

ACCRUE

REAL ESTATE

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THE BUDGET'S **NEW-BUILD** **BOOM** OPPORTUNITY

THE YIELD STORY
EVERYONE'S MISSING

EMERGING MARKETS
four suburbs with key
growth fundamentals

**CAN SMSF COMMERCIAL
INVESTMENT WORK
FOR YOU?**

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The Accrue Difference.

CREATING POSITIVE CHANGE, TOGETHER.

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



A word of welcome

The past six months have given investors plenty of reasons to pause. In my view, that's precisely what makes this moment worth seizing.

Westpac's July sentiment survey captured it neatly. The share of consumers expecting home values to rise over the coming year slipped below half for the first time since early 2023, yet in the same survey, the measure tracking whether it's a good time to buy a dwelling rose. People are both nervous about growth and warming to the idea of buying. Both things are true at once, and that tells you a great deal about where we sit in the cycle.

It has been an unsettling year, admittedly. Three rate rises, a fuel-driven inflation spike and a federal Budget that rewrote arrangements investors had taken for granted for decades. Clearance rates eased. Plenty of would-be landlords quietly parked their plans until things settle down.

Meanwhile, the fundamentals have been strengthening, not weakening. National rents lifted 5.9 per cent over the year to July. Vacancy sits at 1.3 per cent, when anything under two per cent is considered tight.

Gross yields have climbed to their strongest level in years, and building approvals remain nowhere near what our population growth demands.

Hesitation by others hasn't made property a worse investment. It has simply made it a more opportune one to buy into.

The Budget clearly illustrates this.

Its reforms were designed to push money toward new housing, and they did precisely that, preserving negative gearing and the choice of capital gains treatment for eligible new builds, on top of the depreciation advantages new stock has always delivered. The media headlines then frightened buyers away from the very assets the policy was written to reward. Our feature article works through what changed, who benefits, and why the timing matters as much as the maths.

You'll also find our analysis of the yield story quietly reshaping investor returns, and an examination of whether entry-level

commercial property earns a place in your SMSF.

We profile four emerging markets worth your attention, while the property clock, market cycle and data deck set out the evidence beneath our thinking. Don't skip the Membership Rewards giveaway either.

Here's what I've observed across many years and several cycles.

The investors who build real wealth are rarely the reactionary ones who blindly bluster through. They're the buyers who follow the data rather than the mood, and who surround themselves with people who can read those numbers properly and help chart a path to their financial success.

That's what our team does every day for members like you. We read the facts and lay out the real evidence, so you can act with conviction, not emotion, and move forward on an investing journey to help you achieve your goals.

JEFF GROCHOWSKI
Director

The Budget's new-build boom opportunity

JEFF GROCHOWSKI
DIRECTOR

The most talked-about federal budget in a generation has redrawn the map for property investors and quietly given buyers of brand-new housing an advantage that could prove a generational opportunity.

At 7:30pm on 12 May 2026, Australia's property investment landscape changed.

As the Treasurer rose to deliver the 2026–27 federal budget, he announced what many are calling the most significant package of tax reform in more than a quarter of a century. Negative gearing would be wound back. The 50 per cent capital gains tax discount would be replaced. Decades of settled tax arrangements for residential property investors would be rewritten.

The headlines that followed were predictably breathless. Commentators declared the end of property investing as we know it.

Nervous would-be buyers hit pause. Auction clearance rates softened, and plenty of investors retreated to the sidelines to lick wounds they hadn't even sustained.

But here's what those headlines largely missed, and what savvy investors spotted almost immediately.

Fundamental to this significant reform package is a deliberate, powerful carve-out.

It preserves every major tax advantage of property investing for one category of buyer... those who purchase eligible brand-new housing.

Negative gearing? Retained in full for new builds.

The choice between the 50 per cent CGT discount and the new indexation regime? Reserved for new builds. Maximum depreciation benefits? They were always strongest for new builds, and that continues.

In other words, the government hasn't ended the tax advantages of property investment.

Instead, it has concentrated them by pointing every incentive squarely at the type of asset we've long championed at Accrue, that being quality new house-and-land in growth corridors and regional centres, and modern new townhouses and units in well-located metropolitan suburbs.

This article unpacks what changed, and why the new rules create a genuine moment-in-time window of opportunity. We'll tell you how investors (particularly those buying at or below \$750,000) can position themselves to benefit, even when it comes time to sell.

WHAT THE BUDGET ACTUALLY CHANGED

Let's strip away the noise and look at the substance, because the details matter enormously here.

First, negative gearing. From 1 July 2027, investors who purchase an established residential property after Budget night will no longer be able to deduct net rental losses against their salary, wages or other personal income. Those losses will instead be quarantined,

deductible only against other residential property income or carried forward against future rental income and capital gains.

Second, capital gains tax. From 1 July 2027, the 50 per cent CGT discount for individuals, trusts and partnerships will be replaced with cost base indexation and a 30 per cent minimum tax rate on net capital gains.

Third are the exemptions, an element so many are overlooking right now. Properties already held at Budget night are grandfathered and can remain negatively geared under the old rules until they're sold. Superannuation funds, including self-managed super funds, are excluded from the negative gearing changes altogether.

Commercial property is untouched.

Most importantly, eligible new builds are exempt. Buy a qualifying brand-new property, whether a new house-and-land package or an off-the-plan townhouse or unit, and you retain full access to negative gearing, deductible against your salary and other income, exactly as before. On sale, you'll also have the choice of applying the familiar 50 per cent CGT discount or the new indexation arrangements depending on which works out better for you.

Why did the government design it this way?

Well, they wanted the budget to focus tax support on investment that adds to overall housing supply. Australia desperately needs new homes built, and the tax system now rewards the investors who choose to fund them.

Tax treatment of residential investment properties purchased after 7:30pm, 12 May 2026

THE NEW-BUILD ADVANTAGE

Eligible new build
(first purchaser)

Established
dwelling

Negative gearing: rental losses deductible against salary and other income

YES

NO*

Capital gains tax: investor's choice of 50% discount or indexation with 30% minimum rate

YES

NO**

Depreciation on brand-new structure, fixtures and fittings at full starting value

YES

LIMITED

Concessions locked in at purchase and unavailable to any later buyer of the property

YES

—

*Losses quarantined against residential property income only, from 1 July 2027. **Indexation and 30% minimum rate apply; no 50% discount option.

Source: Federal Budget 2026-27 papers, Australian Taxation Office. General information only - seek professional tax advice.

A STRUCTURAL ADVANTAGE, STACKED THREE WAYS

Consider what this means in practice for an investor weighing up a new build against an established dwelling from here on.

The new-build buyer can continue to offset holding costs, such as loan interest, management fees, maintenance and the rest, against their personal income where the property runs at a loss in its early years. That cash flow support has helped generations of everyday Australians hold quality assets through the crucial early phase of ownership. By comparison, from 1 July 2027 the established-property buyer cannot benefit from these.

The new-build buyer keeps optionality on capital gains tax, choosing between the 50 per cent discount and indexation when they eventually sell. The established-property buyer takes indexation at a 30 per cent minimum rate, with no choice and no discount.

And then there's depreciation, the quiet achiever of property tax benefits. Because a new build's structure, fixtures and fittings are all at their highest starting value, the depreciation deductions available in the early years of ownership are typically at their most generous, often worth thousands of dollars a year in reduced taxable income, depending on your circumstances. Established properties have offered only

limited depreciation benefits since rule changes back in 2017. That gap was already wide, but the Budget has now stacked two further advantages on top of it.

Individually, each of these is meaningful. Together, they represent the most decisive structural tilt towards new housing stock that the Australian tax system has ever delivered.

A MOMENT-IN-TIME WINDOW

Now, let's talk about timing, because the current conditions are creating an unusual alignment that history suggests won't last.

Right now, sentiment is soft. The Budget rattled confidence, interest rates rose three times in the first half of 2026 in response to a fuel-driven inflation spike (before the Reserve Bank signalled scope to pause), and auction clearance rates have come off the boil in several capitals.

Plenty of buyers are sitting on their hands.

Regular readers know exactly what we think about moments like this. In the words of Warren Buffett, it's wise to be fearful when others are greedy, and greedy when others are fearful. Softer competition means better buying because there's more choice, more negotiating power, and more time to be selective about where and what to buy. These are market conditions long-term investors love.

But there are two clocks ticking on this window.

The first is political. Tax settings are creatures of legislation, and legislation can change with governments. The concessions available to new-build buyers today are generous precisely because the government wants supply built now. Nobody can say how long these settings will survive future budgets and future elections. What we can say is that properties purchased under today's rules have historically been protected by grandfathering when rules change, just as existing investors were protected on Budget night this year. Acting while the rules are known beats gambling on what they might become.

The second clock is the market itself. As the new rules bed down, it's reasonable to expect investor demand to progressively concentrate on the very stock that retains the concessions, which is new builds. Commonwealth Bank economists have already noted the reforms should provide relative support for new construction. Those who move before that shift becomes a crowd are buying ahead of the demand wave, not in its wake.

**TAX IS
ONLY EVER PART
OF THE STORY**

THE FUNDAMENTALS HAVEN'T GONE ANYWHERE

Tax is only ever part of the story. The bedrock case for quality residential property remains what it has always been: more people demanding homes than the country, or a particular location, can supply.

Australia's population continues to grow strongly, with permanent migration alone set at 185,000 places a year, and every one of those new arrivals needs somewhere to live. Meanwhile, the supply side remains stubbornly constrained. The federal government's Housing Accord target of 1.2 million new homes over five years is tracking well behind schedule, with independent projections suggesting a shortfall running into the

hundreds of thousands of dwellings. High construction costs, elevated materials prices and persistent trade shortages aren't resolving quickly.

For owners of new housing stock, that construction cost inflation carries a rarely discussed silver lining. You see, it pushes up the replacement cost of every dwelling already standing. When it costs more each year to build the equivalent home, the home that's already built and already tenanted tends to become more valuable over time. Inflation, so often the investor's enemy at the checkout, can quietly work in their favour once they've built their bricks and mortar.

The Budget itself adds a fresh supply-side twist too. Investors who held property before Budget night keep their

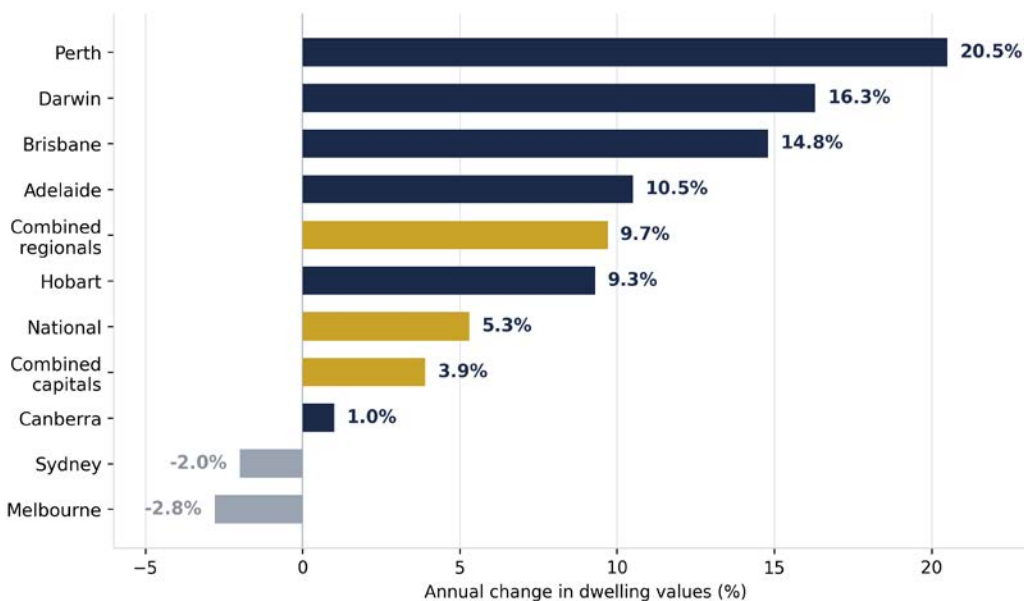
grandfathered concessions only while they hold. Sell, and those benefits are extinguished so that a later buyer of the same established dwelling can't access them. That's a powerful new incentive for existing owners to hold rather than sell, which points to even tighter listing volumes in the established market. Fewer homes for sale, against a growing population, is not a recipe for falling values over the long run. And remember, Australia is never one market. Even amid this year's uncertainty, the spread of results has been remarkable.

