



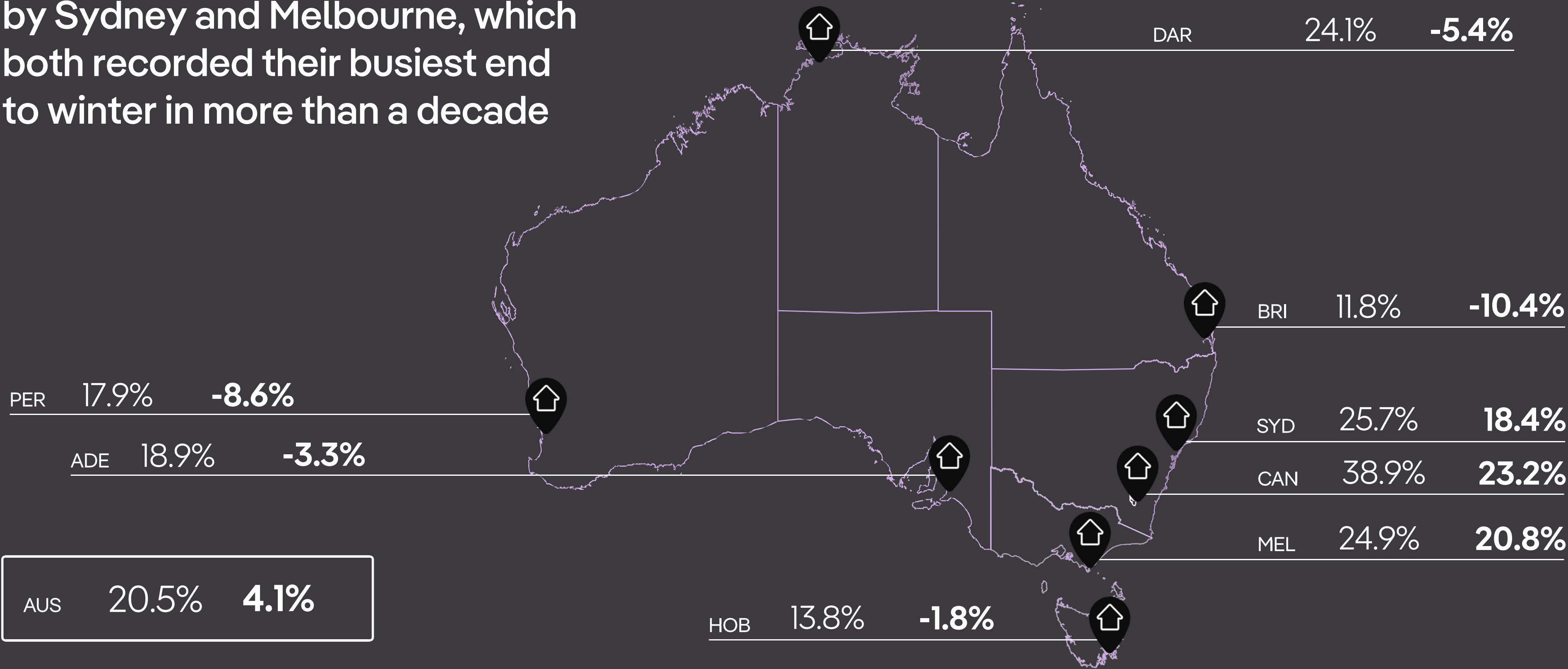
# Listings Report

For Sale

Aug 2023

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Property markets around the country ramped up in August, led by Sydney and Melbourne, which both recorded their busiest end to winter in more than a decade



New for sale listings trends on realestate.com.au

% MoM    % YoY

## Executive Summary

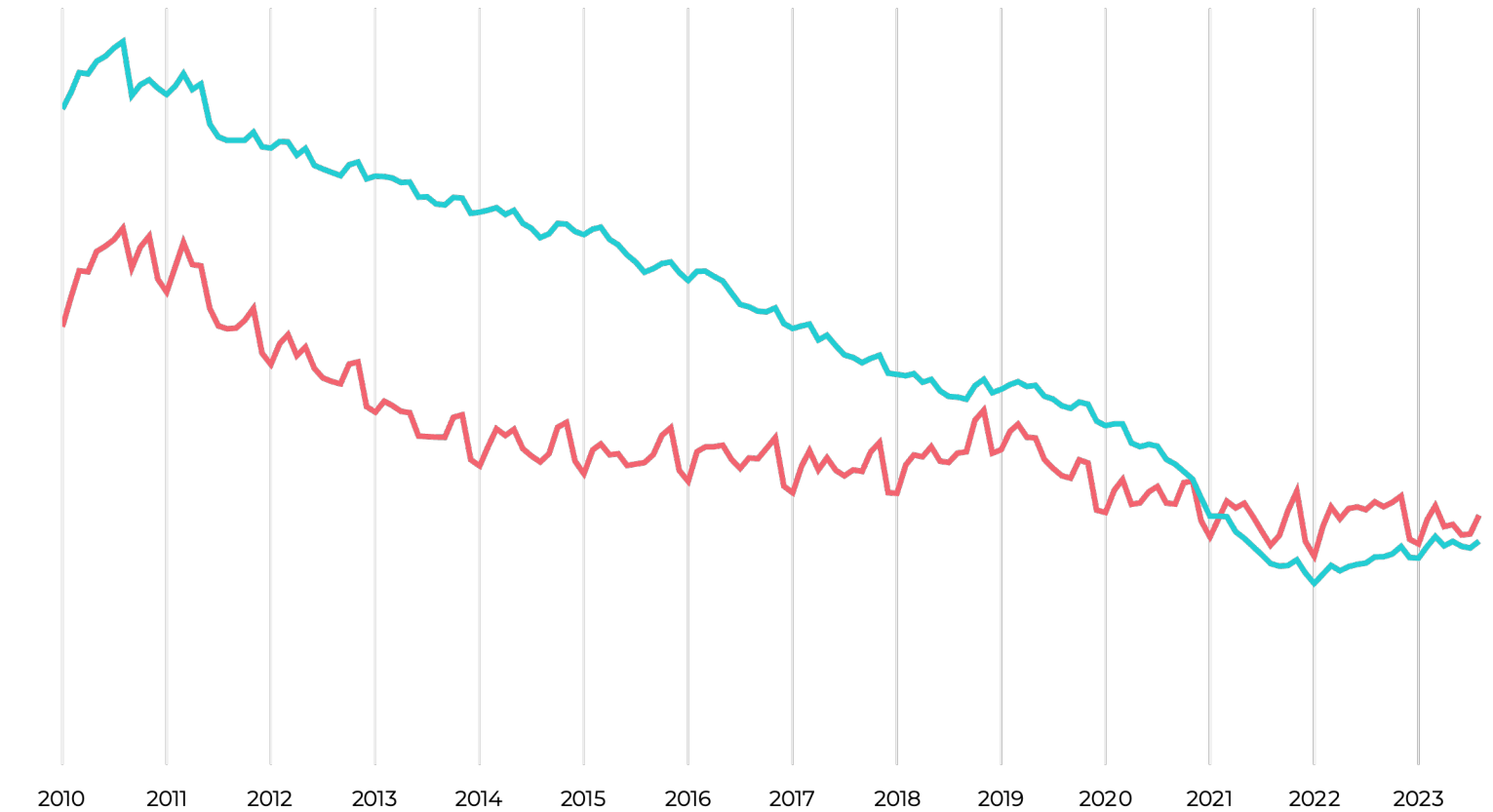
Property markets had a busier-than-usual end to winter, with more new properties hitting the market during August than a year earlier. This marked the first time national new listings increased year-on-year since August 2022.

