

REGIONAL WA PROPERTY MARKET INSIGHTS Q3 2025



SNAPSHOT

Dwelling Value Change

+3.7% **+11.6%**
Quarter Annual

\$604,048
Median Dwelling Value

12,858
Annual Dwelling Sales

23 Days
Median Days on Market

Source: Cotality



- Regional WA house values surged 3.7% over the September quarter and 11.9% annually, lifting the median to a record \$623,304. This marks an extraordinary 88.0% increase over the past five years, underscoring the region's long-term growth trajectory. Unit values also posted solid gains, rising 3.0% for the quarter and 6.8% annually to a median of \$385,761. While unit prices remain below their February 2009 peak of \$463,390, they've still recorded a strong five-year growth rate of 70.7%, reflecting renewed interest in more affordable housing options across regional centres.
- Sales volumes across Regional WA have declined year-on-year, as transactional activity moderated despite elevated prices. House sales are down -11.3% compared to last year, while unit sales have fallen -9.9%. Both segments remain slightly above their respective five-year averages, indicating that underlying demand is still relatively healthy. On the supply side, listing volumes have tightened considerably – house listings are -25.1% lower and unit listings are down -17.0% year-on-year, pointing to ongoing stock shortages that continue to place upward pressure on prices.

- Regional WA continues to benefit from strong internal migration trends, with Gingin and East Pilbara emerging as standout growth areas. Gingin recorded a 273.7% annual increase in net migration from capital cities, while East Pilbara saw a 184.4% rise – both among the highest nationally. These inflows are contributing to sustained demand and upward pressure on property values, reinforcing Regional WA's position as one of the country's top-performing markets for annual price growth. Despite a national slowdown in mobility, the net flow of people into regional areas remains positive, reinforcing demand and placing upward pressure on prices.
- Rental performance in Regional WA is outpacing many other regions, offering solid returns amid rising values. House rents have climbed 10.3% over the past year, while unit rents are up 6.2%, reflecting strong tenant demand and limited supply. With gross rental yields sitting at 5.9%, the region continues to attract investor interest, particularly in markets where affordability and population growth intersect.

Valuer on the Ground

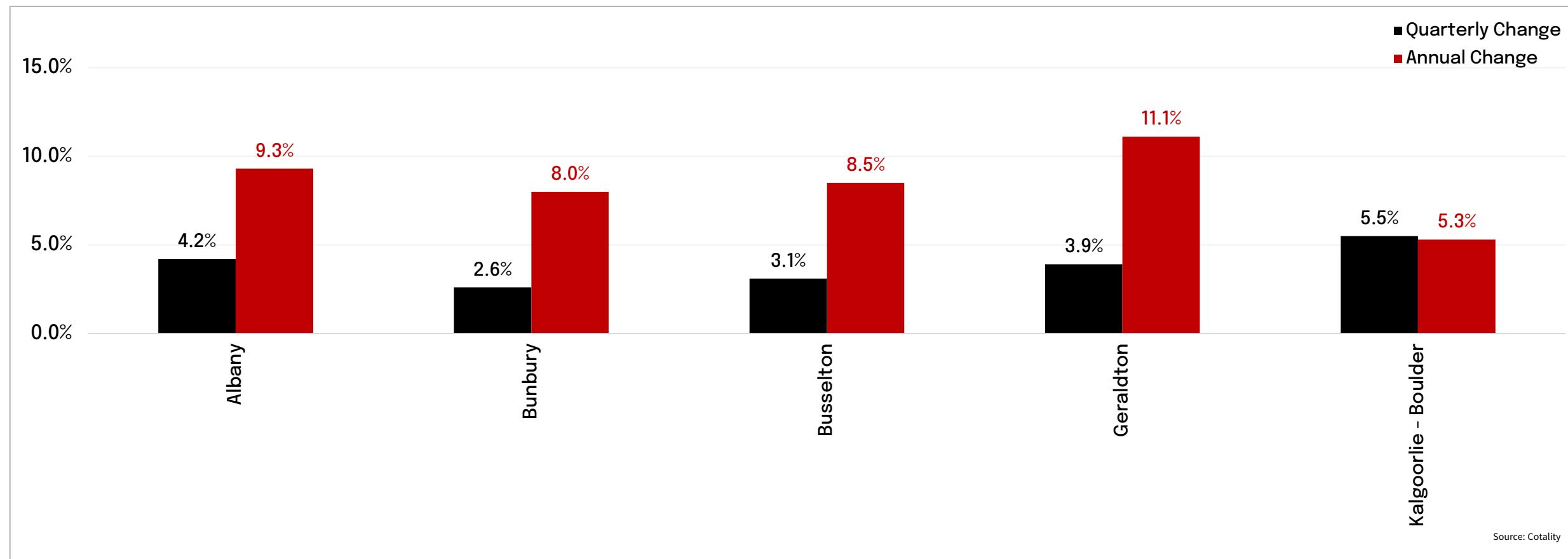
Internal migration trends continue to support high demand.