Over the 12 months to the end of July 2026, Perth dwelling values rose 20.5 per cent, Brisbane 14.8 per cent and Adelaide 10.5 per cent... even as Sydney and Melbourne drifted

backwards. Regional markets as a group comfortably outpaced the combined capitals, 9.7 per cent to 3.9 per cent. And here's the detail that matters most for savvy buyers, the softness is concentrated at the expensive end of town. Cotality data shows upper-quartile home values fell 3.2 per cent nationally over the three months to July, while the more affordable lower price tier actually gained ground.

MANY MARKETS, NOT ONE

12 MONTHS TO JULY 2026



Whatever the national headlines say on any given day, growth is always happening somewhere on the map, and right now it's happening in exactly the markets and price brackets smart investors are looking at.

THE SUB-\$750,000 SWEET SPOT

So where do the new rules, the supply squeeze and the market cycle intersect most powerfully? In our view, it's in the segment where most Accrue clients already invest, which is quality new housing at or below \$750,000.

This price bracket sits in the engine room of Australian housing demand. It's where first home buyers compete, where renters concentrate, and where affordability pressures continually push demand as buyers priced out of inner-city suburbs look for value. It's also the bracket where new-build investments tend to stack up best, with good-size allotments, strong rental appeal, healthy yields, generous depreciation, and manageable holding costs.

Two asset types stand out in this space.

The first is new detached houses on land in the growth corridors fringing our capital cities and in carefully selected regional centres. These are the thriving new communities where young families are settling, where governments and developers are investing in infrastructure like commercial

and retail property, transport, schools and healthcare, and where the land component makes up a healthy share of the purchase price. Regional hubs with diverse economies, strong population inflows and tight rental markets belong firmly on this list.

Second are new townhouses and units in well-connected metropolitan suburbs and commutable population centres, typically in the middle and outer rings of our capitals. These offer an affordable entry point, strong appeal to the professional renters who dominate these areas, excellent depreciation profiles and the full new-build tax treatment that an established unit two streets away can no longer offer a buyer.

Both asset types share the qualities that matter, as they add to housing supply (which is exactly what the concessions are designed to reward), they attract quality tenants who value modern, energy-efficient homes, and they're low-maintenance.

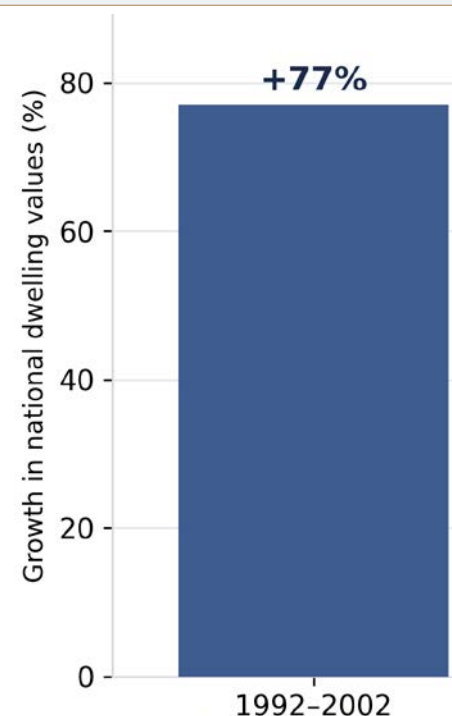
TIME IN THE MARKET, POWERED BY THE RIGHT SETTINGS

None of this changes the first rule of property investing, which is that time in the market beats timing the market. What the Budget has changed is how much support the tax system offers you while you put that time in, provided you buy the right asset.

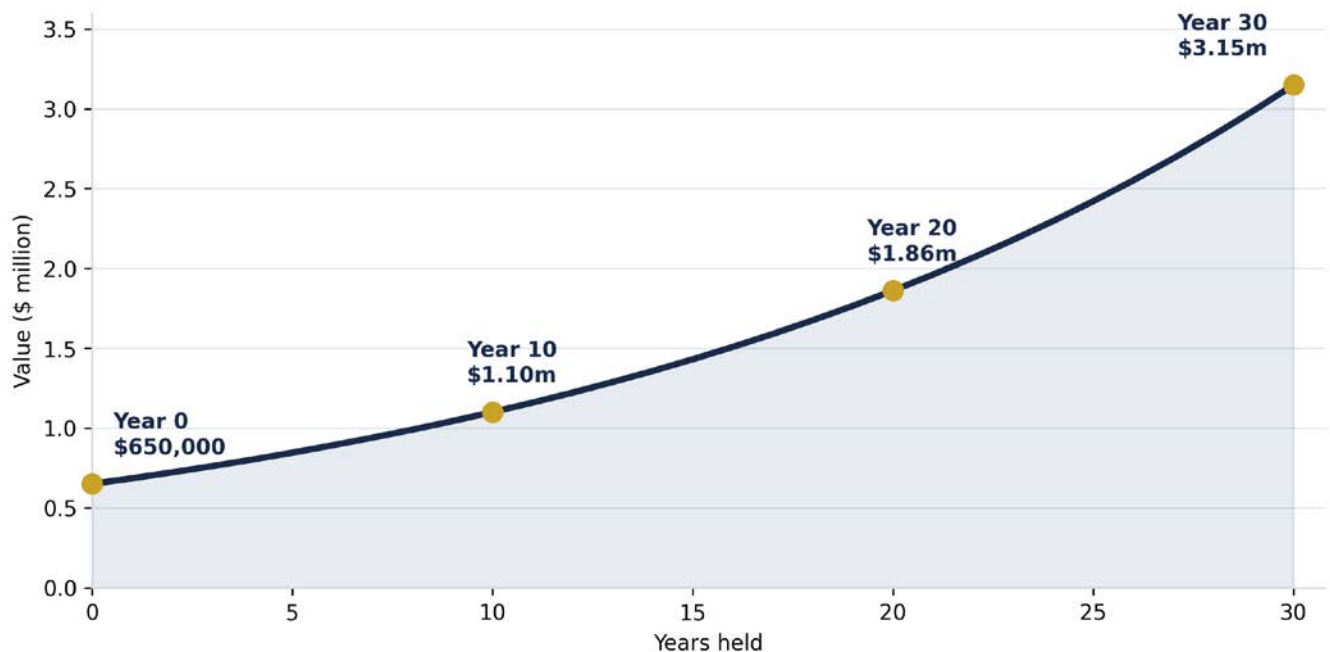
The long-run record remains the quiet star of the show.

CoreLogic (now Cotality) research tracking 30 years of its national Home Value Index shows dwelling values rose 77 per cent between 1992 and 2002, 59 per cent from 2002 to 2012, and 72 per cent from 2012 to 2022, which is a total gain of 382 per cent, or about 5.4 per cent a year compounding, delivered through recessions, rate cycles, a pandemic and every flavour of political turbulence.

And compounding does the heavy lifting. As a simplified illustration, a \$650,000 new build growing at a flat 5.4 per cent a year, which is the 30-year national average identified by CoreLogic, would reach around \$1.10 million after 10 years, roughly \$1.86 million after 20, and about \$3.15 million after 30. More than half the total gain arrives in the final decade alone. A testament to compounding.



THE QUIET POWER OF TIME IN THE MARKET



As you can see, the growth rate never changes, but the base it works on does. That's why the clock only starts ticking on your wealth the day you buy, and why every year of hesitation costs more than the one before it.

THE WINDOW IS OPEN. WILL YOU SEIZE THE OPPORTUNITY?

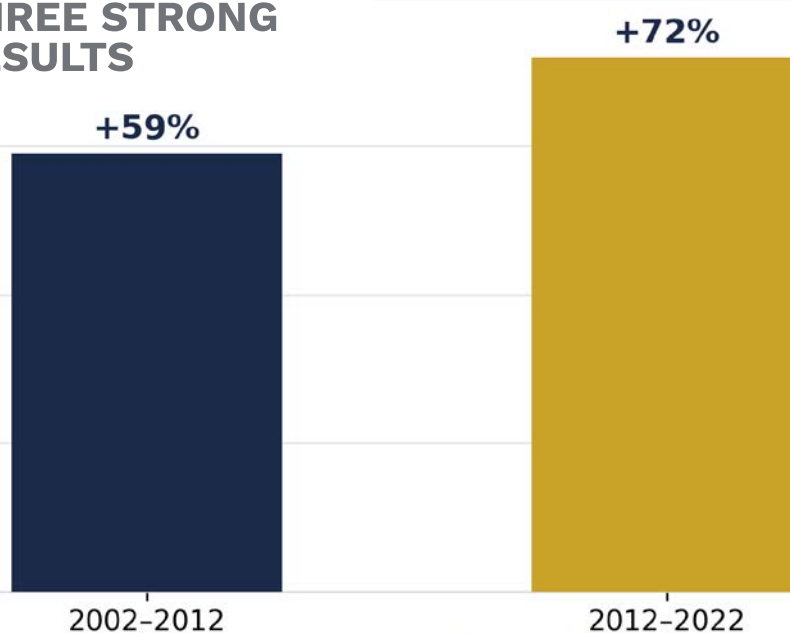
Every so often, policy, market conditions and fundamentals line up to create a genuine strategic moment. We believe this is one of them.

The tax system has never pointed more decisively at new housing. Buyer competition is subdued while sentiment recovers. Population growth is relentless, supply is chronically short, and construction cost inflation keeps lifting the replacement value of every well-built home.

And the concessions on offer to new-build buyers today are locked in at purchase under rules that no one can promise will exist in their current form forever.

What separates the investors who capitalise on moments like this from those who look back with regret is rarely money. It's clarity and confidence, a plan matched to your circumstances, an asset matched to the plan, and a support team of professionals who've done this hundreds of times in the past.

THREE DECADES, THREE STRONG RESULTS



That's where we come in.

Accrue's advisers work with you to define your goals, identify the markets and new-build asset types best placed to deliver on them, and guide you

through every so you secure the property that's right for you.

The Budget has dealt new-build property investors a remarkable hand, and those who recognise the opportunity

it's delivered are primed to win big.

Talk to us about how to play it smartly, so you can take full advantage and reach your goals sooner. ■

A note on sources:

Tax and policy details in this article are drawn from the 2026–27 Federal Budget papers, Treasury and Australian Taxation Office materials, with market data from Cotality/CoreLogic, the Australian Bureau of Statistics, the Reserve Bank of Australia and Commonwealth Bank economic research, current as at August 2026. Figures are point-in-time and subject to change; forecasts are the views of the institutions cited and are not guaranteed. The compound-growth example is illustrative only and assumes a flat rate of return that no investment can guarantee. Past performance is not a reliable indicator of future results. This article is general in nature and does not constitute financial, tax or legal advice – investors should seek advice tailored to their own circumstances before acting.