Compared to July, the number of new listings nationally on realestate.com.au increased 20.5% as activity picked up ahead of spring. That helped lift the number of new listings in August to be 4.1% higher compared to the same time a year ago.

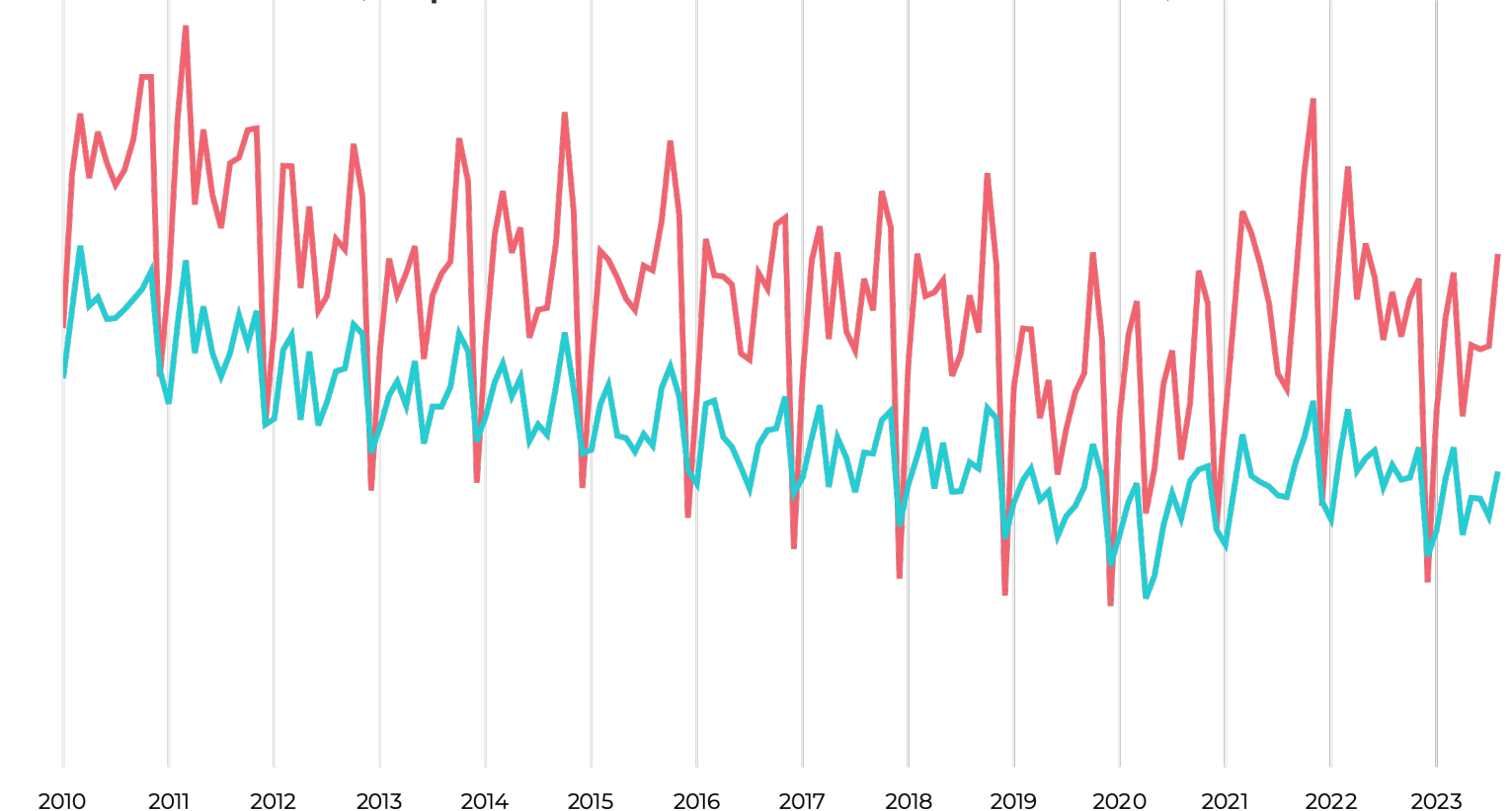
Sydney and Melbourne led the busier month. Both cities recorded their busiest end to winter in more than a decade and saw a strong increase in new listings compared to a year ago (Sydney +18.4% year-on-year; Melbourne +20.8% year-on-year). That lift in the largest capitals meant new listings across the combined capital cities were higher than a year ago for the first time since August last year. Canberra also recorded a busy end to winter.

Other capitals saw a strong pick up in new listings compared to July as activity ramped up for the spring selling season. However, unlike Sydney and Melbourne, most still lagged the pace set in August last year. Brisbane (-10.4% year-on-year), Perth (-8.6% year-on-year) and Darwin (-5.4% year-on-year) saw the largest declines compared to a year ago.

Monthly **total** for sale listings trends on realestate.com.au  
(capital cities versus rest of state)