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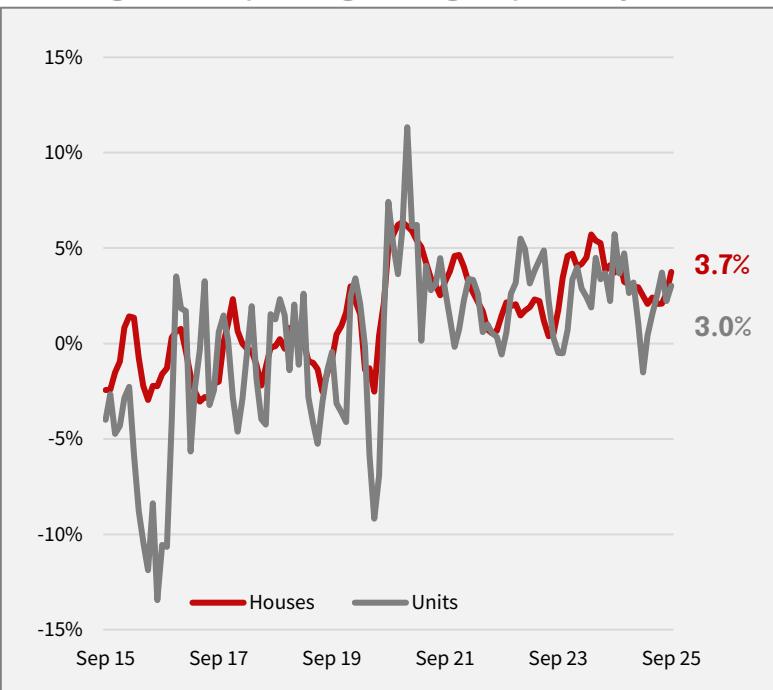
Q3 2025

