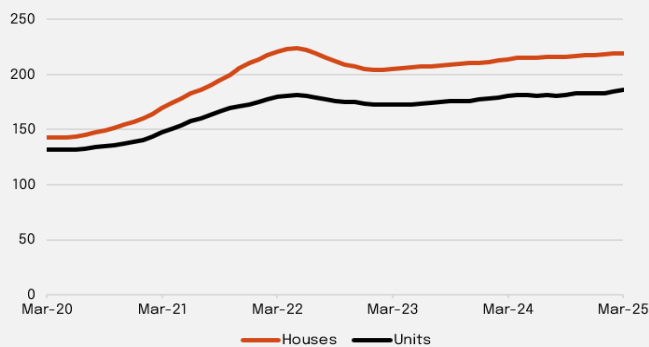


REGIONAL NSW SNAPSHOT

Home Value Index Q1 2025

The change in house and unit values to end of March 2025 is recorded at:



Annual Dwelling Sales to March

**55,615** +1.2% higher than one year ago.  
-10.0% below the five-year average.



HOUSES



UNITS

Quarter

0.8%

1.8%

Annual

2.6%

3.1%



1.2%  
HOUSE SALES



1.6%  
UNIT SALES

Source: Cotality (formerly CoreLogic)

**The regional NSW property market has continued its steady upward trajectory over the first quarter of 2025, with the +0.9% growth underscoring a resilient market.**

Regional NSW recorded a monthly dwelling value growth of +0.3%, and the annual increase of +2.7% highlights the long-term appeal of regional areas and reflecting ongoing demand for lifestyle-oriented and affordable housing options outside the capital cities as affordability pressures persist in metropolitan areas.

Both the house and unit sectors recorded value growth over the March quarter, with units outperforming. House values rose by +0.3% over the month of March, +0.8% over the quarter and +2.6% over the past 12 months, bringing the median house value to \$783,899. In comparison, unit values grew more strongly, increasing by +0.7% in March, +1.8% quarterly and +3.1% annually, with a current median value of \$629,401. The stronger performance in the unit sector suggests growing demand for more affordable and lower-maintenance dwellings, particularly in regional centres where downsizing trends are influencing buyer preferences.