The way first buyers win

Picture two investors and one townhouse.

Sarah buys the townhouse brand new from the builder in late 2026. As the first purchaser of an eligible new build, she locks in the full package, which includes negative gearing against her salary, her choice of the 50 per cent CGT discount or indexation when she sells, and maximum depreciation on a structure and fittings at their highest starting value.

Three years later, Michael buys the identical townhouse next door. Same floor plan, same street, same rental market. But another investor bought it first, so by the time he signs, it's established stock. No negative gearing against his wages.

No CGT choice. Depreciation largely exhausted.

Same bricks. Very different assets.

This is one of the least understood wrinkle in the 2026–27 Budget reforms: the new-build concessions attach only to the first purchaser. They cannot be transferred, inherited by the next owner or bought back later at any price.

The moment a new home changes hands, the tax advantages that came with it are extinguished for every buyer who follows.

For decades, the difference between buying new and buying established was a matter of preference. Now it's structural.

When you purchase a qualifying new build, you're not just acquiring a property, you're also securing a set of concessions that no

future owner of that same home can ever access. In investment terms, that's a moat. And under the current rules, there's only one way to get inside the castle... be first.

Every new home only gets one first purchaser, and it should be you.



Based on the 2026–27 federal budget measures as legislated. General information only for illustrative purposes. Seek professional tax advice for your circumstances.

Is SMSF commercial investment an option?

Residential remains a stalwart of Australian real estate, but for some investors, the right professionals can make entry-level commercial property worth understanding.

Regular readers know we're renowned for sourcing good quality new residential property investments. Houses in growth corridors and regional centres, townhouses and units in well-located metropolitan suburbs. That focus hasn't changed. But a year of tax reform has put a spotlight on another window of opportunity... commercial property.

It's worth understanding what commercial property offers, because for some investors it can prove a vital component of a resilient long-term portfolio.

WHAT COMMERCIAL BRINGS TO THE TABLE

Entry-level commercial assets can be sourced at surprisingly reasonable price points, but they come with important trade-offs investors need to understand.

Leases are longer. Where a residential tenancy typically runs six or twelve months, commercial leases commonly run for three, five or more years, often with built-in rent reviews. The upside is longer stretches of predictable income.

Yields are typically higher too. Commercial property generally offers stronger gross rental yields than houses and units, and under common lease structures the tenant also covers outgoings such as rates, insurance and maintenance. This means less hassle and more retained income for the owner.

However, the trade-offs are very real. Vacancies can take longer to fill, values are more sensitive to the economic cycle, and lending terms differ from residential. In most instances, commercial complements a residential strategy, it doesn't replace it.

WHAT THE LEGISLATION SAYS

Two facts from this year's budget reforms are worth knowing when researching commercial investment.

First, the federal budget's changes to negative gearing and capital gains tax apply to residential, however commercial property was not part of those measures.

Second, while the rules that took effect on 10 August

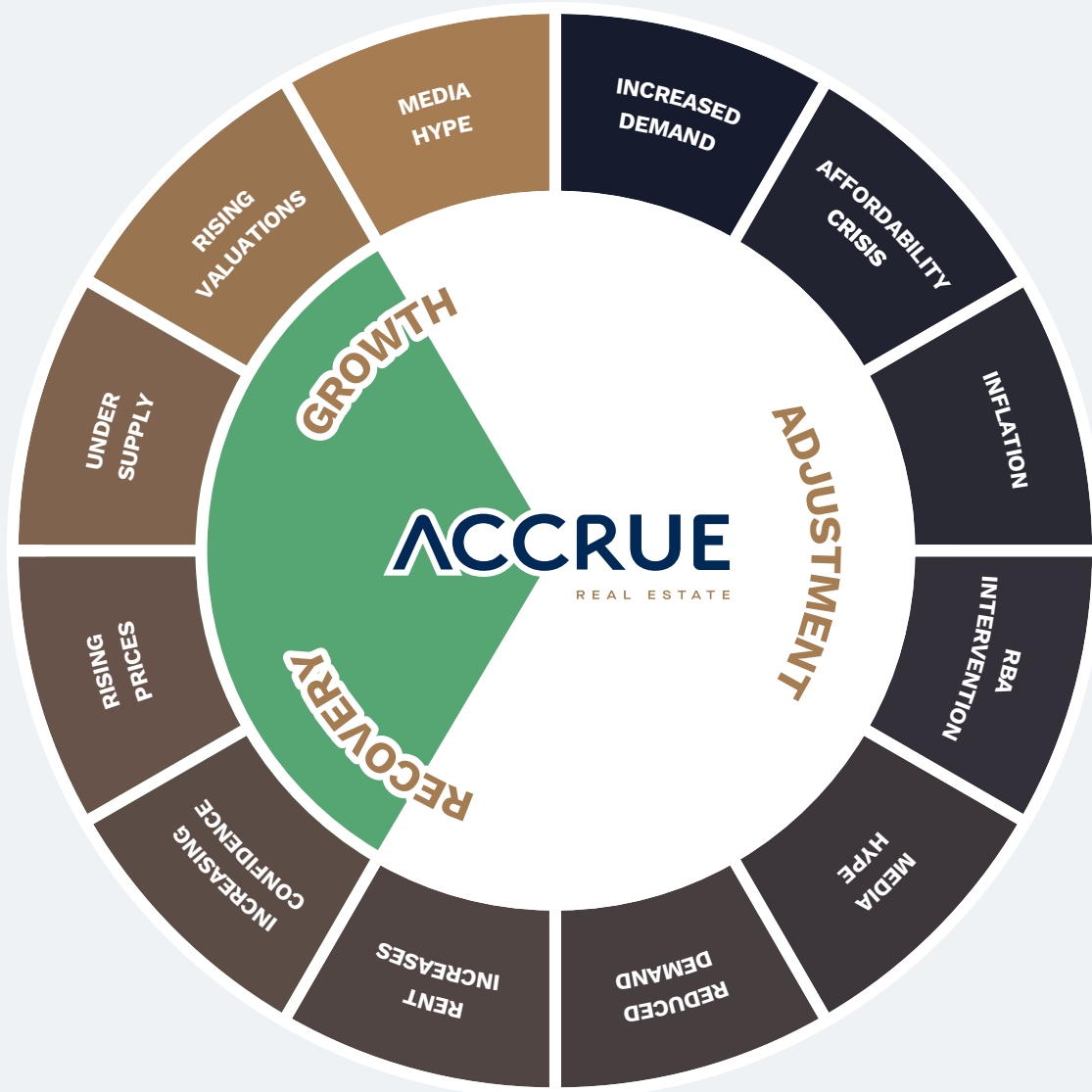
2026 ended new limited recourse borrowing by self-managed super funds for residential property, the legislation continues to permit that borrowing for business real property, and existing arrangements were grandfathered.

So as a matter of law, commercial property remains an asset that superannuation strategies can consider. Whether any of that is right for you is a different question entirely.

An SMSF is a financial product, and decisions about establishing one, or investing through one, belong with your licensed financial adviser and accountant, who can assess your circumstances, goals and the suitability of any structure. We don't provide financial product, tax or legal advice, and you should be wary of anyone in the property industry who does.

What we do is source property. If you and your advisers determine that an investment property belongs in your strategy, our job is finding the right asset for the brief.

General information only – not financial product, tax or legal advice, and your objectives, situation and needs have not been considered. Legislative references are as enacted, per ATO guidance current as at August 2026, and rules may change. Decisions about superannuation, including SMSFs, should only be made with advice from a licensed financial adviser and qualified tax professional.



Australian Property Cycle

We believe that the market is in the seven to eleven 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 seven to eleven o'clock range where it's experiencing

a continued undersupply of housing, that will eventually feed into investor confidence. 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 the cost of borrowing is relatively stable, and housing supply is critically low. Meanwhile, demand keeps rising, driven in large part by population growth.

If you are considering investing and don't want to miss out on maximising capital growth, now could be the time to act.

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 property advice and solutions to meet our clients' unique requirements.

Five things to look for in a new-build investment

Ray White's new-build residential specialists spend their weeks walking display villages, opening homes for rental inspections and watching which homes tenants compete for. Here's what the ones worth owning have in common.

Ask anyone who sells or manages new homes for a living, and they'll tell you that on paper, two properties might look identical – same suburb, same price, same bedroom count – but they can perform completely unlike as investment properties.

The difference is rarely luck. Here are five places where some properties can thrive and others flounder.

THE BUILDER'S WORK COUNTS

Display homes are theatre showing off every builder's best. What you really want to see is what they are creating on an ordinary day.

Drive a street where they've completed homes a few years ago and see how they've stood the test of time. Look at the render, the rooflines, the fencing. The little things that can cost owners money count bigtime too. A builder with a strong track record of delivering on time, standing behind their warranty and answering the phone after settlement is worth more to an investor than any bonus inclusion package.

A FLOOR PLAN FOR TENANTS

The homes that lease in their first week share a pattern of delivering a smart layout set to attract tenants. Think some open-plan living, a second bathroom or ensuite, real storage, secure parking and a low-maintenance yard. When you walk floorplans (like we do every day) you begin to assess liveability.

Where do the cleaning items live? Is there linen space? Can you watch the kids while preparing dinner? If you can't answer, neither can a tenant, and they'll pick the house down the road that answers it for them.

LAND MATTERS

With detached housing, land is a key component of price growth. Pay attention to the block, not just the building. Orientation that brings northern light into the living areas, a position that doesn't back onto the main road or the future service station site, a shape that leaves usable outdoor space. These details should be part of your tick list, because they're impossible to change later.

LOOK BEYOND THE FENCELINE

An estate tells you where it's heading if you look closely. Are the proposed parks and retail outlets actually under construction, or are they still an artist's impression? Are owner-occupiers moving in alongside investors? How's the accessibility to other important employment and business hubs? These factors help build communities faster and boost value growth, and tenants factor them in too when choosing where to rent.

READ THE PAPERWORK

The least glamorous checks often matter most. These include a clear fixed-price contract, a genuine inclusions list, realistic build timelines, a proper defects process and clear lines of builder-client communication. New homes should come with compliance and warranties baked in, so make sure yours arrives with the paper trail to prove it.

None of this replaces the bigger strategic picture of the right market, the right price point, and the right property for your goals. But when the strategy points you to a new build, these five checks are part of ensuring the property you buy is the one on the street that tenants, and eventually owner buyers, want most.

The quiet rise of yield

While the headlines obsess over home values, something more interesting is happening in the rental market, and for investors who choose wisely, it may prove the defining story of the next few years.

Rents are accelerating again. Cotality data shows national rents grew 5.9 per cent over the year to July, an annual pace that's now held for three straight months.

This has added roughly \$40 a week to the median rent in twelve months. The growth is broad-based, too, led by Darwin at 10.4 per cent, Perth at 8.1 per cent and Hobart at 8.0 per cent. Behind it sits a rental vacancy rate of just 1.7 per cent nationally, still miles below the ten-year average of 2.4 per cent. In plain terms, there are simply not enough rental homes for the people who need them.