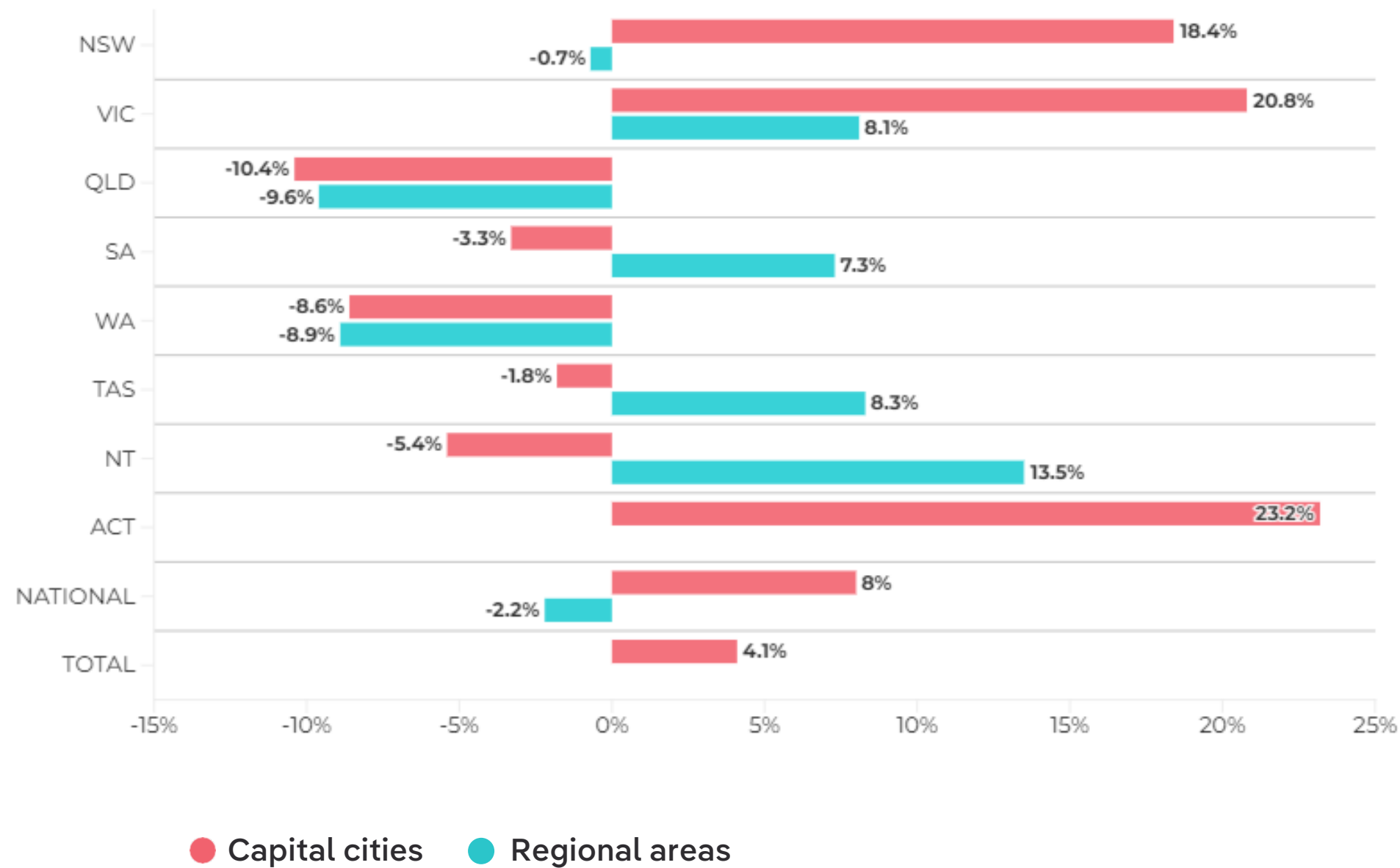


Monthly **new** for sale listings trends on realestate.com.au  
(capital cities versus rest of state)



● Capital cities ● Regional areas

Year-on-year change in new listings on realestate.com.au



The busier month helped to improve choice for buyers, with the total number of properties listed for sale in August lifting solidly compared to July (+5.7% month-on-month). That helped lift choice for buyers marginally above where it stood a year ago, with the total number of properties listed for sale in August up 0.5% year-on-year.

But the national figures mask differences across the capitals. Buyers in Melbourne, Sydney, Canberra and Hobart are facing reasonably strong choice, with the total number of properties available for sale in these cities around the average over the past decade.

The same is not true for buyers in Brisbane, Adelaide and Perth, where choice remains much lower than what has been typical over the past decade. Buyers in Perth have particularly restricted options, with the total number of properties listed for sale close to a record low, despite improving a little in August.

Buyers searching in regional NSW and regional Victoria have seen substantial improvements in choice over the past 18 months after a period of incredibly limited options during the pandemic. In regional Victoria, the total number of properties listed for sale in August was just 4% below its pre-pandemic level – a marked turnaround from conditions in 2021 and early 2022.



# Where to from here

After a quieter first half of 2023, property market activity appears to be picking back up in Sydney and Melbourne, with both recording much busier-than-typical activity for August. Activity in many other capitals has increased but remains subdued. Activity is likely to continue increasing over the next few months of spring for the typical seasonal peak in October and November.

Selling conditions and home prices have also picked up compared to late 2022. Home prices nationally have continued to recover, posting their eighth consecutive month of growth in August. Home prices nationally are now just 0.8% below the March 2022 peak.

The cash rate has remained steady at 4.1% for three consecutive months, and a stabilisation of interest rates looks to be within sight. While there may still be further interest rate increases, markets are pricing in only a small probability of that occurring.

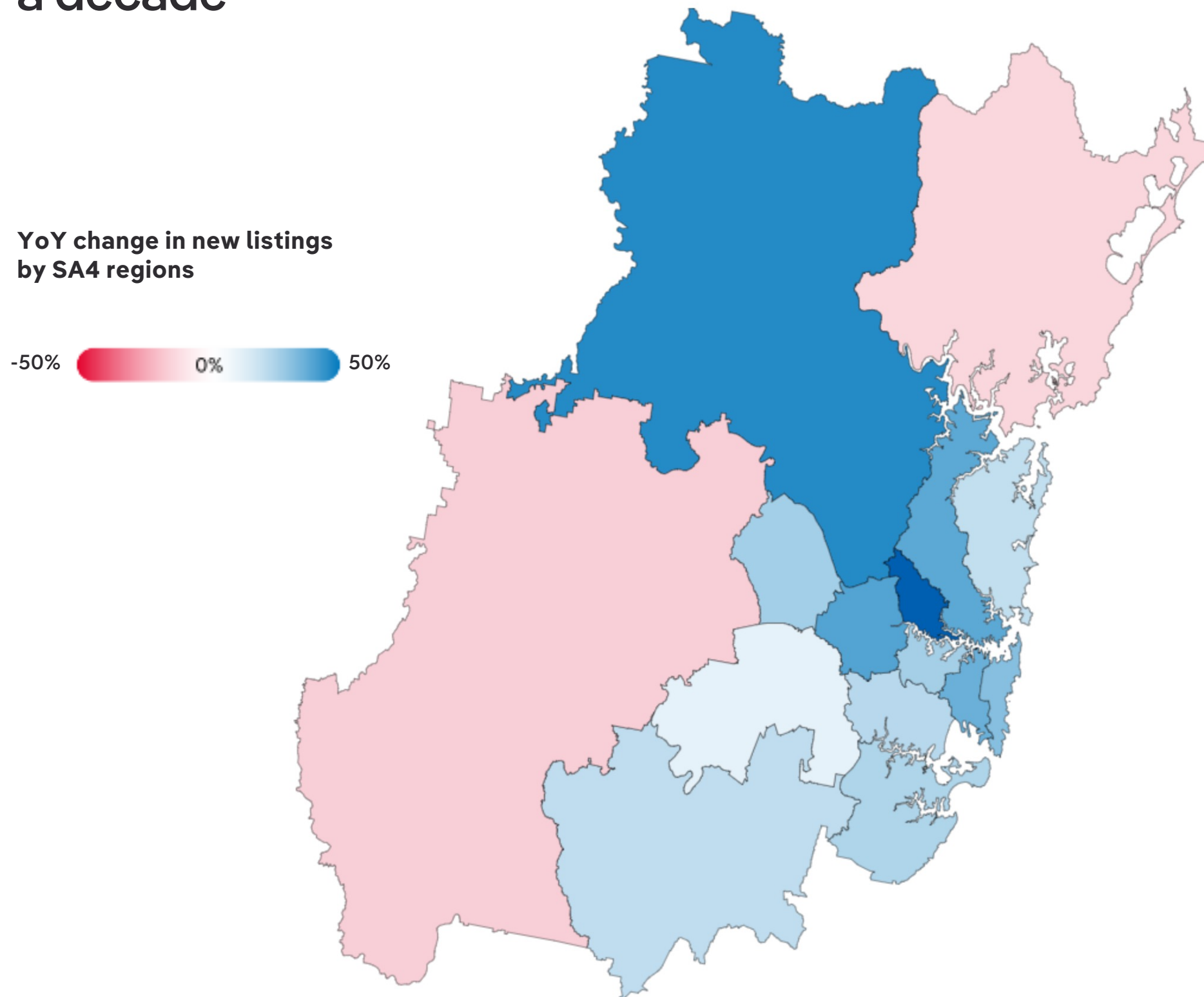
Further out, the fundamentals of housing demand remain strong. Unemployment remains very low by historic standards, though it has edged higher recently. Rental markets remain extremely tight across much of the country. International migration and population growth are forecast to remain strong, which will further add to housing demand.