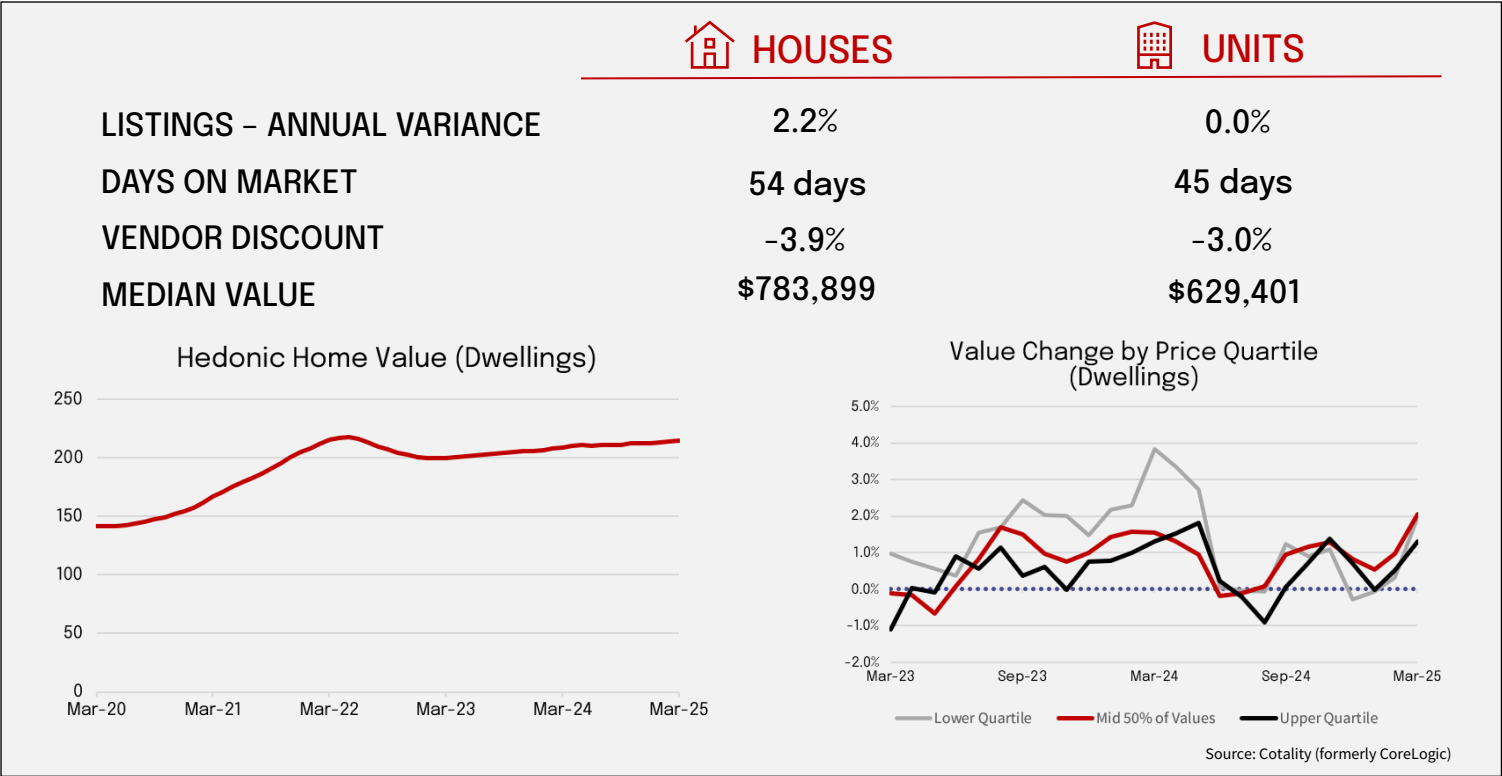
Sales activity in regional NSW saw a modest lift over the past year, with total dwelling sales volumes up +1.2% compared to the same period in 2024. Houses recorded a +1.2% annual increase in transactions, while units saw a slightly higher rise of +1.6%.

However, sales volumes remain -10.0% below the five-year average, reflecting a longer-term trend of reduced market turnover. This is partly due to constrained supply levels, particularly in the unit sector, where listing volumes have shown no annual change (0.0%). In contrast, house listings have increased +2.2% over the year, providing buyers with slightly more choice and contributing to the modest lift in sales. The limited overall stock, especially in the unit market, continues to underpin price growth as demand remains relatively strong against a backdrop of constrained supply.

Regional NSW outperformed Sydney over all key timeframes, highlighting the continued strength and appeal of property markets outside the metropolitan centre. Over March, both markets recorded identical dwelling value growth of 0.3%, but regional NSW saw stronger quarterly growth of +0.9% compared to Sydney's 0.4%. On an annual basis, regional NSW values rose 2.7% - three times Sydney's annual growth rate of 0.9%. While Sydney's median dwelling value remains significantly higher than regional NSW's at \$1,190,616, the more affordable price point and lifestyle advantages continue to drive relative demand in regional markets.

Internal migration data up to December 2024, the most recent report, shows that city-dwellers are increasingly flocking to regional NSW, with the region accounting for 38% of all net regional inflows in Q4, up from 36% a year earlier. This shift highlights the ongoing appeal of regional living, with affordability and flexible work arrangements continuing to draw people away from metropolitan areas.

MARKET CONDITIONS



Lake Macquarie and Maitland were among the top five local government areas (LGAs) in regional NSW by share of total net internal migration, receiving 5.0% and 3.6% respectively. Lake Macquarie experienced a notable surge in internal migration, with total net inflows rising 64.8% over the year, with Maitland also experiencing strong annual growth of 61%.