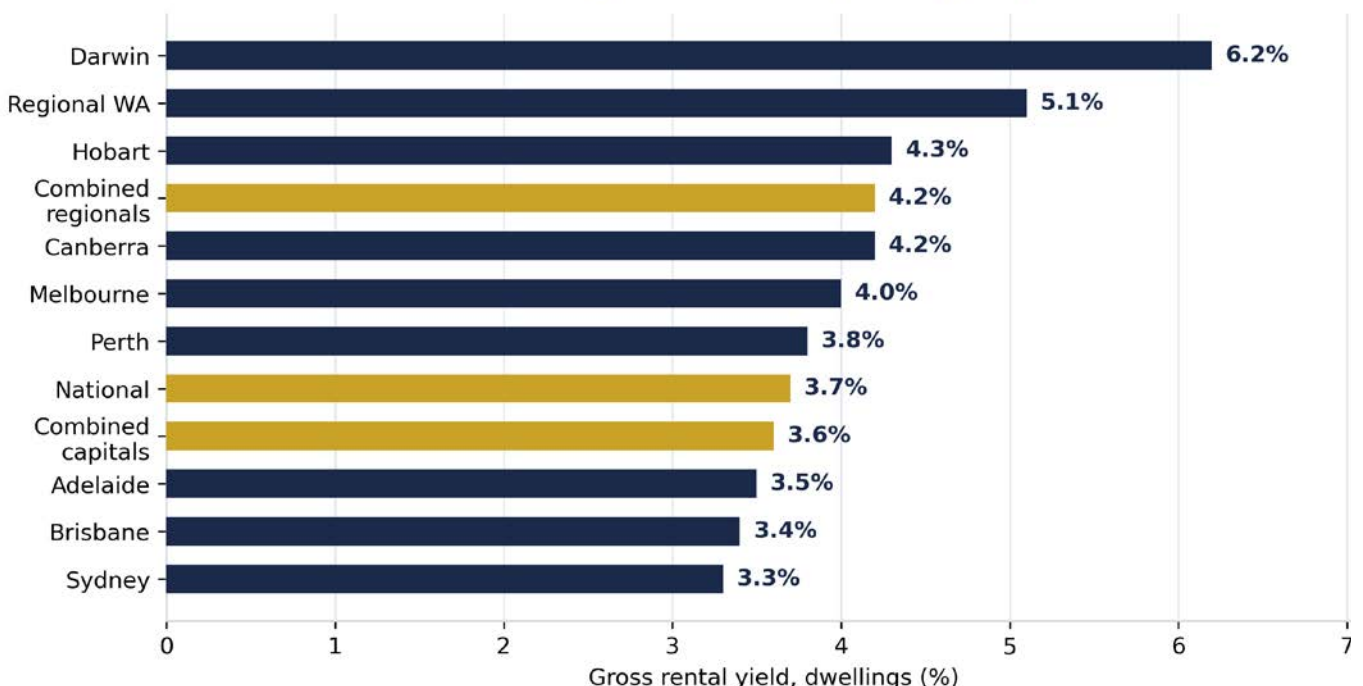
That squeeze is now flowing straight through to investor returns. With rents rising while home values ease, gross rental yields across the combined capitals have climbed to their highest level since August 2019. Regional markets are doing even better, yielding 4.2 per cent against 3.6 per cent in the capitals, with standouts like regional WA above five per cent.

Now add the Budget. As discussed in our feature article, from 1 July 2027, negative gearing on established homes purchased after Budget night disappears, and Cotality's head of research has already

observed that today's yields won't be enough on their own to draw investors into existing properties under the new framework. CBA economists expect the reforms to place additional pressure on rents over time. Follow that logic through. If fewer investors supply rental homes from the established market while demand keeps growing, the pressure on rents, and the rewards for the landlords who remain, build.

A confluence of factors that should excite smart buyers and entice them to grow their portfolios.

Where the income is - gross rental yields, July 2026



Gross rental yields, all dwellings, as at 31 July 2026. Selected markets. Source: Cotality Home Value Index.

Here's what makes this a new-build yield story worth watching. The investors best placed to capture the strengthening income are those buying the assets that keep every tax advantage, such as new houses in growth corridors and regional centres, and new townhouses and units in metropolitan suburbs. These are exactly the affordable, high-demand rental products set to benefit.

And the income side is only half the equation. With construction costs still elevated, replacing every existing dwelling keeps getting more expensive, supporting the value of well-built new homes, even as rents do the heavy lifting on returns.

YIELD'S OTHER FRONTIER: ENTRY-LEVEL COMMERCIAL

While residential is the natural home for most investors we work with, the strengthening case for income is turning more heads toward another corner of the market... entry-level commercial property in the right locations for both capital growth and strong rental return. Small strata offices, suburban shopfronts and compact industrial units are often available at price points comparable to a residential investment. In addition, they typically offer higher gross yields than houses and units, leases that run for many years rather than twelve months, and

structures where the tenant commonly covers outgoings like rates, insurance and maintenance, leaving more of the rent in the owner's pocket.

The trade-offs are worth understanding, of course. Commercial tenancies can take longer to fill when they fall vacant. The broader economy is more impactful on values, and finance arrangements have their own set of rules.

But two things have sharpened the segment's appeal this year. The Budget's tax reforms left commercial property untouched. And for investors exploring superannuation strategies, the door to borrowing for business real property inside an SMSF remains open even as other routes have narrowed. For income-focused investors with the right advice, a well-chosen commercial asset can complement a residential portfolio.

For years, investors have been told to accept skinny yields as the price of growth. That trade-off is shifting. Rising rents on the back of tight vacancy rates are boosting yields, and for some well-chosen new assets, the once-rare prospect of neutral or even positive gearing is becoming a real possibility. It's income that supports the asset while time and compounding do their work.

Yield 101

Yield is simply the income a property generates, expressed as a percentage of what it's worth. If growth tells you how fast your asset is gaining value, yield tells you how hard it's working for you along the way.

The basic calculation is easy: take a year's rent, divide it by the property's value, and multiply by 100.

$$\text{GROSS YIELD} = \frac{(\text{ANNUAL RENT} \div \text{PROPERTY VALUE})}{\times 100}$$

Say a \$650,000 townhouse rents for \$600 a week. That's \$31,200 a year, which works out to a gross yield of 4.8 per cent.

Gross means before costs. Deduct expenses like management fees, insurance, rates and maintenance and you get the net yield. The yields we quote in this magazine, like most you'll see reported, are gross.

Knowing how yields work, and why they matter, is fundamental to smart property investment.

Choosing a property with a rental return that suits your circumstances is the surest way to hold the asset over the long term.



Officer

Positioned about 45 kilometres southeast of Melbourne's CBD in Cardinia Shire, Officer is a growth-corridor suburb transforming from its farmland roots into one of Victoria's most promising family heartlands. Once a rural district of paddocks and orchards, the area is being reimagined. The Officer Precinct Structure Plan, a government-backed blueprint set to guide decades of investment is key to the area's future.

The result is a suburb in full flight, with masterplanned estates delivering contemporary homes on well-proportioned allotments.

The location is a major drawcard. The Princes Freeway traverses the suburb, delivering commuters to central Melbourne in under an hour by car, while Officer Station on the metropolitan Pakenham line, recently upgraded through the state's level crossing removal program, offers a genuine rail alternative. The employment hubs of Dandenong, Fountain Gate and Pakenham are all within reach.

Families are arriving in droves, and services are following. Schooling options are impressive for an emerging suburb, with Officer Secondary College joined by quality independent campuses such as Heritage College and Maranatha Christian School. The Arena Shopping Centre covers daily retail needs, and the extensive

offerings of neighbouring Berwick and Pakenham are just minutes away. Parks, playgrounds and sporting facilities are woven throughout the new communities.

The demographics tell the story. ABS data shows the area's median resident age is just 31, average household size is 2.9 people, and couples with children dominate the local profile, which are classic markers of a family-oriented locality set for sustained housing demand and long-term stability.

The investment numbers stack up too. Cotality records a median house price of \$754,000 across 418 sales in the past 12 months, a 3.3 per cent increase, while the median weekly rent of \$600 reflects a gross rental yield of 4.1 per cent.

With infrastructure investment flowing and population growth locked in, Officer is an emerging market opportunity that's too compelling to overlook.



Torrington

Six kilometres west of Toowoomba's CBD, Torrington is a rural locality quietly reinventing itself, with a run of fully turnkey house-and-land packages now attracting investment and new residents. The population data tells the growth story cleanly. Torrington's population rose by more than 20 per cent between the past two censuses and across a locality of just 7.8 square kilometres.

That is meaningful growth for an established, low-density area, and it points to the growth in new dwellings rather than existing stock simply changing hands.

The housing now on offer reflects that shift. Listings comprise grade-A, fully turnkey three- and four-bedroom house-and-land packages on conventional 500-plus square metre blocks, aimed squarely at investors and first home buyers rather than acreage purchasers. That's a compelling investment proposition, delivering assets that will help meet high demand for housing, and can potentially benefit from a range of tax advantages that established properties no longer enjoy.

The location does much of the heavy lifting when it comes to Torrington's growing appeal. The Toowoomba Connection Road (A21) runs along the suburb's northern boundary and delivers residents to the

Toowoomba CBD in minutes. The A21 also connects with the Warrego Highway to the west. There's a substantial industrial precinct that runs along the suburb's eastern boundary at Boundary Road, which helps support a stable local employment base. The suburb's families draw on schooling in neighbouring Wilsonton and Glenvale, and on Wilsonton Shopping Centre for retail. Torrington's median five-year rental price for housing is \$670 per week, with vacancy sitting at just 0.6 per cent, reflecting one of the tightest rental markets in regional Queensland. Well-priced house-and-land packages are delivering good rental yields with upside for rent growth based on that vacancy rate.

For investors chasing new-build product with excellent tax advantages all in a supply-constrained regional market, Torrington properties are worth a closer look.



Lara

Positioned outside Geelong and on a direct route to the Melbourne CBD, Lara has become one of Victoria's most compelling growth stories, with a new-build housing pipeline that's proving a standout opportunity to the right investors.

Long-established, it is bordered by the You Yangs to the north and features the wetlands of Serendip Sanctuary as part of the community.