## Change in new and total for sale listings on realestate.com.au August 2023

Region	Area	New listings		Total listings	
		MoM%	YoY%	MoM%	YoY%
NSW	Sydney	25.7%	18.4%	10.1%	-5.8%
	Regional NSW	19.2%	-0.7%	3.0%	15.8%
VIC	Melbourne	24.9%	20.8%	9.4%	6.6%
	Regional Victoria	14.9%	8.1%	3.9%	37.8%
QLD	Brisbane	11.8%	-10.4%	5.8%	-14.1%
	Regional QLD	15.5%	-9.6%	2.6%	-9.7%
SA	Adelaide	18.9%	-3.3%	7.9%	-4.2%
	Regional SA	26.1%	7.3%	4.7%	5.6%
WA	Perth	17.9%	-8.6%	4.0%	-22.4%
	Regional WA	18.9%	-8.9%	2.7%	-12.1%
TAS	Hobart	13.8%	-1.8%	3.4%	32.0%
	Regional TAS	41.3%	8.3%	3.4%	35.6%
NT	Darwin	24.1%	-5.4%	3.4%	4.9%
	Regional NT	25.4%	13.5%	3.5%	9.3%
ACT	Canberra	38.9%	23.2%	15.4%	13.1%
National	Capital cities	21.9%	8.0%	8.1%	-5.1%
	Regional areas	18.0%	-2.2%	3.1%	7.6%
Total		20.5%	4.1%	5.7%	0.5%

# Sydney

Sydney recorded an active end to winter, with its busiest August in more than a decade



- Sydney's property market continued to heat up ahead of spring, with a much busier-than-typical August. New listings surged 25.7% month-on-month in August, an unseasonably strong result, to record the busiest end to winter in a decade. That meant new listings were up 18.4% compared to August last year.
- The busy month of new properties hitting the market helped improve choice for buyers across Sydney. While still lower than at the same time last year (down 5.8% year-on-year), choice for buyers across Sydney remains reasonably good. There were more total properties listed for sale in August than has been typical on average over the past decade.
- Regional NSW also saw activity pick up in August, with 19.2% more new listings in August than July. Even so, activity was marginally slower than at the same time last year (down 0.7% year-on-year).

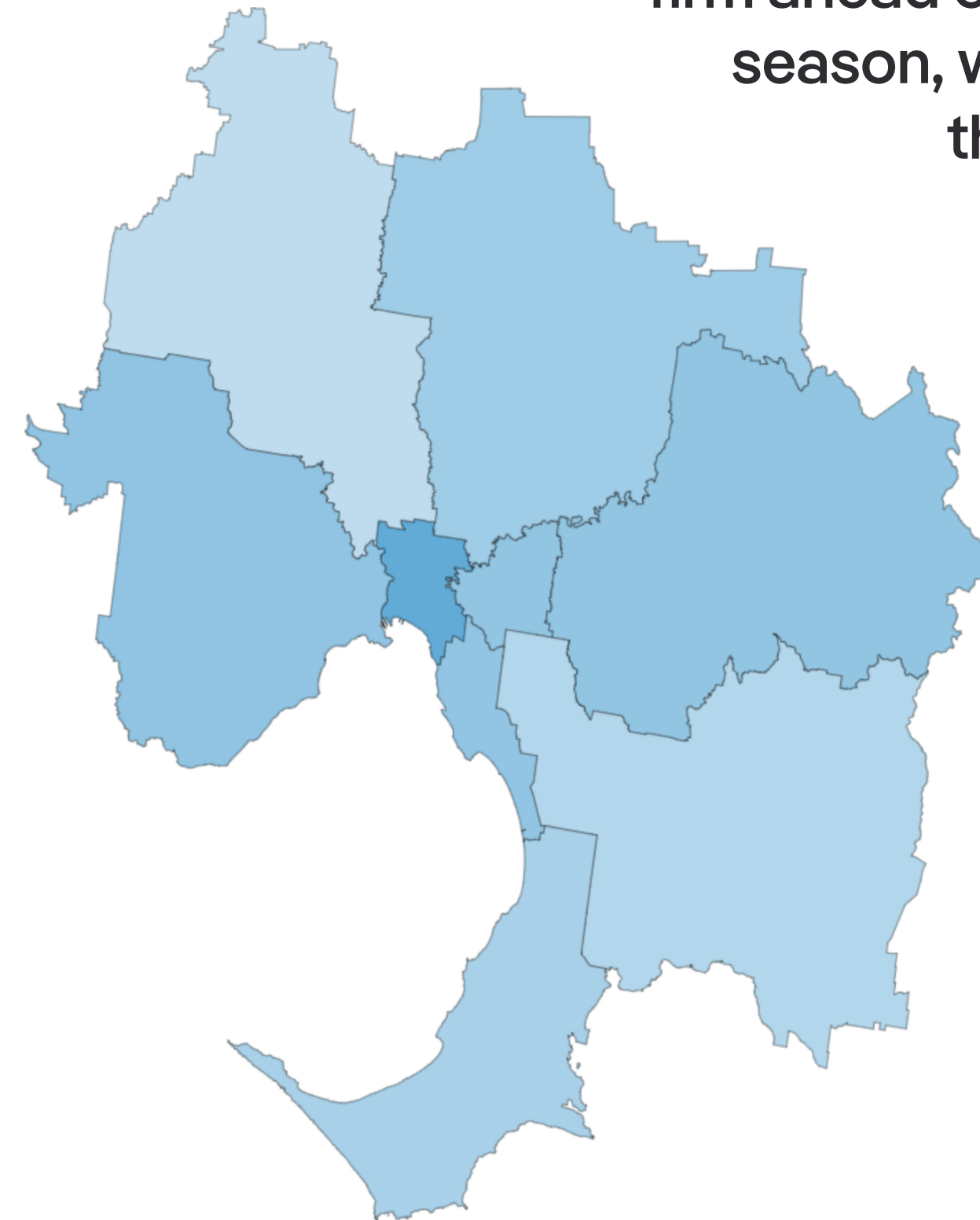
## Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
West Ryde	150%	Wamberal	-55%
Lidcombe	147%	Frenchs Forest	-48%
North Sydney	131%	Cranebrook	-40%
Epping	115%	Narara	-38%
Potts Point	113%	Toukley	-38%

