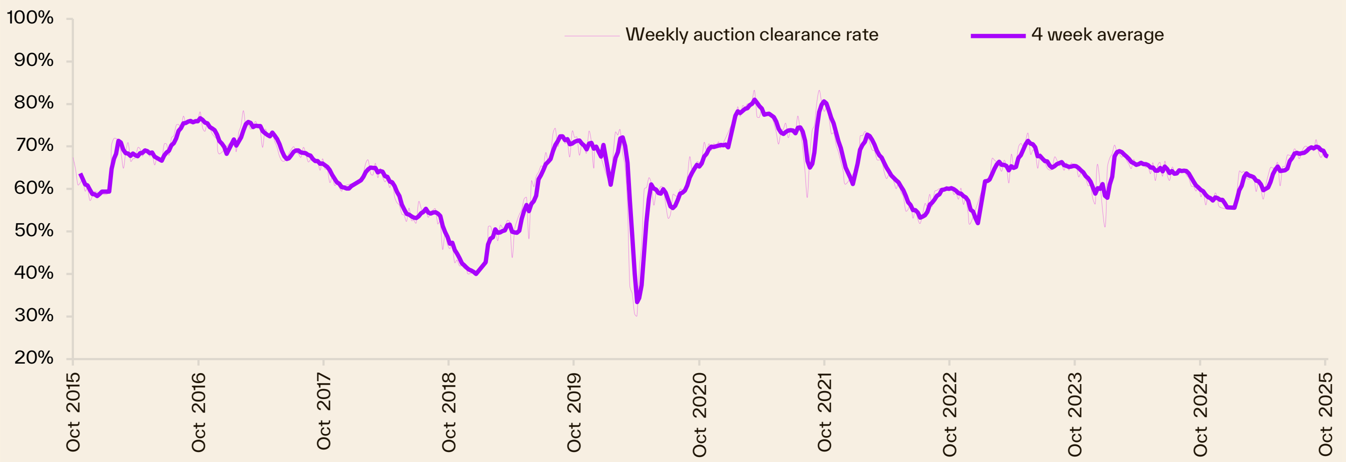
Source: Cotality

AUCTION STATISTICS – CAPITAL CITIES

City	Clearance rate	Total auctions	Cotality auction results	Cleared auctions	Uncleared auctions
Sydney	68.2%	1,079	1,074	732	342
Melbourne	66.4%	1,142	1,137	755	382
Brisbane	67.8%	200	199	135	64
Adelaide	74.7%	88	87	65	22
Perth	64.3%	14	14	9	5
Tasmania	n.a.	0	0	0	0
Canberra	61.2%	103	103	63	40
Combined capitals	67.3%	2,626	2,614	1,759	855