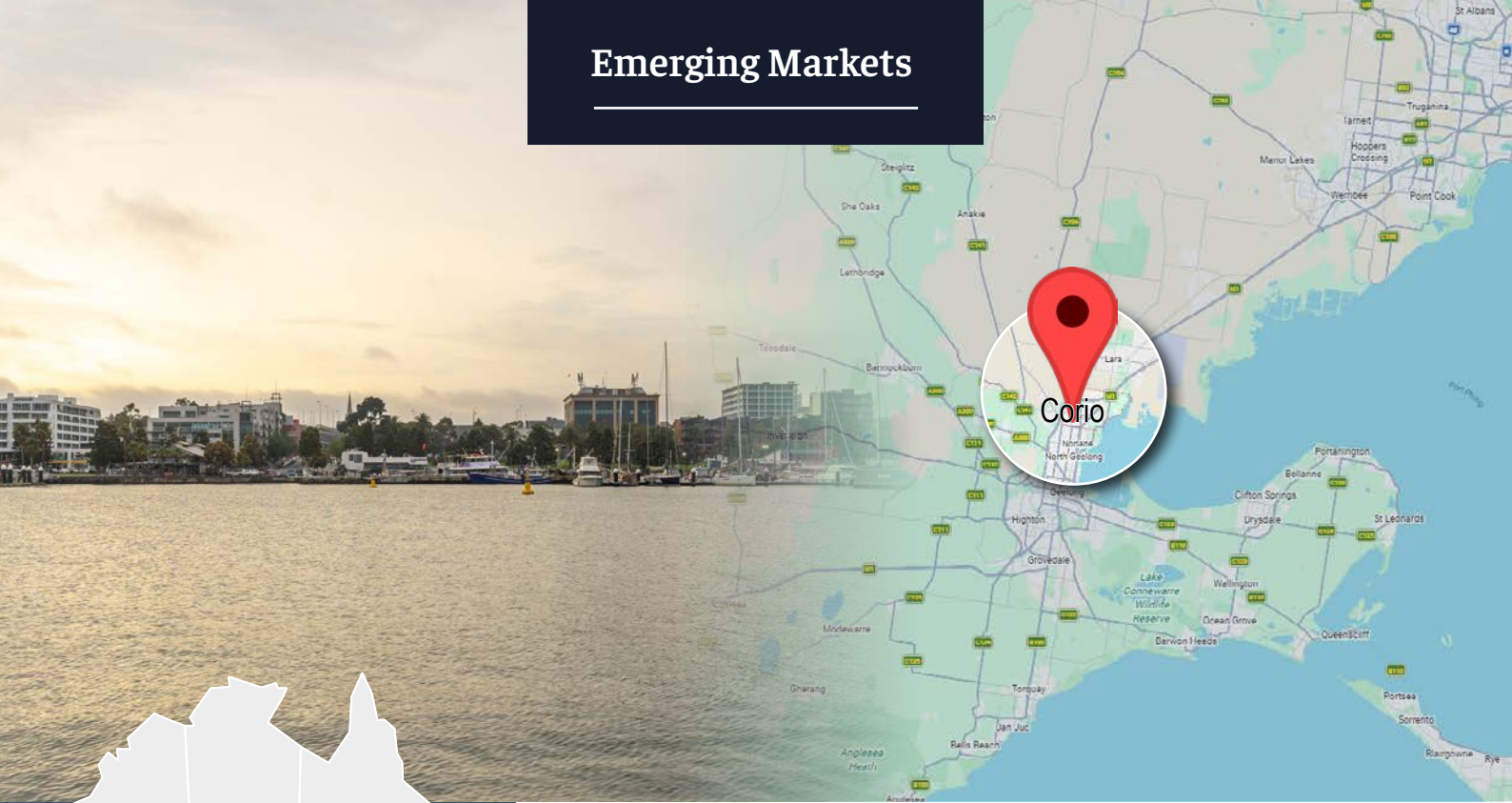
The township of Lara has enjoyed growing popularity in recent years, with its population climbing 16 per cent over the past two censuses. For investors focused on new housing stock, there are excellent opportunities in the market. Lara supports a swath of housing estates, spanning traditional house-and-land packages, smaller-lot product and townhouses. Estates including Lara Lakes, Austin and Somerley are releasing land across a broad range of budgets, with allotments running from compact 288-square-metre lots in Austin's Welkin Precinct through to conventional family-sized blocks. Multiple builders are active locally, which keeps package pricing competitive.

Accessibility enhances the town's appeal too. Lara's train station on the Melbourne-Geelong line puts Geelong eleven minutes away by rail and the Melbourne CBD about

an hour, while the Princes Freeway is the primary route for locals heading to the big smoke. Avalon Airport abuts the Lara boundary, which adds an employment base few comparable townships can claim.

The town centre includes supermarkets, retail and services, with outlets such as Lara Village Shopping Centre, and there are 45 parks across the locality. The demographic profile is squarely family: a median age of 37, with professionals the dominant occupation group.

Realestate.com.au shows Lara's median house price is \$730,000, up 6.6 per cent for the year across 463 sales, with a median weekly rent of \$580. Those numbers reflect an attractive gross yield of 4.1 per cent. For unit buyers, a median price of \$560,000 and rent of \$500 per week support an even more attractive median gross yield of 5.6 per cent.



Corio

Just nine kilometres north of the Geelong CBD, Corio is a bayside suburb that delivers on multiple fronts including lifestyle, family-resident appeal and investment opportunity. Corio's history is industrial. Built around the refinery and the manufacturing economy of Geelong's north, it has long carried an affordability discount relative to the rest of the city.

That discount is now doing exactly what discounts do in a supply-constrained market – its recalibrating.

Realestate.com.au numbers show annual capital growth of 18.2 per cent, the strongest of any suburb in this issue, off a median house price of just \$591,000 across 348 sales. Homes are changing hands in an average of 27 days. While that reflects already impressive gains, the fundamentals for more upside look good and, crucially, new stock is proving to be a prime opportunity.

Some of the local estates are very impressive. There's Somerley, an 18.6-hectare masterplanned community on Plantation Road beside Sutcliffe Reserve, comprising roughly 400 homes with integrated parkland on completion. Other developers are active locally as well. That mix gives buyers a raft of options to compare when looking to acquire a real estate asset.

Corio's location helps drive its capital growth prospects. The Geelong Ring Road is minutes away, putting the Melbourne CBD within roughly a 50-minute drive, and the Surf Coast within easy reach, while Corio and North Shore stations offer V/Line services. Avalon Airport is close by too. Corio Village Shopping Centre anchors retail, with great school options in the suburb plus childcare and medical services. Corio also fronts Corio Bay, with foreshore reserves and walking paths along the shoreline giving residents a waterside lifestyle inland suburbs at this price point cannot match.

The rental case is solid. The median weekly house rent is \$440, giving a gross yield of 3.9 per cent. Units achieve a median price of \$449,250 and median rent of \$380 per week, reflecting a gross yield of 4.4%.

For investors, the many fundamental facets of Corio's growth story should have it firmly on your watchlist.

Congratulations to Our Latest Winners!

We are thrilled to announce the most recent winners of the Reward Program.
Congratulations to everyone who's won a prize so far.

Congratulations to our winners!

First Prize — Luxury Escapes Travel Voucher (valued at \$6,000)

🏆 **Linda S. - QLD**

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

🏆 **Luke G. - NSW**

Third Prize — \$200 Grocery Voucher each

🏆 **Amy B. - VIC**

🏆 **Stephanie G. - QLD**

🏆 **Kunal K. - VIC**

🏆 **Makuati B. - VIC**

🏆 **Janine O'G. - VIC**

1ST PRIZE
Luxury Escapes
Travel Voucher



3RD PRIZE
Grocery
Voucher



2ND PRIZE
Shell Fuel Voucher
or VISA gift cards



Congratulations to our first prize winner, Linda S.!

*Linda has won an exciting Luxury Escapes
Travel Voucher valued at \$6,000!*

We hope you enjoy your holiday Linda!!!



This exclusive giveaway is just for our 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 the next official competition announcement and entry details.

To become an Accrue Member reach out to us by calling **1800 222 783**, or visit:
accruerealestate.com.au/contact-us

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

* Terms and Conditions apply. See competition webpage for further details.

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Australian Property Clock

EDITION 21

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



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.

The Data that Counts

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

Applying our rigorous selection criteria, we reduce this pool to fewer than 30 per cent of opportunities that our team deems suitable to bring to our members. Our acquisitions team draws on a comprehensive suite of statistics and data to pinpoint locations with the strongest likelihood of outperforming the broader market.

COTALITY HEDONIC HOME VALUE INDEX

Cotality's analysis to 31 July reveals solid total returns and annual capital growth across all centres, although the short-term numbers illustrate a market slowdown in certain locations. The quarterly national growth rate of negative 1.9 per cent reflects the change in market activity post-federal budget. While less-savvy investors may be reluctant to buy based on these figures alone, to experienced investors this presents an opportunity worth exploring.

The annual total return on dwellings across the combined capitals was 7.3 per cent, which is below the 12.6 per cent recorded in April this year. While Brisbane and Adelaide annual value gains remain substantial, Perth's 20.5 per cent uptick is a standout. In previous editions of our magazine, we've highlighted locations throughout and in close proximity to these capital cities. This again demonstrates the advantages of taking a longer-term view of investment opportunities, as opposed to being overly reactive to near-term shifts across the real estate landscape.

Source: Cotality

INDEX RESULTS

Index results as at 31 July 2026	Change in dwelling values				
	Month	Quarter	Annual	Total return	Median value
Sydney	-1.4%	-4.0%	-2.0%	1.0%	\$1,244,617
Melbourne	-1.2%	-3.4%	-2.8%	0.7%	\$797,354
Brisbane	-0.6%	-0.6%	14.8%	18.6%	\$1,104,094
Adelaide	-0.2%	0.1%	10.5%	14.4%	\$944,909
Perth	0.1%	-0.3%	20.5%	25.2%	\$1,029,797
Hobart	0.1%	1.4%	9.3%	14.1%	\$756,951
Darwin	0.8%	2.4%	16.3%	23.5%	\$642,175
Canberra	-1.0%	-2.1%	1.0%	5.2%	\$883,138
Combined capitals	-0.9%	-2.5%	3.9%	7.3%	\$1,010,814
Combined regional	-0.2%	-0.1%	9.7%	14.4%	\$769,867
National	-0.7%	-1.9%	5.3%	8.9%	\$928,421

VALUE CHANGE BY HOUSING TYPE

– CAPITAL CITIES

A more detailed breakdown of monthly values by Cotality for July reveals that Australia's mid-size capitals remain buoyant, with both attached and detached housing delivering extraordinarily good returns. Darwin has again led the figures, however its numbers can be skewed by its small sample size and relatively low sales volume. Larger population centres in Brisbane and Perth show entrenched gains with resilient long-term activity. Perth saw a change in the unit value index of almost 21.8 per

cent for the year, and a house value index increase of 20.4 per cent. Brisbane and Adelaide were also outstanding markets, with overall value gains of 14.8 per cent and 10.5 per cent respectively. Brisbane units have performed well above the long-term average, with a 17.1 per cent rise in their value index.

The analysis once again shows that our country's mid-size capital city markets remain the most dynamic even as others continue to soften.

Source: Cotality

HOME VALUE INDEX – ENDING JULY 2026		me value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Sydney	-2.0%	\$1,244,617	\$790
	Melbourne	-2.8%	\$797,354	\$600
	Brisbane	14.8%	\$1,104,094	\$690
	Perth	20.6%	\$1,029,797	\$730
	Adelaide	10.5%	\$944,909	\$630
	Hobart	9.3%	\$756,951	\$600
	ACT	1.0%	\$883,138	\$650
	Darwin	16.3%	\$642,175	\$700
Houses	Sydney	-2.5%	\$1,529,308	\$830
	Melbourne	-3.4%	\$936,528	\$590
	Brisbane	14.3%	\$1,207,039	\$700
	Perth	20.4%	\$1,073,500	\$750
	Adelaide	10.3%	\$1,007,684	\$650
	Hobart	9.5%	\$805,165	\$620
	ACT	1.5%	\$1,025,827	\$750
	Darwin	14.8%	\$755,082	\$770
Units	Sydney	-0.6%	\$889,617	\$755
	Melbourne	-1.5%	\$632,021	\$600
	Brisbane	17.1%	\$875,135	\$660
	Perth	21.8%	\$760,708	\$710
	Adelaide	11.5%	\$692,861	\$575
	Hobart	8.1%	\$587,863	\$550
	ACT	-0.5%	\$594,894	\$600
	Darwin	19.8%	\$475,907	\$650

VALUE CHANGE BY HOUSING TYPE – REST OF STATE

State-wide figures illustrate the overwhelmingly positive performance of diverse property markets across regional Australia. The year-on-year outcomes for dwellings range from a 4.2 per cent increase in the Northern Territory to an extraordinary 19.8 per cent in Western Australia. What's also notable is that in Western Australia, Tasmania and the Northern Territory, units outperformed houses for capital growth over the year, and in other centres the unit gains remained impressive.