Regional Cities - Quarterly and Annual Growth



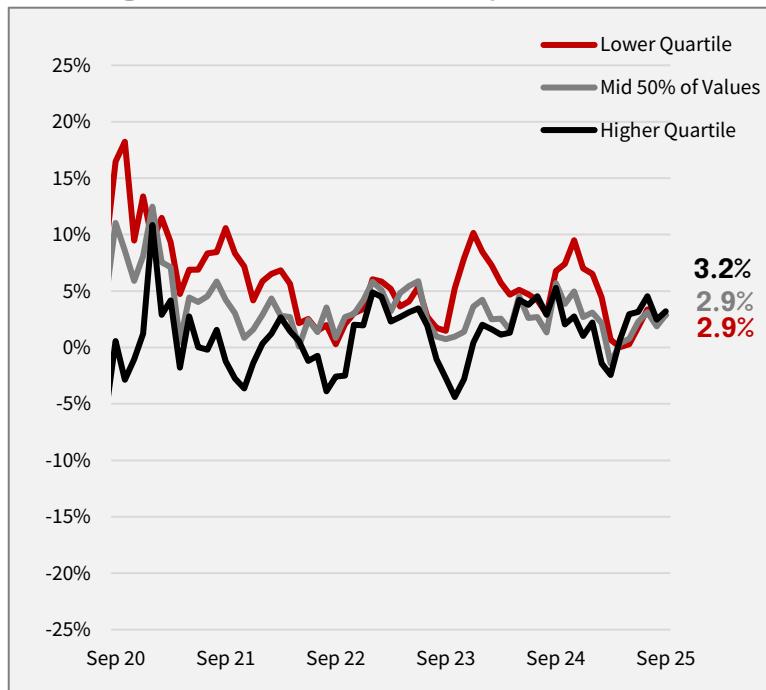
Quarterly House Value Change

Housing market posting stronger quarterly rise



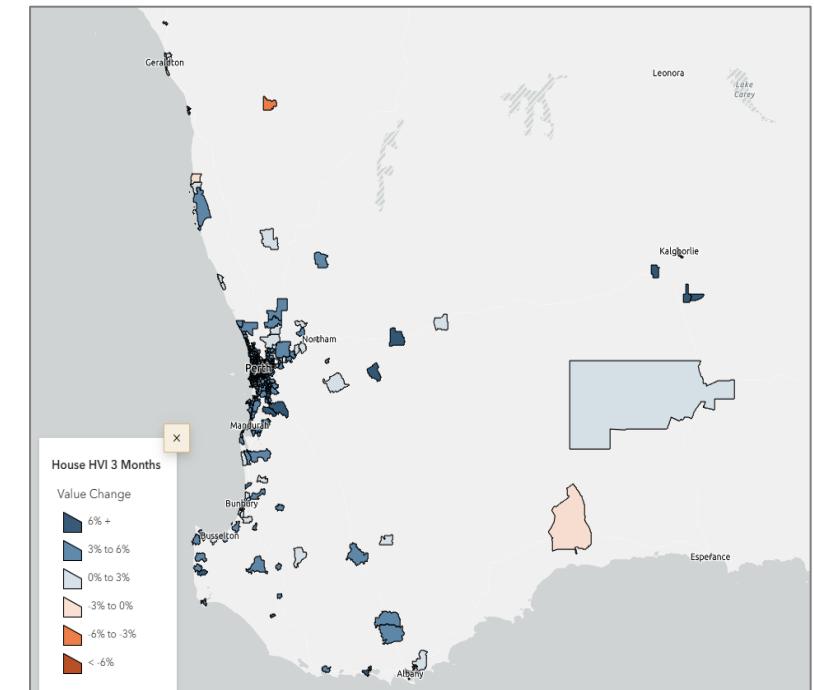
Quarterly Value Change by Price Quartile