Source: Cotality

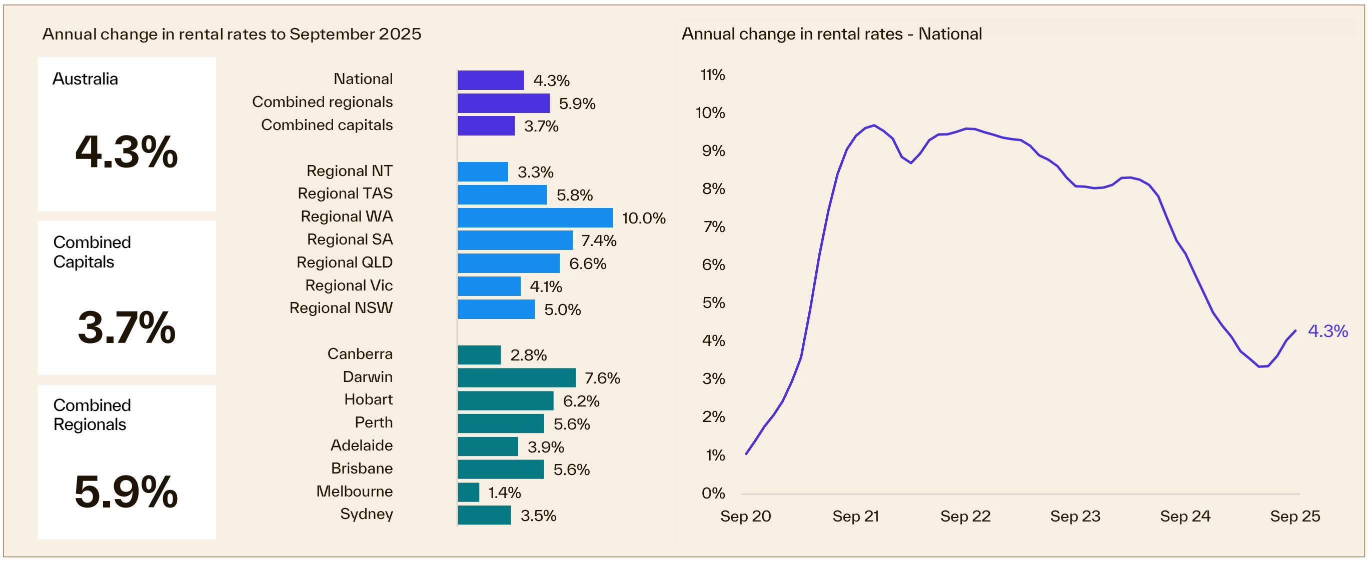
WEEKLY CLEARANCE RATES – COMBINED CAPITAL CITIES



RENTAL GROWTH

While national rental growth rates attenuated throughout much of the year, they have rebounded over the past three months and are now tracking at a 4.3 per cent annual increase. Both the combined capitals and regions have seen momentum build. Between the June and September quarters, annual rent growth in the capital cities increased most rapidly in the Brisbane dwelling market, from 3.9 per cent to 5.6 per cent. While regional Western Australia continued to have the most substantial increase, Darwin has again taken top spot among the capital cities at 7.6 per cent, which is a rise of 1.4 percentage points on the same measure in June. Rental growth rates in Australia continue to outperform the inflation rate, meaning residential investors are being protected against rising prices by their real estate assets.