In addition, several regional centres in NSW have emerged as standout performers for internal migration, reflecting their rising popularity among both metropolitan movers and those relocating from other regional areas. Among the top five LGAs by annual growth in total net internal migration inflows, Wingecarribee (+285%), Richmond Valley (+278%) and Bega Valley (+173%) have experienced the most significant increases, positioning them as the state’s fastest-growing regional hotspots.

National housing supply continues to fall short of what is needed to meet population growth and affordability goals. In the December 2024 quarter, according to the most recent ABS data, dwelling commencements were down -4.4% over the quarter, though still +15.3% higher than a year earlier. Meanwhile, dwelling completions were marginally higher over the quarter by +0.4%, but -1.0% lower

than the same time last year. Both figures remain well below the 60,000 dwellings per quarter needed to achieve the targets set out in the National Housing Accord, which aims to deliver 1.2 million new homes over five years.

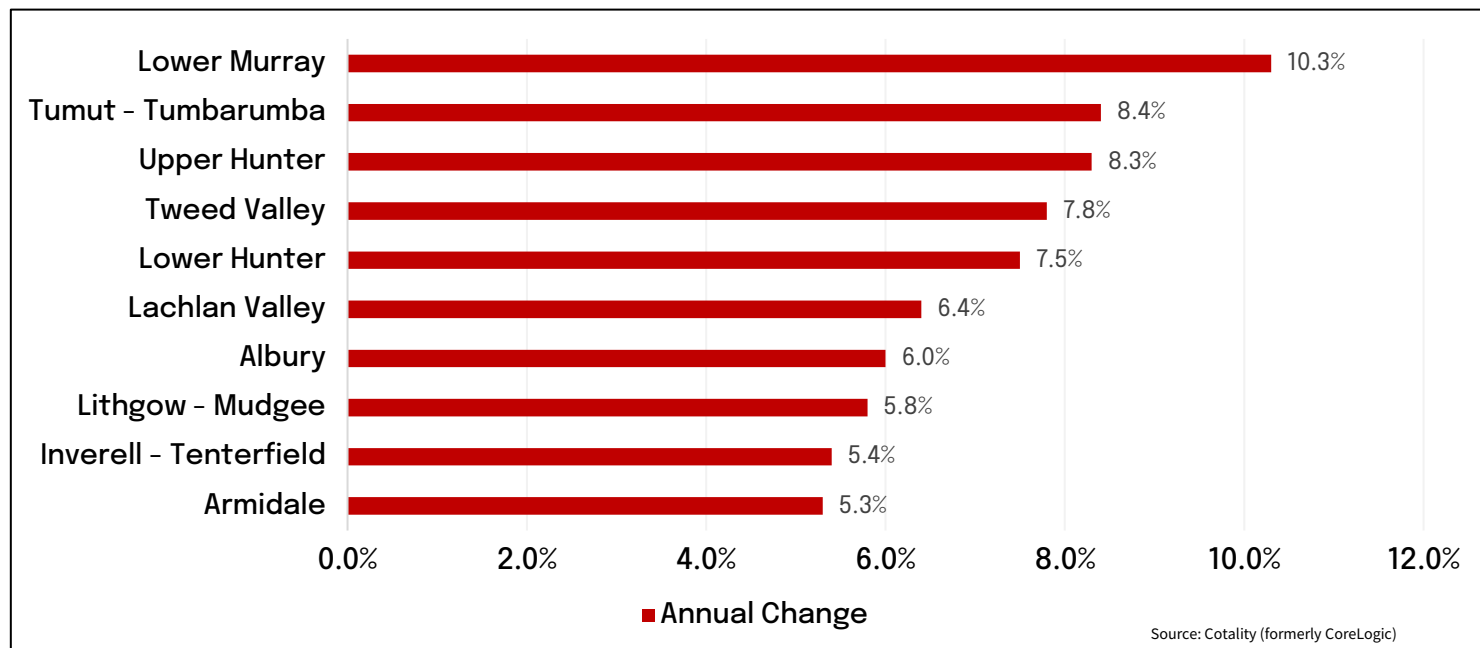
This ongoing shortfall in new housing supply is placing upward pressure on property prices. As demand remains strong – particularly in high-growth regional centres and major capital cities – the limited flow of new stock entering the market constrains options for buyers and renters. In this supply-constrained environment, even modest demand can drive price growth, particularly in areas where population growth and internal migration are highest. Without a sustained lift in both commencements and completions, housing affordability is likely to worsen.