Source: Cotality

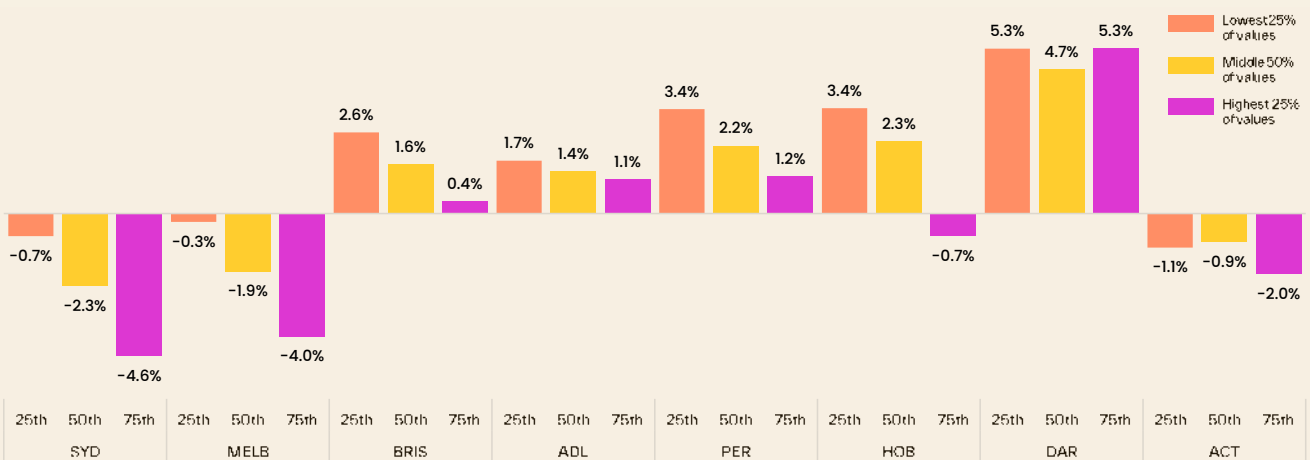
HOME VALUE INDEX – ENDING JULY 2026		Home value index change in value (year-on-year)	Median value (property)	Median rental value (per week)
Dwellings	Rest of NSW	6.8%	\$836,911	\$600
	Rest of Vic	6.3%	\$639,857	\$500
	Rest of Qld	11.7%	\$852,037	\$680
	Rest of WA	19.8%	\$725,791	\$700
	Rest of SA	11.6%	\$560,795	\$470
	Rest of Tas	12.9%	\$627,052	\$500
	Rest of NT	4.2%	\$414,196	\$575
	Rest of NSW	6.9%	\$867,868	\$640
Houses	Rest of Vic	6.4%	\$672,288	\$520
	Rest of Qld	12.2%	\$859,281	\$680
	Rest of WA	19.8%	\$747,835	\$730
	Rest of SA	11.8%	\$575,753	\$490
	Rest of Tas	12.9%	\$652,944	\$520
	Rest of NT	2.2%	\$451,932	\$670
	Rest of NSW	5.7%	\$688,439	\$550
	Rest of Vic	5.9%	\$458,797	\$430
Units	Rest of Qld	10.2%	\$833,429	\$660
	Rest of WA	20.4%	\$458,286	\$650
	Rest of SA	7.1%	\$410,343	\$350
	Rest of Tas	13.0%	\$489,126	\$430
	Rest of NT	10.4%	\$323,413	\$430

STRATIFIED VALUE CHANGE

Being aware of which price points across the value spectrum offer the greatest potential for gains is key to successful asset selection. This stratified analysis of quarterly price movements to the end of June by Cotality shows that in five key capital-city growth markets the lower quartile delivered the most significant value gains to their owners. In past cycles we've often seen the low-priced end of the market dragged up by higher-value home activity. It's notable too that in markets which are contracting, lower-priced property tends to see a smaller percentage decrease as well. The lesson here is that holding multiple affordable homes in your portfolio, diversified across growth locations, is a smart investment strategy for long-term gains.

Source: Cotality

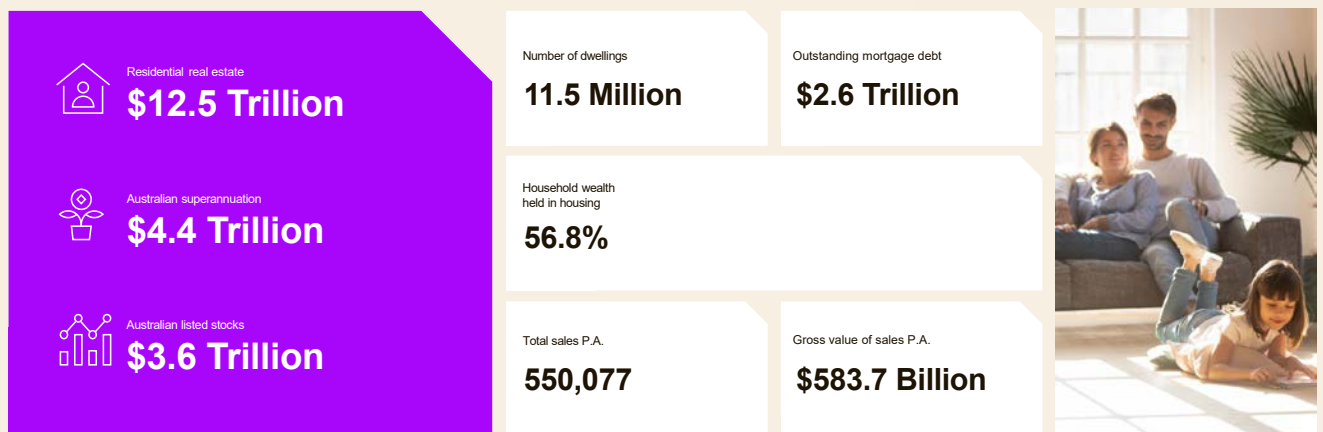
AUSTRALIAN DWELLING VALUES – CAPITAL CITIES



RESIDENTIAL REAL ESTATE VALUE

Cotality tracks the value of Australian residential property every month. This data confirms that residential real estate is the largest asset class in the nation, at around 2.8 times the superannuation pool and almost 3.5 times listed stocks. According to the analysis, the value of the Australian residential real estate softened marginally between April and June this year.

Source: Cotality



AUCTION CLEARANCE RATES

Cotality's weekly data to 2 August reveals auction clearances tracked between 37.5 per cent and 45.7 per cent across Brisbane, Sydney, Melbourne, Adelaide and Canberra. These results are below the long-term average and reflect some buyer hesitation in the current climate.

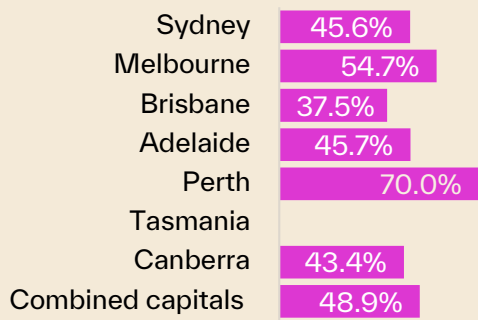
Perth's 70 per cent clearance was the standout among the reported results – certainly well ahead of Sydney and Melbourne. The national clearance rate of 48.9 per cent is below long-term averages.

Source: Cotality

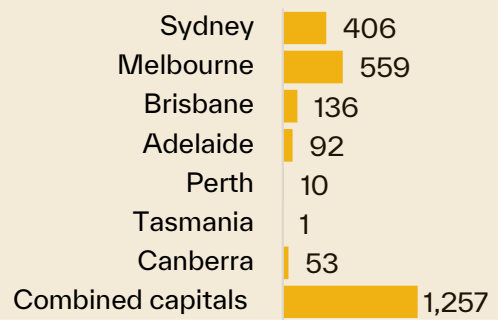
AUCTION STATISTICS – CAPITAL CITIES

Capital city auction results

Clearance rate

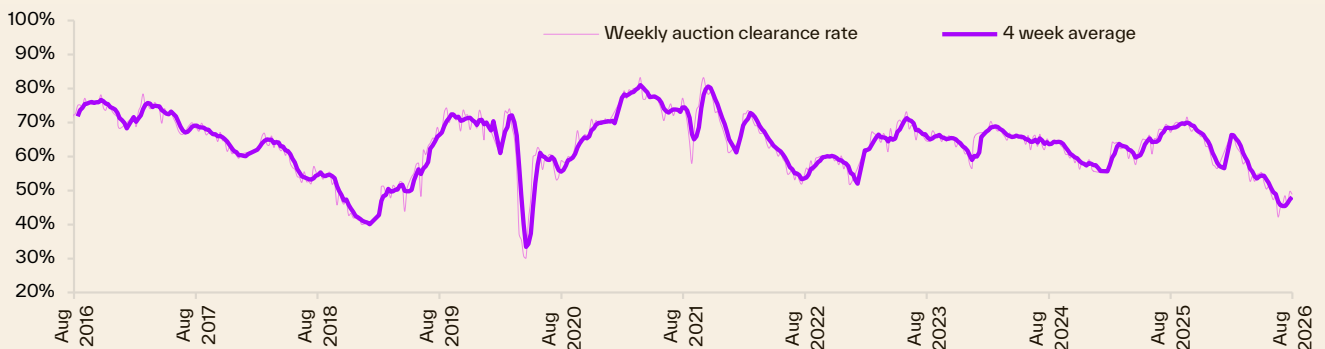


Total auctions



Source: Cotality

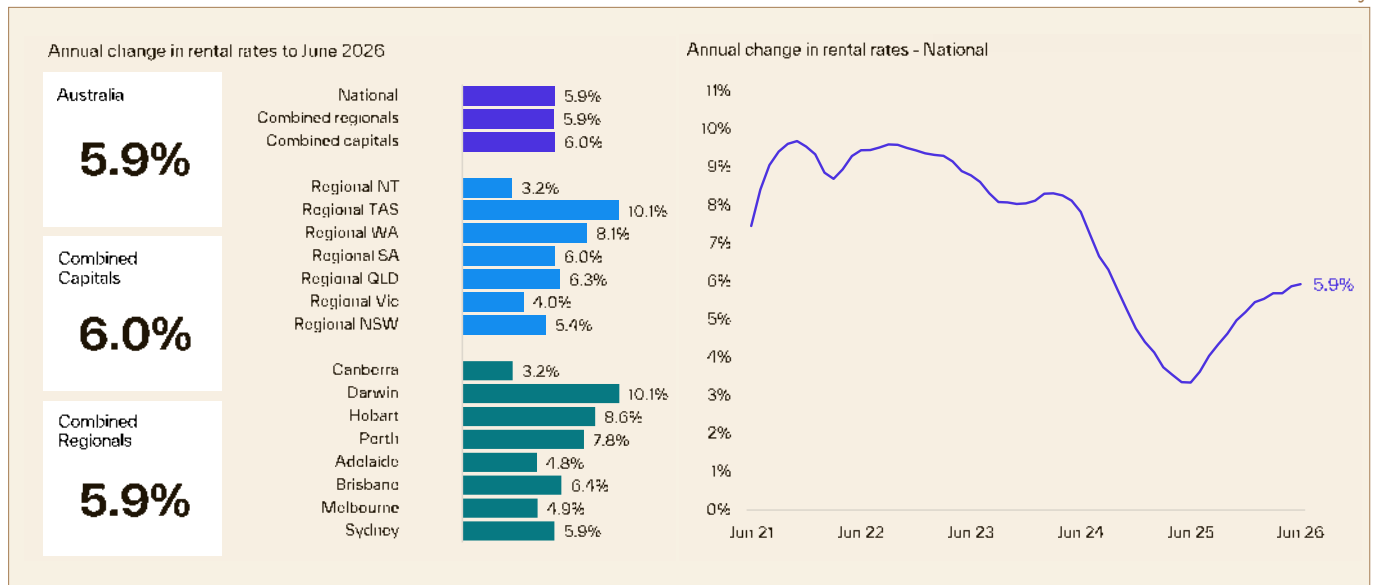
WEEKLY CLEARANCE RATES – COMBINED CAPITAL CITIES



RENTAL GROWTH

The data shows that while national rental growth rates were attenuating throughout 2024 and into the start of 2025, they rebounded around May 2025 and have been growing since. Gains are universal, with the combined capital and combined regional results being essentially the same. At 5.9 per cent, the overall Australian growth rate is 0.2 per cent higher than the same measure back in April this year. The most substantial increases were in regional Tasmania and in Darwin, with both recording a 10.1 per cent rise in rents. Rental growth rates in Australia continue to outpace inflation by a significant margin, meaning residential investors are being insulated against attenuating property values in some area.