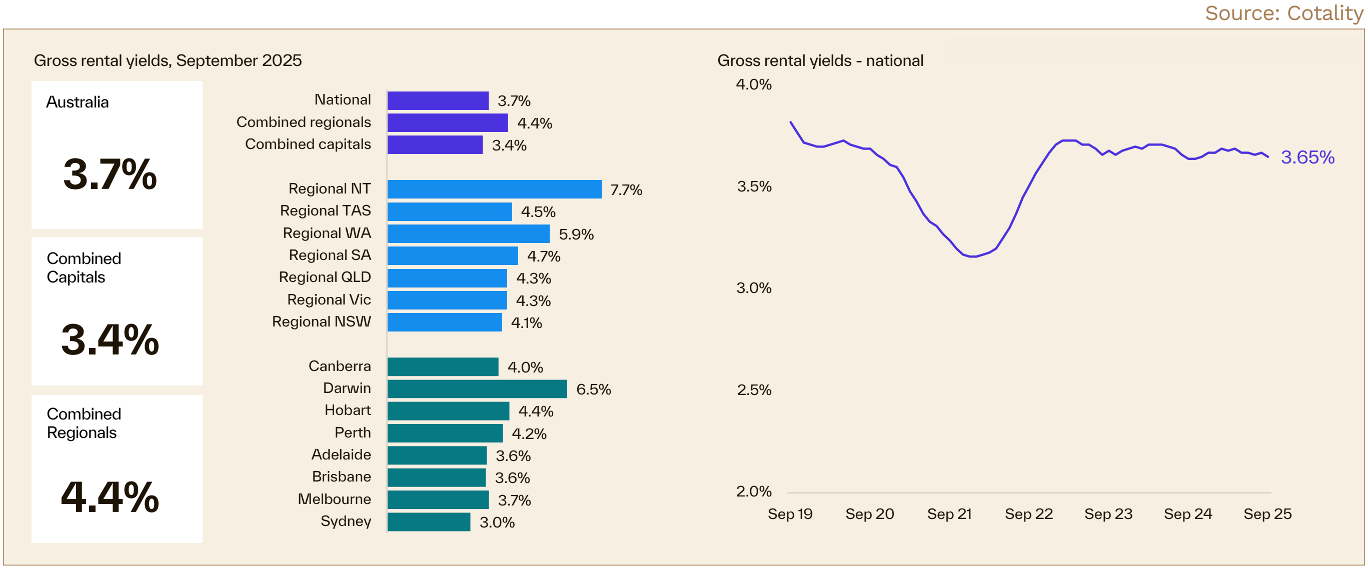
Source: Cotality



RENTAL YIELDS

Gross national rental yields have remained reasonably stable since late 2022. Despite rents rising consistently in recent years, median values have increased at a similar rate, resulting in this unfailingly solid return. Increasing rents help investors service their loans and meet other obligations, even as the value of their assets improves. Of course, well-selected assets in submarkets, such as in regional Western Australian growth zones, are enjoying above-market returns on investment.

Source: Cotality



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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 1.2 per cent. This is despite rental growth slowing this year, as shown in the charts above. The vacancy rate has remained unchanged for 12 months. This consistently low rate suggests we are in for a continued period of rising rents across all major centres.

Source: SQM Research

VACANCY RATES

City	Sep 2024 Vacancies	Sep 2024 Vacancy Rate	Aug 2025 Vacancies	Aug 2025 Vacancy Rate	Sep 2025 Vacancies	Sep 2025 Vacancy Rate
Sydney	11360	1.6%	10211	1.4%	9617	1.3%
Melbourne	8796	1.7%	9620	1.8%	9407	1.8%
Brisbane	3737	1.1%	3423	1.0%	3329	0.9%
Perth	1119	0.6%	1389	0.7%	1362	0.7%
Adelaide	1002	0.6%	1257	0.8%	1207	0.8%
Canberra	1198	2.0%	978	1.6%	970	1.6%
Darwin	267	1.0%	134	0.5%	171	0.7%
Hobart	215	0.8%	144	0.5%	107	0.4%
National	**37932**	**1.2%**	**37742**	**1.2%**	**36046**	**1.2%**

PROPERTY LISTINGS

SQM Research data shows total monthly residential property listings fell nationally by 6.6 per cent in the year to September 2025. While Darwin experienced the most dramatic yearly fall, it does work with low overall numbers, which can statistically skew its percentage result. In Brisbane, the 13.4 per cent contraction in listings is significant and will place additional upward pressure on prices. Listing numbers can change suddenly in response to economic drivers such as changes in interest rates, so this metric will be interesting to track over the remainder of the year.