	Quarterly Growth	Annual Growth	Median Value (Dwelling)
Albury-Wodonga	3.9%	6.1%	\$574,825
Bathurst	-1.4%	0.5%	\$648,835
Coffs Harbour	0.8%	90.0%	\$818,576
Dubbo	2.8%	3.7%	\$511,948
Newcastle-Maitland	1.1%	4.6%	\$948,612
Orange	2.2%	1.0%	\$647,337
Port Macquarie	1.4%	2.0%	\$832,517
Tamworth	0.0%	3.1%	\$508,400
Wagga Wagga	2.8%	4.4%	\$571,170
Wollongong	0.2%	1.7%	\$974,910





## Top 10 Regions Annual Change – Dwellings



## Key highlights and trends surrounding each of the Housing, Unit and Rental Markets being seen include:

- The continued steady improvement saw regional NSW house values increase by +0.8% for the quarter. On an annual basis, house values ticked up +2.6% higher, one of six regions together with regional QLD, regional SA, regional WA, regional TAS and regional NT to record gains. The median house value sits at \$783,899.
- In comparison, the unit market has reflected a similar trend but at a slightly brisker rate recording a quarterly gain of +1.8% in Q1 and outperforming the housing market on an annual basis, recording growth of +3.1%. The unit market benefits from greater affordability, incentives for first home buyers, as well the uptick in local and international migration. Despite making up a smaller portion of sales activity overall, the median unit value in regional NSW reached \$629,401.
- Median house rents in regional NSW have increase by +1.3% for the quarter and +5.8% for the year, with the median house rent set at \$611 per week at the end of March. Unit rents outperformed houses in the rental sector, too, recording quarterly growth of +2.4% and annual growth of +6.0% with a median rental rate of \$531 per week. This, along with a recorded gross annual rental yield increase of +4.2%, means the outlook for investors is a positive one.

## RECENT SALES ACTIVITY

### Coffs Harbour Region

#### 18 Sandys Beach Drive, Sandy Beach



The sale property comprises an original, seven-bedroom, three-bathroom, 1980-built double-storey, brick dwelling of 265 sqm on an 871 sqm parcel. Ancillary improvements include concrete driveway, covered patio, undercover alfresco deck, landscaped yard and undercover parking for one vehicle. The property was offered for sale via auction with no list price guide provided. After a marketing campaign and 29 days on the market, the property was sold for \$1,850,000 on 25<sup>th</sup> March.

### Newcastle - Hunter Region

#### 70 Parry Street, Cooks Hill



The sale property comprises a renovated 1990-built, five-bedroom, two-bathroom, double-storey brick dwelling of 195 square metres on a 392 sqm parcel. Ancillary improvements include concrete driveway, undercover alfresco, landscaped yard and undercover parking for two vehicles. The property was recently offered for private sale by auction with no list price provided. After a marketing campaign and 27 days on the market, the property was sold for \$2,500,000 on 11<sup>th</sup> March.

### Wollongong Region

#### 7 Agnew Close, Balgownie



The sale property comprises an original, five-bedroom, three-bathroom 1990-built double-storey brick dwelling of 380 sqm on a 587 sqm parcel. Ancillary improvements include paved driveway, verandah, alfresco and undercover parking for two vehicles. The property was recently offered for sale via private treaty with no list price guide provided. After a marketing campaign and 76 days on the market, the property sold for \$1,595,000 on 25<sup>th</sup> March.

**Disclaimer** – The information contained in this publication is gathered from multiple sources believed to be reliable as at the end of March 2025 and is intended to be of general nature only. It has been prepared without taking into account any person's objectives, financial situation or needs. Before acting on this information, NAB recommends that you consider whether it is appropriate for your circumstances. NAB recommends that you seek independent legal, property, financial, and taxation advice before acting on any information in this publication.