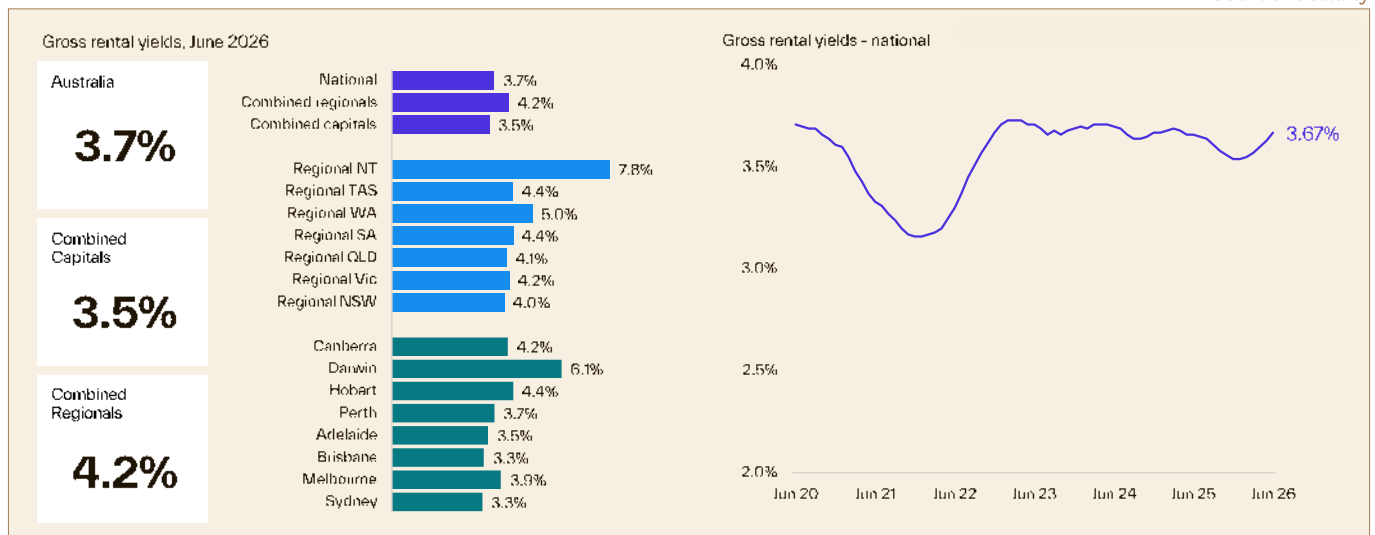
Source: Cotality



RENTAL YIELDS

Gross national rental yields have very gradually tightened since late 2022 and early 2023, although the most recent Australia-wide result of 3.7 per cent is a slight increase compared to three months ago. As seen in the previous chart, rents have risen consistently in recent years, while median values have been increasing at a similar rate. However, more recently, property values have steadied, meaning yields are beginning to rise further. This is a metric well worth tracking because, as previous price cycles have demonstrated, once yields reach a critical level, values will be driven higher.

Source: Cotality



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 as of June 2026 has remained extraordinarily tight at 1.3 per cent. These sustained tight rental conditions will continue to fuel rent growth, thereby increasing yields and eventually boosting property values. It's a factor savvy long-term investors allow for in their property purchasing decisions.

Source: SQM Research

VACANCY RATES						
City	Jun 2025 Vacancies	Jun 2025 Vacancy Rate	May 2026 Vacancies	May 2026 Vacancy Rate	Jun 2026 Vacancies	Jun 2026 Vacancy Rate
Sydney	11482	1.6%	10820	1.5%	11957	1.6%
Melbourne	9414	1.8%	8446	1.6%	8640	1.6%
Brisbane	3147	0.9%	3124	0.9%	3065	0.9%
Perth	1457	0.8%	1265	0.7%	1247	0.6%
Adelaide	1268	0.8%	1081	0.7%	1096	0.7%
Canberra	920	1.5%	970	1.6%	1063	1.7%
Darwin	115	0.5%	75	0.3%	64	0.3%
Hobart	175	0.6%	161	0.6%	185	0.7%
National	39027	1.3%	37844	1.2%	39229	1.3%

PROPERTY LISTINGS

Property listings rank among the most critical indicators when assessing near-term market conditions. Data from SQM Research reveals that total monthly residential listings across the country rose 15.9 per cent in the twelve months to July 2026. Hobart recorded the sharpest annual drop at 5.7 per cent, followed by Sydney with a 1.6 per cent fall, while Adelaide and Darwin saw the strongest annual rise in listing numbers. All other jurisdictions saw a rise in listing numbers. What's interesting is that this moment illustrates an inflection point in the Australian market. Listing numbers across most jurisdictions in the wake of the federal budget changes most likely rose as short-term demand cooled. But the monthly numbers show that vendors in many centres are beginning to hold off on listing, anticipating that market conditions will improve in time. In all likelihood, listing numbers will tighten as the year progresses.

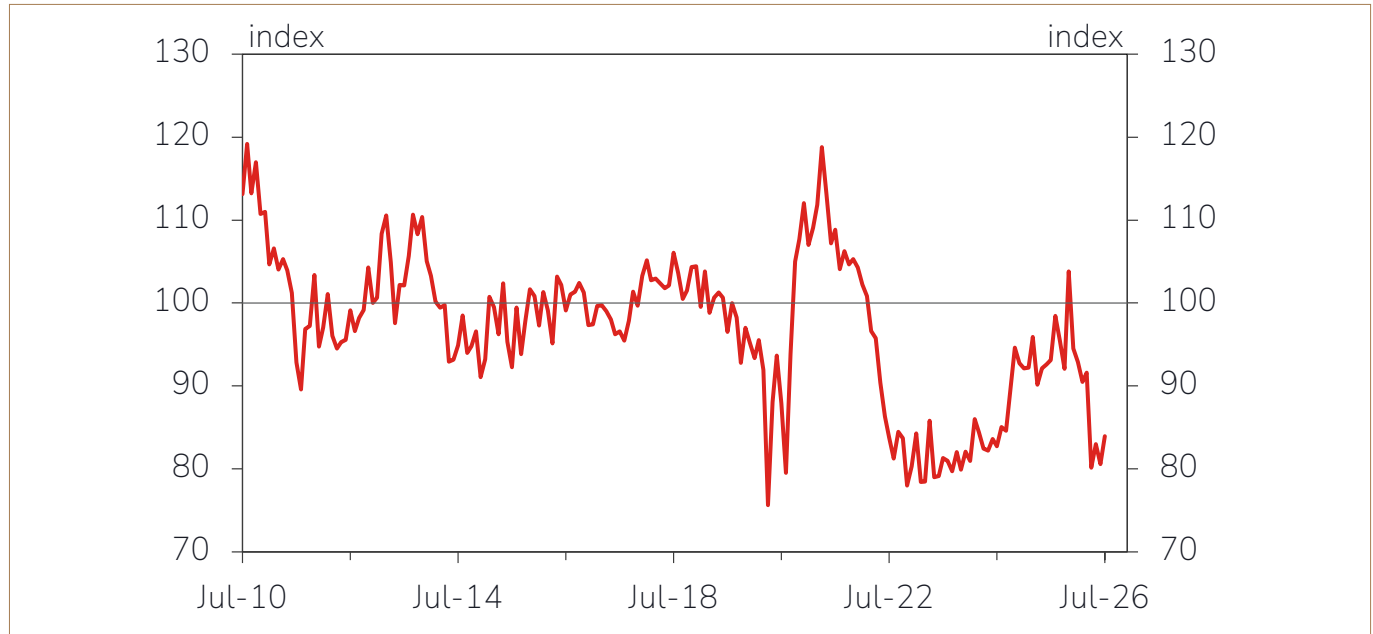
Source: SQM Research

TOTAL PROPERTY LISTINGS					
City	Jul 2026 Total	Jun 2026 Total	Jul 2025 Total	Monthly change %	Yearly change %
Sydney	39,400	36,973	30,776	6.6%	28.0%
Melbourne	50,867	44,044	35,618	15.5%	42.8%
Brisbane	20,273	17,185	15,659	18.0%	29.5%
Perth	15,218	14,419	13,834	5.5%	10.0%
Adelaide	10,399	8,963	7,993	16.0%	30.1%
Canberra	5,066	4,593	4,097	10.3%	23.7%
Darwin	1,082	936	997	15.6%	8.5%
Hobart	2,515	2,422	2,804	3.8%	-10.3%
National	278,984	248,249	227,135	12.4%	22.8%

CONSUMER SENTIMENT

Consumer sentiment serves as a temperature check of the nation's perceived economic strength. While positive confidence bodes well for property markets overall, lower sentiment can highlight a counter-cyclical opportunity depending on other metrics. The July 2026 release of the Westpac-Melbourne Institute Consumer Sentiment Index shows a notable and somewhat surprising 4.1 per cent increase for the month, although Australian consumers remain pessimistic about the state of the economy in the wake of the fuel shock, inflation and ongoing geopolitical unrest.

Source: Westpac



CONSUMER SENTIMENT BREAKDOWN

A detailed breakdown of consumer confidence measures provides a more nuanced view. More telling than the overall result is a breakdown of how confidence is tracking across different sectors. A breakdown of the sentiment analysis shows that property buyers have become more optimistic about acquiring a home but more pessimistic about price growth. The Time to Buy a Dwelling index rose 5.3 per cent to 85.4 in July, however, the Index of House Price Expectations fell eight per cent to 118, a new three-year low. The analysis noted that 47 per cent of consumers surveyed expected prices to rise over the next 12 months, the first time that proportion has dipped below 50 per cent since March 2023, when the interest rate-raising cycle began. This disparity is actually a window of opportunity for savvy buyers.