Source: SQM Research

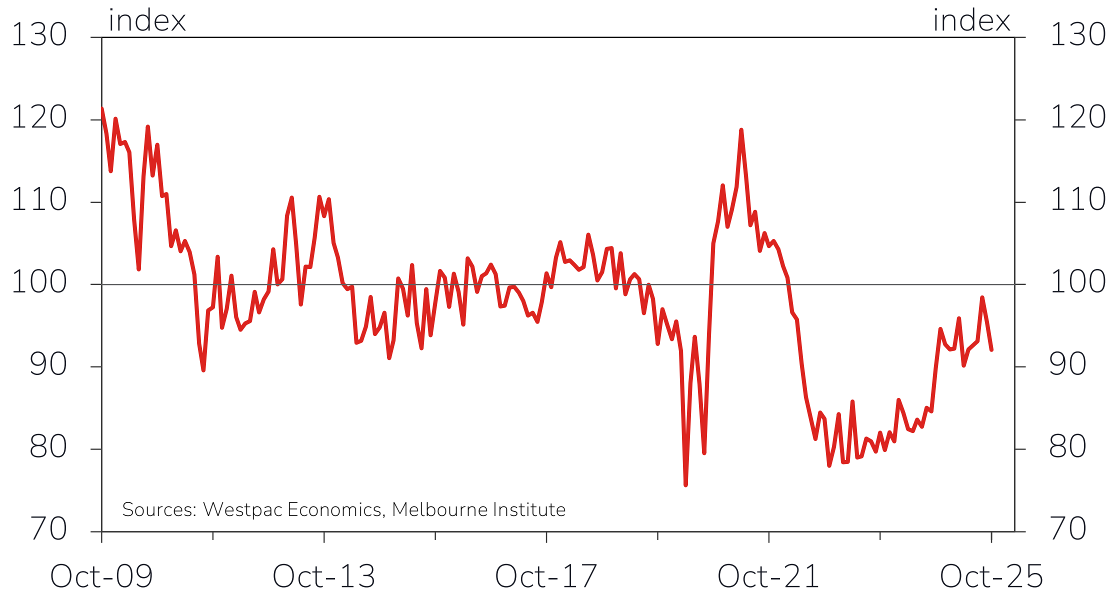
TOTAL PROPERTY LISTINGS

City	Sep 2025 Total	Aug 2025 Total	Sep 2024 Total	Monthly change %	Yearly change %
Sydney	32,759	33,798	34,035	-3.1%	-3.7%
Melbourne	37,867	39,721	40,251	-4.7%	-5.9%
Brisbane	14,745	16,106	17,033	-8.5%	-13.4%
Perth	13,049	14,284	12,454	-8.6%	4.8%
Adelaide	7,777	8,363	7,711	-7.0%	0.9%
Canberra	4,302	4,362	4,305	-1.4%	-0.1%
Darwin	933	1,001	1,450	-6.8%	-35.7%
Hobart	2,554	2,721	2,774	-6.1%	-7.9%
National	**227,671**	**239,044**	**243,739**	**-4.8%**	**-6.6%**

CONSUMER SENTIMENT

Consumer sentiment serves as a temperature check of the nation's perceived economic strength. Positive confidence bodes well for property markets overall, although lower sentiment can highlight a counter-cyclical opportunity depending on other metrics. The October 2025 release of the Westpac-Melbourne Institute Consumer Sentiment Index shows a notable 3.5 per cent decline in overall sentiment. More hawkish commentary around interest rates and the impact of the unemployment rate has stifled what was growing confidence among households.

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 very bullish about price growth. The Time to Buy a Dwelling Index increased slightly by 0.4 per cent in the month. That said, over three-quarters of consumers expect house prices to rise over the next 12 months, with the House Price Expectations Index hitting a fresh high in October.

Source: Westpac

Consumer Sentiment Index	**100.4**	**82.0**	**89.8**	**95.4**	**92.1**	**-3.5**	**2.5**
Family finances vs a year ago	88.0	63.1	73.8	86.3	82.1	-4.8	11.3
Family finances next 12mths	106.6	93.9	99.7	107.7	97.1	-9.9	-2.6
Economic conditions next 12mths	90.7	78.3	92.8	92.2	89.9	-2.5	-3.1
Economic conditions next 5yrs	92.1	92.4	97.8	92.7	94.0	1.4	-3.9
Time to buy a major household item	123.6	82.4	85.1	98.2	97.2	-1.1	14.2
Time to buy a dwelling	119.7	76.0	78.0	96.1	96.5	0.4	23.7
Unemployment Expectations Index	128.9	127.3	129.8	131.4	127.6	-2.9	-1.7
House Price Expectations Index	128.5	160.4	153.2	168.4	171.9	2.1	12.2
Interest Rate Expectations Index	140.2	164.6	106.4	88.0	101.7	15.6	-4.4

Source: Westpac–Melbourne Institute.
*avg over full history of the survey, all indexes except 'time to buy a dwelling', 'unemployment expectations' and 'house price expectations' are seasonally adjusted

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