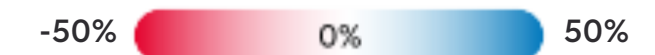
- Melbourne’s property market had a much busier-than-typical August as activity continued to heat up ahead of the spring selling season. New listings in Melbourne surged 24.9% month-on-month to record the busiest August for more than a decade. Compared to a year ago – when activity was subdued – new listings were up 20.8% year-on-year.
- More properties hitting the market helped materially lift choice for buyers in Melbourne. That brought the total number of properties listed for sale just shy of 10% above its average over the past decade.
- Property markets in regional Victoria also had a busy August, though not to the same extent as Melbourne. New listings regionally were up 14.9% month-on-month to be 8.1% higher than a year ago.

# Melbourne

Activity in Melbourne’s property market continued to firm ahead of the spring selling season, with a much busier-than-typical August



YoY change in new listings by SA4 regions



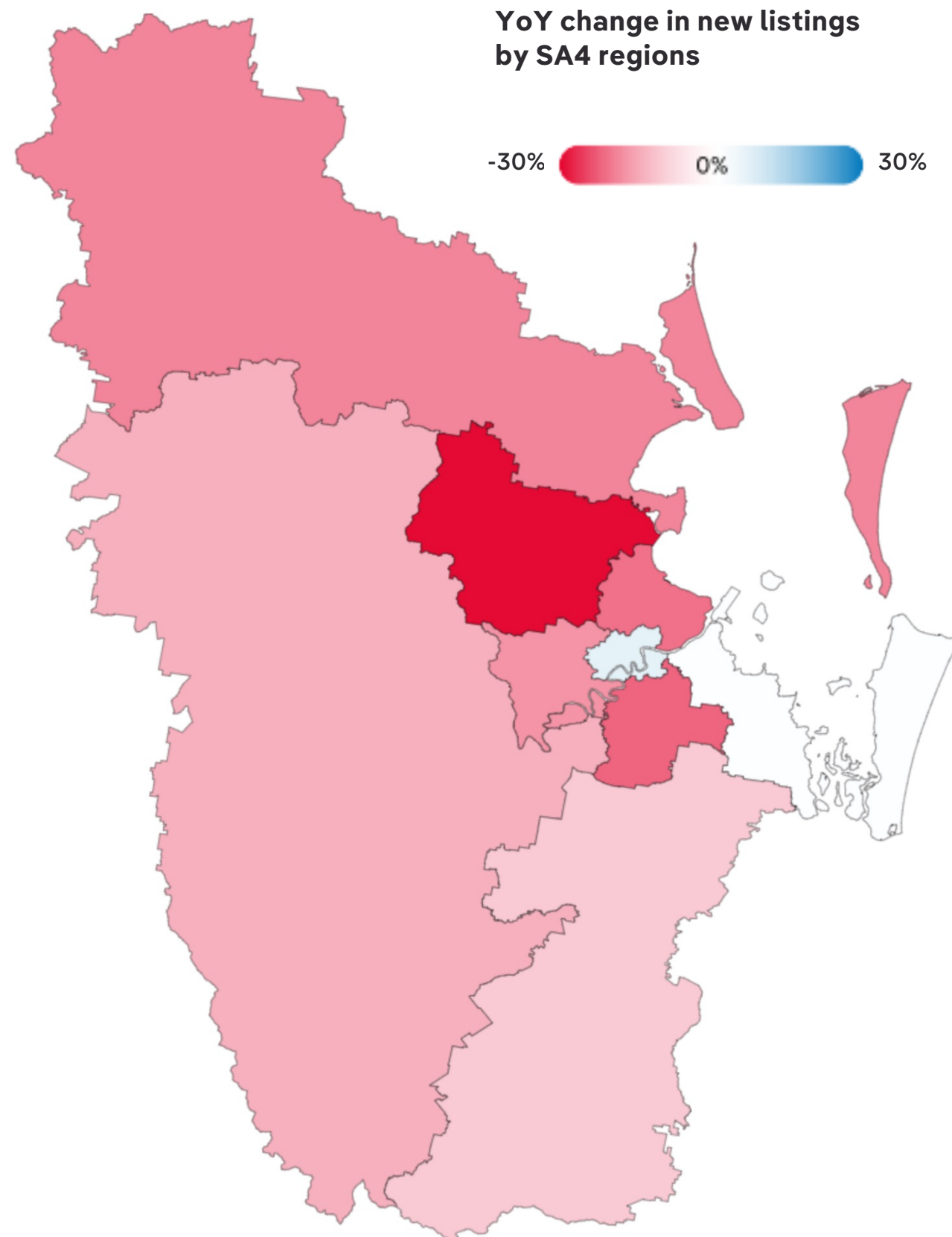
### Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
Montmorency	150%	Brookfield	-47%
Kilsyth	141%	Carlton North	-45%
Abbotsford	135%	Botanic Ridge	-42%
Burwood East	123%	Somerville	-42%
Oak Park	118%	Keilor Downs	-39%



# Brisbane

While activity picked up in Brisbane's property market ahead of spring, it remained subdued compared to the pace seen last year



- Activity in Brisbane's property market picked up in August, with 11.8% more new listings hitting the market than in July. Even so, activity remained subdued relative to the typical pace of activity for August over the past decade, and new listings were down 10.4% compared to a year ago.
- The busier month of new properties hitting the market helped improve choice for buyers in Brisbane, with the total number of properties listed for sale increasing 5.8% month-on-month.
- Notwithstanding the increase in the month, choice for buyers remains very limited and is well down on a year ago.
- Regional Queensland also saw activity pick up following the mid-winter lull, with 15.5% more new listings hitting the market in August than in July.