Similar growth noted across all quartiles



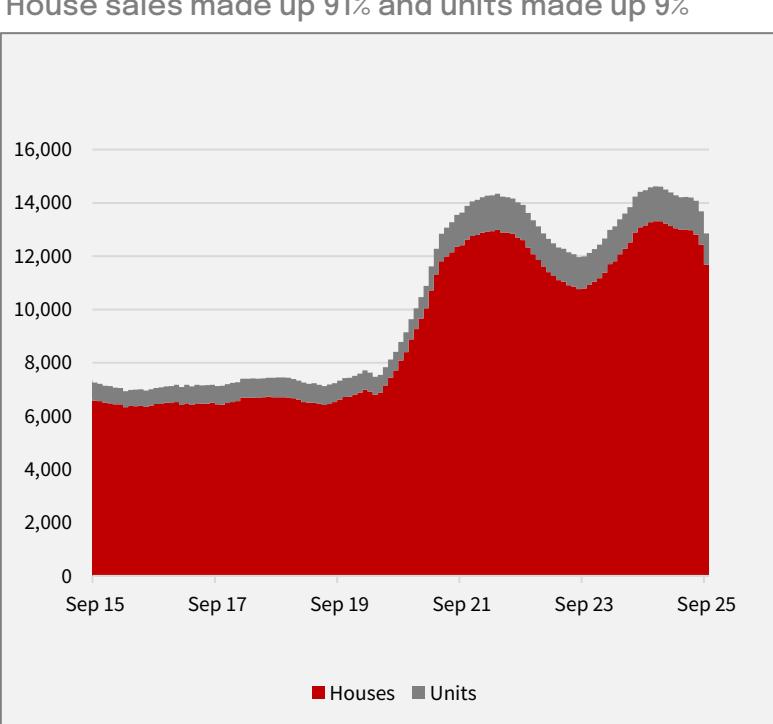
Mapping the Market - 3 months to Sep

Positive quarterly growth across most of the region



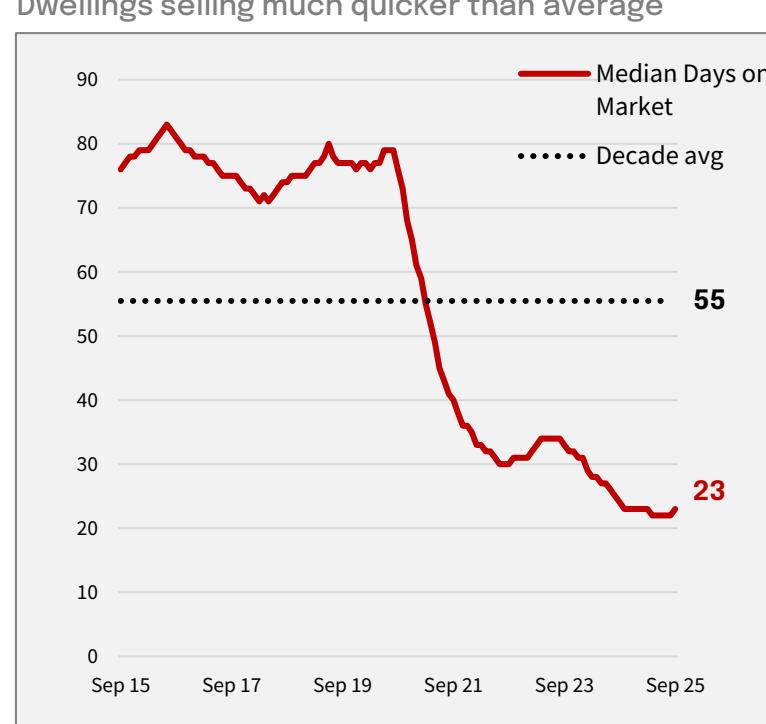
Annual Volume of Sales by Property Type

House sales made up 91% and units made up 9%



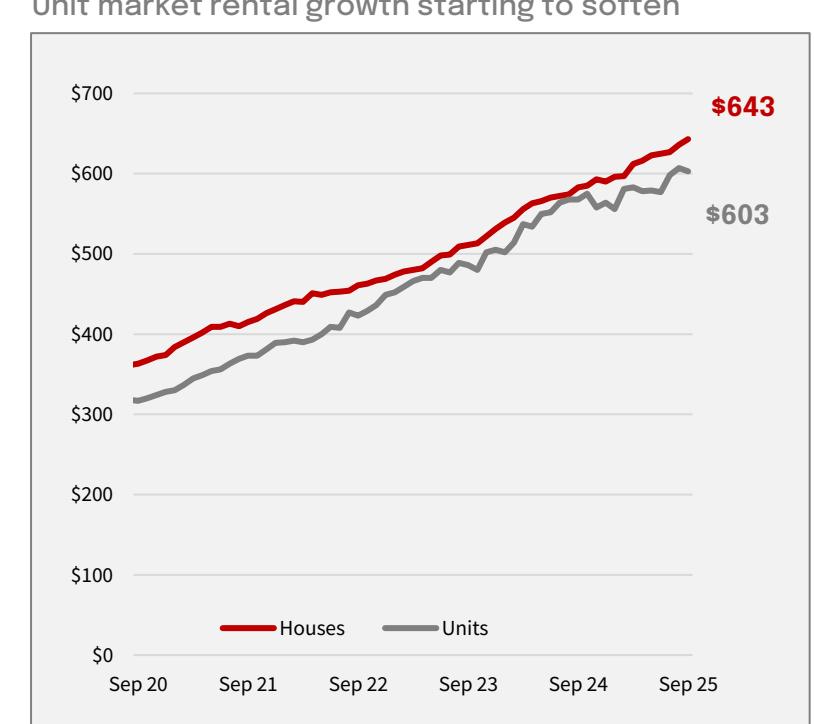
Median Days on Market vs Decade Average

Dwellings selling much quicker than average



Median Rental Value by Property Type

Unit market rental growth starting to soften



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RECENT SALES ACTIVITY

6 Tanner Street, Boulder



\$310,000



Sold: 16/09/2025

Days on Market: 104

58 Thomas Street, East Bunbury



\$850,000



Sold: 09/09/2025

Days on Market: 50

19 Dalmore Close, Quedjinup



\$5,625,000



Sold: 18/09/2025

Days on Market: 37

Source: Cotality