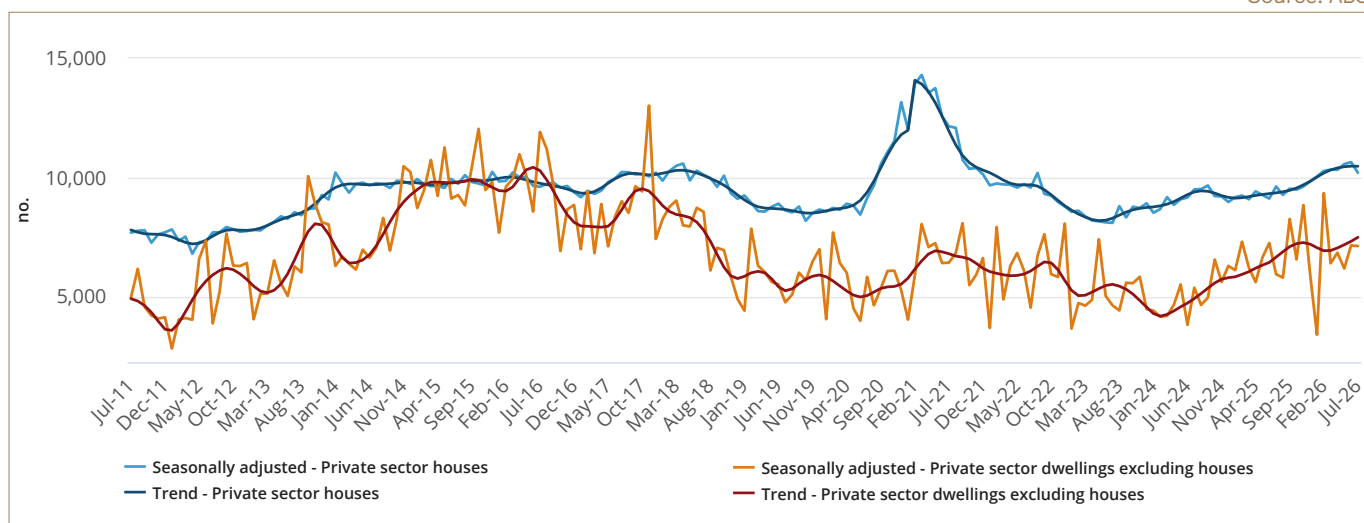
Source: Westpac

JULY 2026	avg*	May 2024	May 2025	Apr 2026	May 2026	%mth	%yr
Consumer Sentiment Index	100.3	82.2	92.1	80.1	83.0	3.5	-9.9
Family finances vs a year ago	87.9	63.2	75.1	66.8	72.8	9.0	-3.1
Family finances next 12mths	106.5	96.1	100.7	84.0	93.0	10.7	-7.7
Economic conditions next 12mths	90.6	83.2	93.0	75.3	74.2	-1.5	-20.3
Economic conditions next 5yrs	92.1	92.2	98.6	91.4	89.3	-2.2	-9.4
Time to buy a major household item	123.3	76.5	93.2	83.3	85.6	2.8	-8.1
Time to buy a dwelling	119.3	76.5	90.0	85.8	72.0	-16.1	-20.0
Unemployment Expectations Index	129.2	129.8	121.3	147.8	140.0	-5.2	15.4
House Price Expectations Index	129.8	161.1	155.5	153.5	150.6	-1.8	-3.1
Interest Rate Expectations Index	140.9	133.0	90.8	177.2	181.2	2.3	99.6

BUILDING APPROVALS

Building approvals offer valuable insight into the equilibrium between housing supply and demand. This indicator will become increasingly informative as the federal budget measures flow through the market. The most recent ABS data shows a seasonally adjusted rise of 7.2 per cent in total dwelling units approved over the year to June 2026. While this represents a welcome step in addressing Australia's housing shortage, approval numbers remain well below what is needed to accommodate the country's expanding population. Consequently, demand for rental accommodation looks set to continue outpacing supply. Private sector house approvals climbed 15.8 per cent over the year on a seasonally adjusted basis, while approvals for attached and other non-house dwellings fell 1.5 per cent.

Source: ABS



ABS QUICKSTATS

ABS data helps pinpoint localities with foundational price growth potential based on a range of demographic factors. To demonstrate, here is a very small sample of the available metrics for one of this edition's Emerging Markets, Officer in Victoria.

The data indicates that the homeowner-to-renter ratio in the emerging market of Officer leans toward owner-occupiers compared to the state and national averages. Renters comprise 28 per cent of all households, slightly lower than the statewide average of 28.5 per cent and the national average of 30.6 per cent. Markets where owner-occupiers are the dominant demographic have traditionally seen more consistent capital gains. In addition, Officer has a lower percentage of unemployed households than the state and the national average.

This small data sample helps build the bigger picture of Officer's investment potential.

Source: ABS

Tenure type	Maryborough (Qld)		Queensland		Australia	
Occupied private dwellings (excl. visitor only and other non-classifiable households)		%		%		%
Owned outright	3,699	40.7	543,285	29.1	2,872,331	31.0
Owned with a mortgage (a)	2,251	24.7	643,459	34.4	3,242,449	35.0
Rented (b)	2,783	30.6	618,442	33.1	2,842,378	30.6
Other tenure type (c)	166	1.8	35,170	1.9	181,518	2.0
Tenure type not stated	201	2.2	29,107	1.6	136,538	1.5

POPULATION MOVEMENT

Total population change and net interstate migration figures are lead indicators of house price movements. Overseas migration numbers are a key driver of housing demand in Australia, particularly over the past half-decade. Increasing populations in certain locations can telegraph house price growth. Net interstate migration is also a critical 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 1.6 per cent to reach 27.7 million people by the end of September 2025. Queensland continues to dominate Net Interstate Migration by a sizeable margin, significantly outpacing all other jurisdictions. Queensland's net result is almost double Western Australia's, which recorded the second-highest net gain. Meanwhile, New South Wales continues to see an exodus of residents. According to the analysis, Australia's 12-month net overseas migration figure was 311,000, which is down slightly from some recent years. That said, Australia sees a long-term average of approximately 230,000 immigrants, and the current level remains well above that.

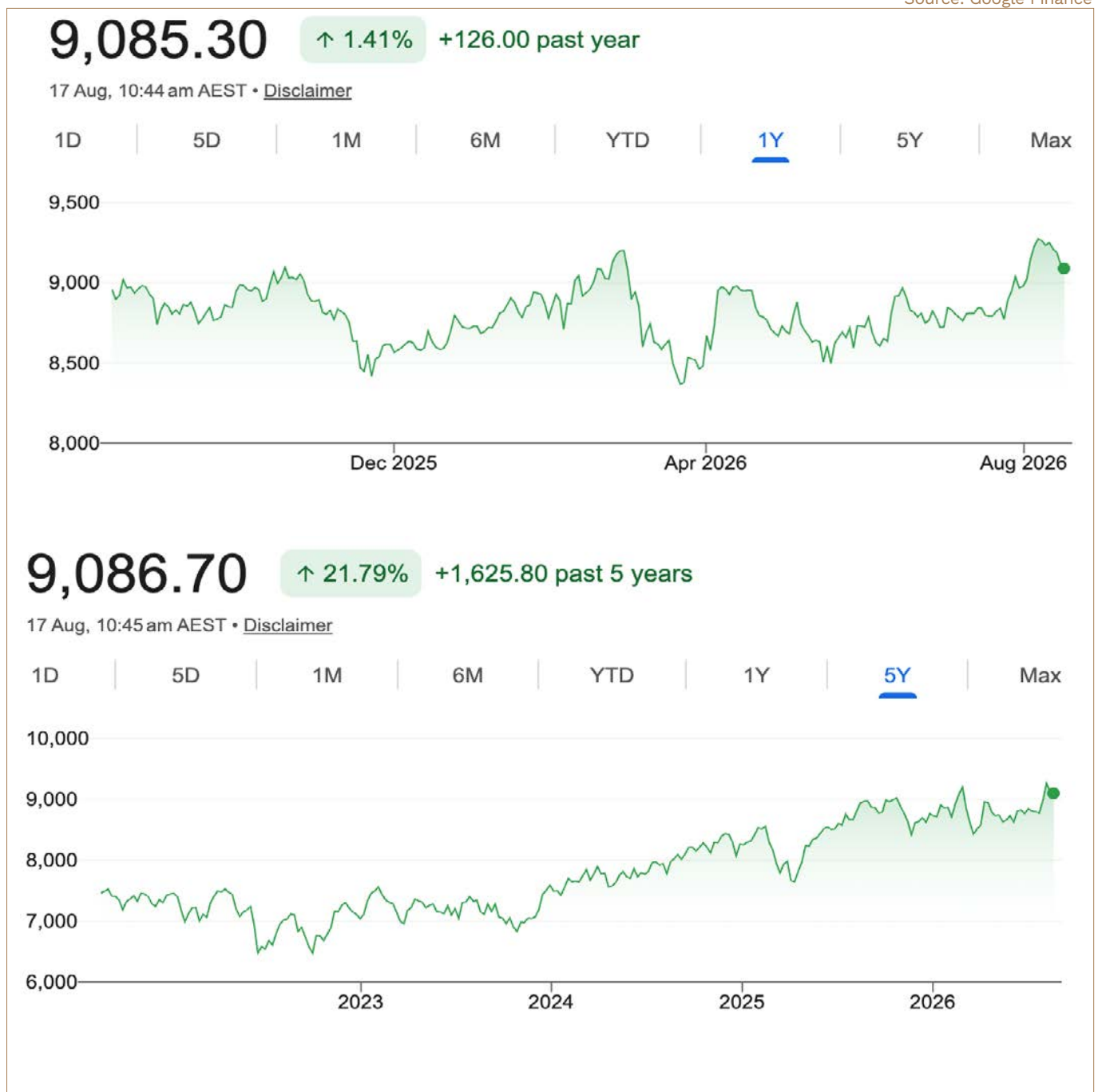
Source: ABS

	Population at 31 December 2025 ('000)			Change over previous year ('000)		Change over previous year (%)		
New South Wales	8641.1			104.6		1.2		
Victoria	7121.9			117.3		1.7		
Queensland	5712.1			92.2		1.6		
South Australia	1910.6			19.7		1.0		
Western Australia	3076.5			65.5		2.2		
Tasmania	579.1			2.9		0.5		
Northern Territory	267.5			4.2		1.6		
Australian Capital	487.2			6.0		1.3		
	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Interstate arrivals	83,254	73,691	97,433	23,557	37,796	13,934	14,258	18,968
Interstate departures	104,719	74,376	80,905	25,133	27,377	14,386	15,486	20,509
	NSW	Vic	Qld	SA	WA	Tas	NT	ACT
Overseas arrivals	181,222	156,565	105,512	29,345	69,573	5,422	5,600	10,251
Overseas departures	90,261	71,521	50,908	10,827	29,151	2,359	2,021	5,513
Net overseas migration	90,961	85,044	54,604	18,518	40,422	3,063	3,579	4,738

SHARE MARKET VOLATILITY AND COMPARATIVE PERFORMANCE

The two charts below track ASX 200 price movements over one-year and five-year periods. Both show that share market investors have earned fair returns over these timeframes, but a closer look at the numbers highlights 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 geopolitical unrest. For example, if you had bought into the ASX 200 on 27 February this year, and then sold on 23 March, you would have lost nine per cent of your initial investment in just 25 days. Even looking at the annual return, share market investors made 1.41 per cent capital gain in the past year, when they would have achieved higher growth in most Australian property markets over that period.

Source: Google Finance



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