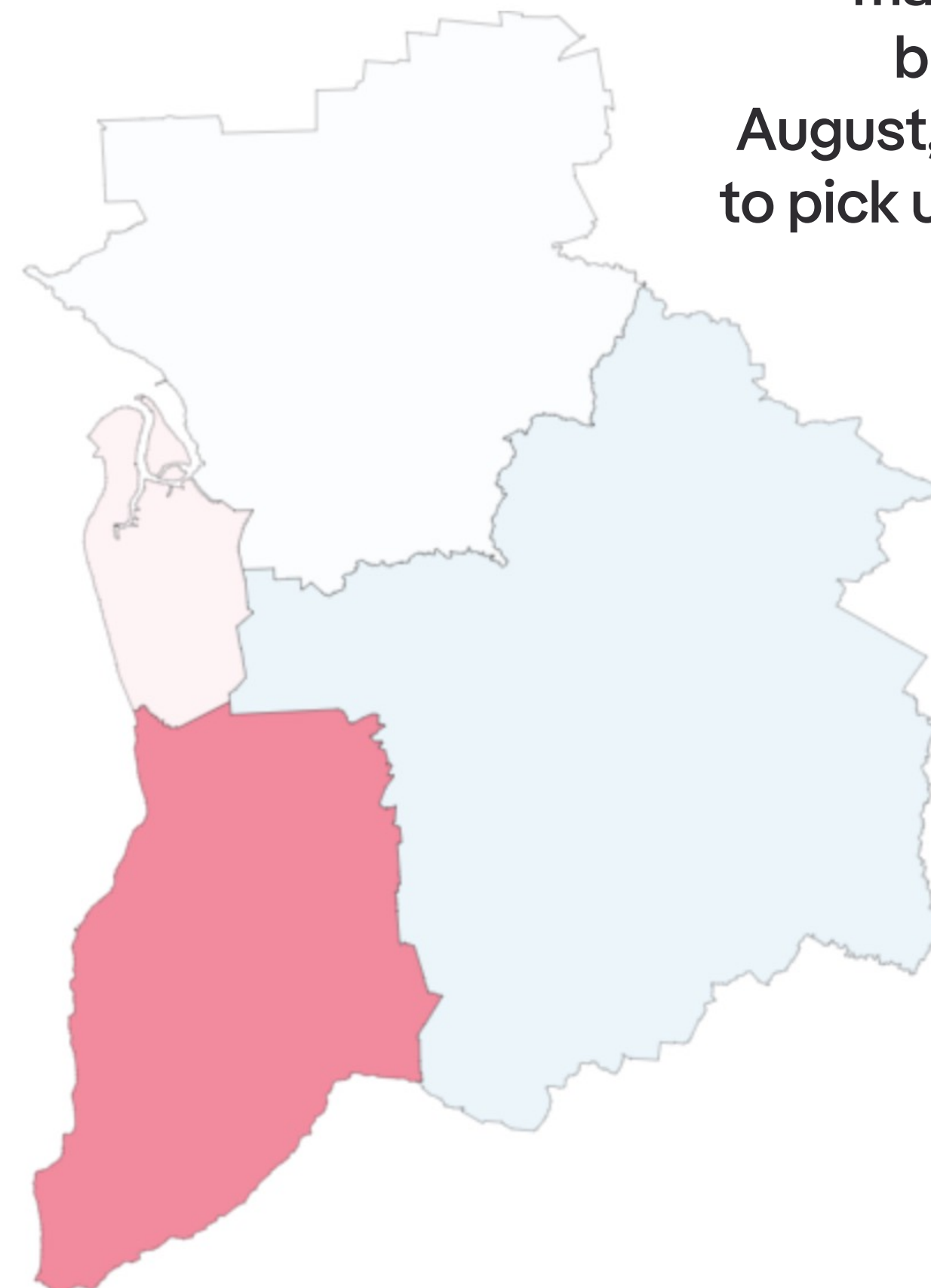
## Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
Park Ridge	142%	Cornubia	-58%
Ripley	140%	Warner	-57%
Ascot	92%	Woolloongabba	-52%
Ormiston	79%	Kallangur	-49%
Waterford	73%	Caboolture South	-48%

- Activity in Adelaide's property market picked up in August following July, which is typically the quietest part of the year. New listings were up 18.9% month-on-month, representing a slightly busier August than what has been typical over the past decade after a quieter-than-typical July. Even so, activity was still slightly slower than at the same time last year, with new listings down 3.3% year-on-year.
- The busier activity in the month helped lift choice for buyers searching in Adelaide, with 7.9% more total properties available for sale month-on-month. However, it was not enough to reverse the declines seen through winter, and the total number of properties remained lower than a year ago.
- Regional markets also saw a much busier month in August than in July, with new listings up 26.1% month-on-month.

# Adelaide

Adelaide's property market had a slightly busier-than-typical August, as activity began to pick up ahead of spring



YoY change in new listings by SA4 regions

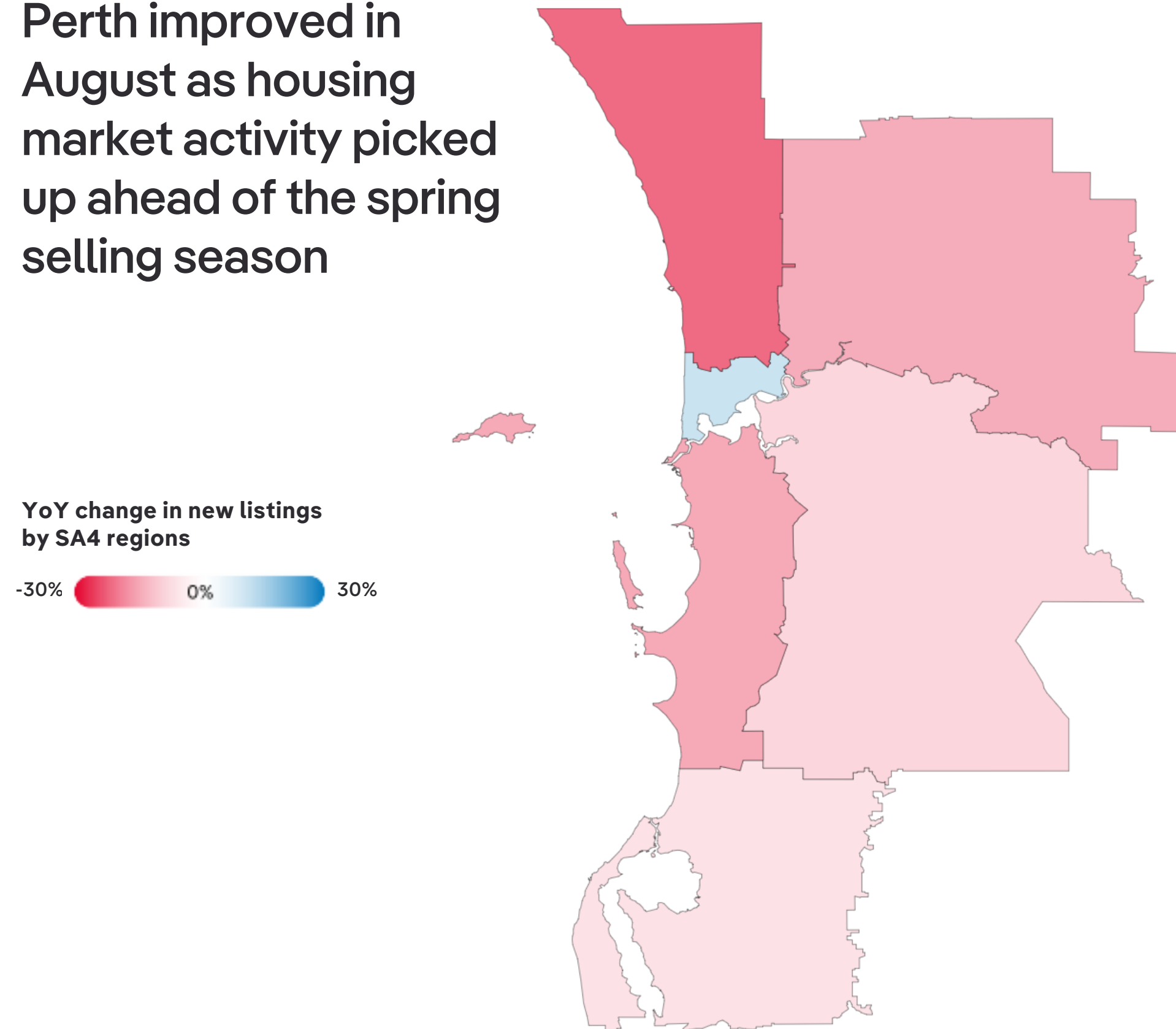
-30% 0% 30%

## Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
Modbury	100%	Campbelltown	-52%
Blakeview	73%	Morphett Vale	-44%
Parafield Gardens	63%	Glenelg North	-38%
Woodcroft	50%	Pooraka	-38%
Christies Beach	36%	Happy Valley	-33%

# Perth

Choice for buyers in Perth improved in August as housing market activity picked up ahead of the spring selling season



- Activity in Perth’s property market picked up in August after the quieter winter months. August saw 17.9% more new listings hitting the market than in July. That jump contributed to a slightly busier August than is typical in Perth’s property market when compared to the past decade, though it was still a slower pace of activity than last year.
- That busier month of activity helped improve choice for buyers a little, though choice remains very limited overall. The total number of properties listed for sale in Perth increased 4% in August compared to July.
- Regional WA also saw activity start to pick up ahead of spring, with 18.9% more new listings in August than in July. However, like Perth, activity this year still lagged the pace set last year, with new listings down 8.9% year-on-year.

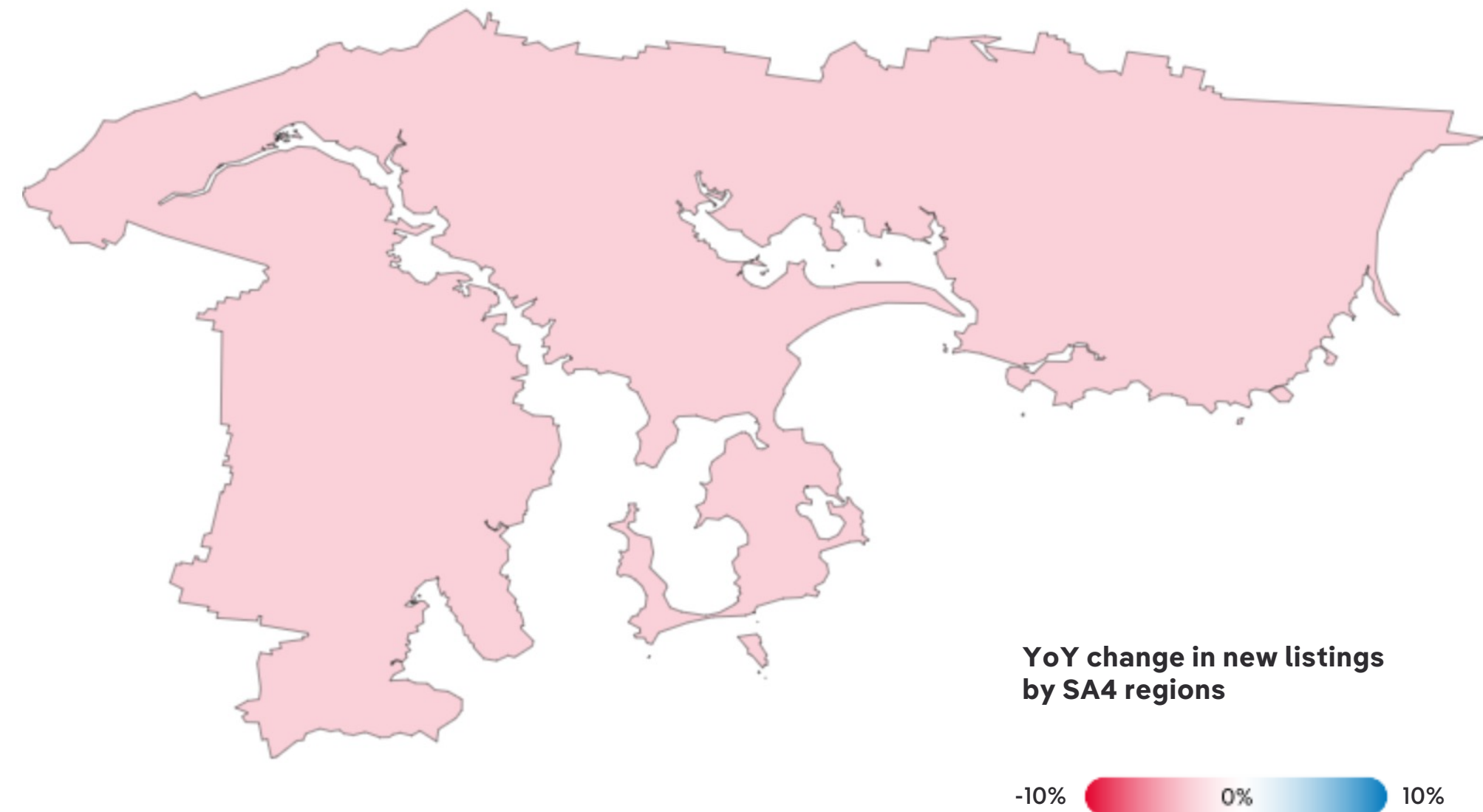
## Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
Balcatta	93%	Warnbro	-58%
Kelmscott	88%	Joondanna	-57%
Cottesloe	73%	Innaloo	-53%
North Coogee	69%	Nollamara	-52%
Mosman Park	64%	Secret Harbour	-48%

- Hobart's property market saw more new listings hitting the market in August, with new listings up 13.8% month-on-month, as activity began to ramp up ahead of the spring selling season. While recording a slightly larger monthly increase than is typical in August, activity still lagged the pace set in 2022, with new listings down 1.8% year-on-year.
- In regional Tasmania, the pick-up was even sharper, with 41.3% more new listings hitting the market in August than in July. This brought activity up 8.3% compared to the same time last year.
- The busier pace of new properties hitting the market continued to improve choice for buyers in Hobart and regional Tasmania. The total number of properties available for sale in Hobart increased a further 3.4% month-on-month in August to be 32% higher than a year ago.

# Hobart

Hobart's property market had a slightly busier-than-typical August as activity began to pick up ahead of spring



## Suburb spotlight: Change in new listings on realestate.com.au

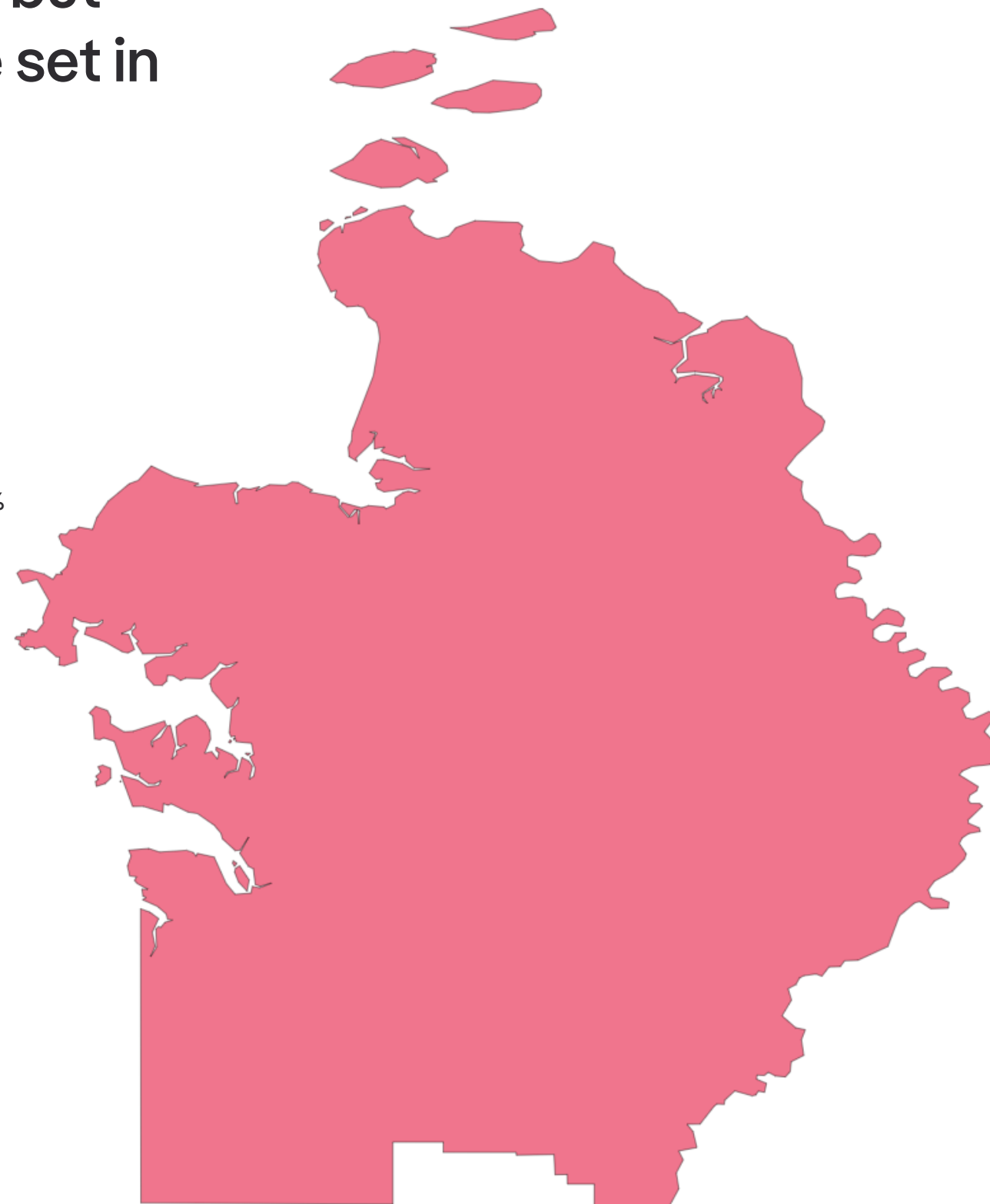
Biggest Increase	YoY%	Biggest Decrease	YoY%
Claremont	41%	Howrah	-17%
New Norfolk	33%	Lindisfarne	-17%
Rokeby	13%		
Glenorchy	13%		
Kingston	13%		

# Darwin

Activity picked up in Darwin's property market ahead of spring, but lagged the pace set in 2022

YoY change in new listings by SA4 regions

-10% 0% 10%



- Activity picked up in Darwin's housing market ahead of spring, with 24.1% more new listings hitting the market than in July. Even so, activity was still quieter than at the same time a year ago, with 5.4% fewer new listings this August compared to last year. That continued the trend of slower activity in 2023 compared to 2022, however, August represented the smallest year-on-year decline in new listings since late 2022.
- The busier month of new listings helped improve choice for buyers, with the total number of properties listed for sale across Darwin in August lifting 3.4% compared to July.
- New listings were also up in August in regional NT, which brought them higher than a year ago (+13.5% year-on-year). However, listings activity in regional NT can be volatile as it is a small market with relatively little activity each month.

[NB: Suburb breakdown not reported due to insufficient data]

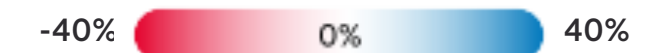
# Canberra

Activity in Canberra's property market surged ahead of spring, with a much busier-than-typical August

- New listings in Canberra surged in August as activity warmed up ahead of spring. New listings were up 38.9% month-on-month to be much busier than last August, up 23.2% year-on-year. While August is normally a busier month than July, the increase this year was unseasonably strong.
- The busy month of new properties hitting the market helped lift choice for buyers, with the total number of properties listed for sale in August up 15.4% compared to July. That continued a period of solid choice for buyers in Canberra, with the total number of properties available for sale sitting nearly 20% higher than the average over the past decade.



YoY change in new listings by SA4 regions



## Suburb spotlight: Change in new listings on realestate.com.au

Biggest Increase	YoY%	Biggest Decrease	YoY%
Braddon	192%	Watson	-50%
Kambah	108%	Phillip	-44%
Greenway	100%	Mawson	-21%
Taylor	100%	Narrabundah	-15%
Gungahlin	94%		



# Listings Report

Aug 2023

The 'PropTrack Listings Report' details monthly changes in the number of properties listed for sale on realestate.com.au. The listings are split into 'new' and 'total' listings.

New listings consist of properties that were newly listed for sale on realestate.com.au within the reported month.

Total listings is the total supply of properties for sale in the reported month. It consists of all listings which were for sale during that month (including new listings) irrespective of the date they first appeared on site.

The geographical areas described in this report are based on the Greater Capital City Statistical Area (GCCSA) as defined by the Australian Bureau of Statistics.

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