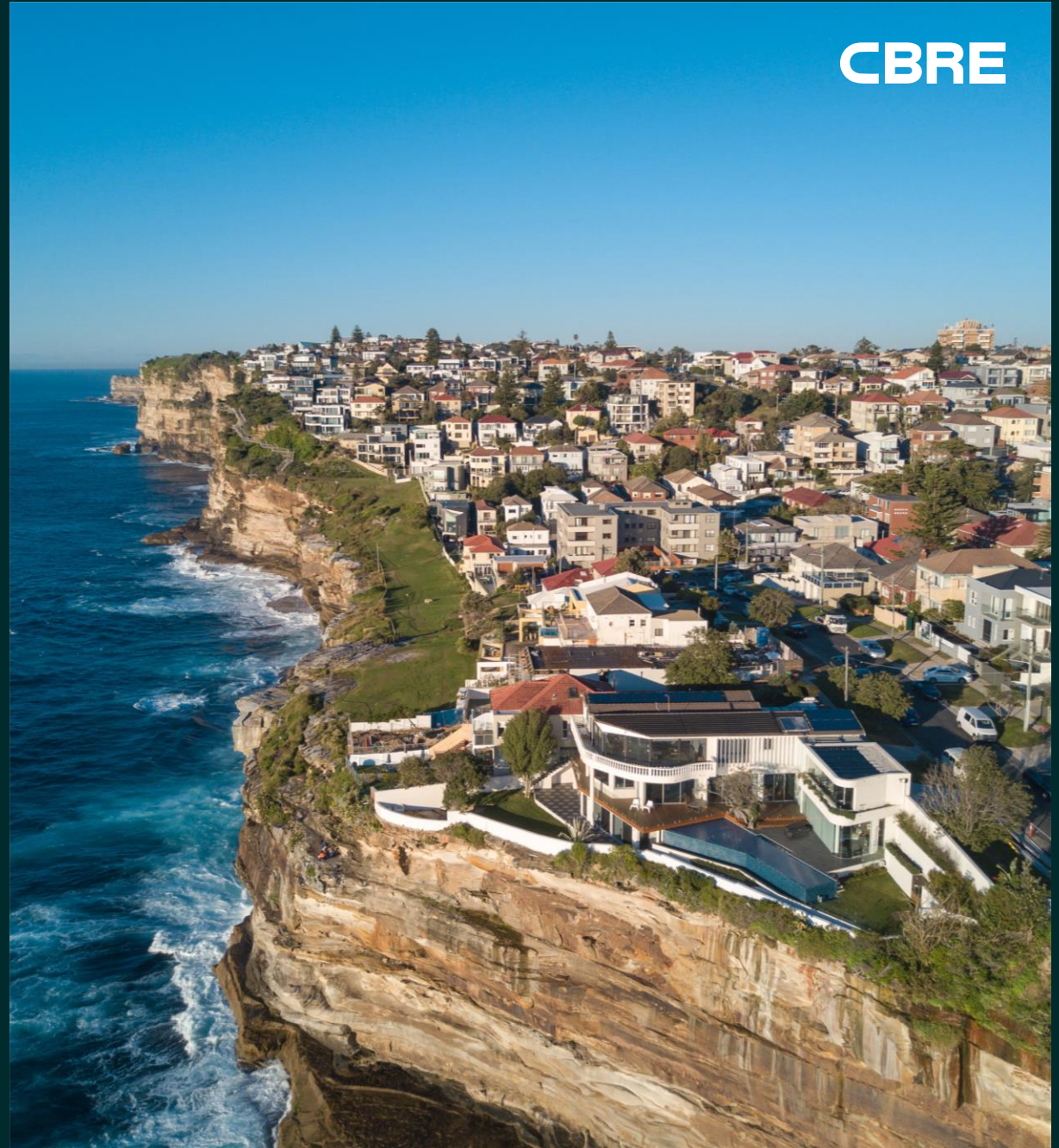


Intelligent Investment

Residential Valuer Insights Q4 2025

REPORT

CBRE RESEARCH
NOVEMBER 2025



Executive Summary

CBRE's Q4 2025 Residential Valuer Insights survey received ~120 responses from CBRE Valuers around Australia. In our final release of 2025, we compare the evolution of market sentiment and pricing expectations throughout the year, informed by our Valuers' detailed insights into Australia's dynamic residential real estate landscape.

Market demand strengthens across 2025

60% of Valuers reported 'strong' to 'very strong' demand this quarter, the highest result of the year and up from 26% in Q1. Only 2% of Valuers reported 'soft' or 'very limited' demand. Demand to purchase is strongest in Adelaide and Brisbane Metro.

First home buyers/Local investors

First home buyers, local investors, and upgraders have consistently been the most active buyer types in 2025. Recent overseas migrants and interstate migrants have been the least active buyer groups throughout the year.

Established houses/Entry-level property

Throughout 2025, demand favoured established houses, new houses, and recently renovated properties. In Q4, demand for villas/townhouses and apartments saw an uptick, however, likely driven by the extension of the 5% Deposit Scheme for first home buyers.

Future demand

Over the course of 2025, increasingly more Valuers have had positive expectations for demand. In Q4, 59% expect demand to increase, compared to 43% in Q1. Only 2% of Valuers expect demand to decrease. The strongest demand is expected in Sydney Outer Metro, Sydney Metro, and Melbourne Metro.

House values next 12 months

Valuer expectations for house prices are similar to Q3. 86% of Valuers expect house values to grow in the next 12 months, an increase from 55% in Q1 and 74% in Q2. The highest growth is expected in Adelaide, Brisbane Metro, and Sydney Outer Metro.

Apartment values next 12 months

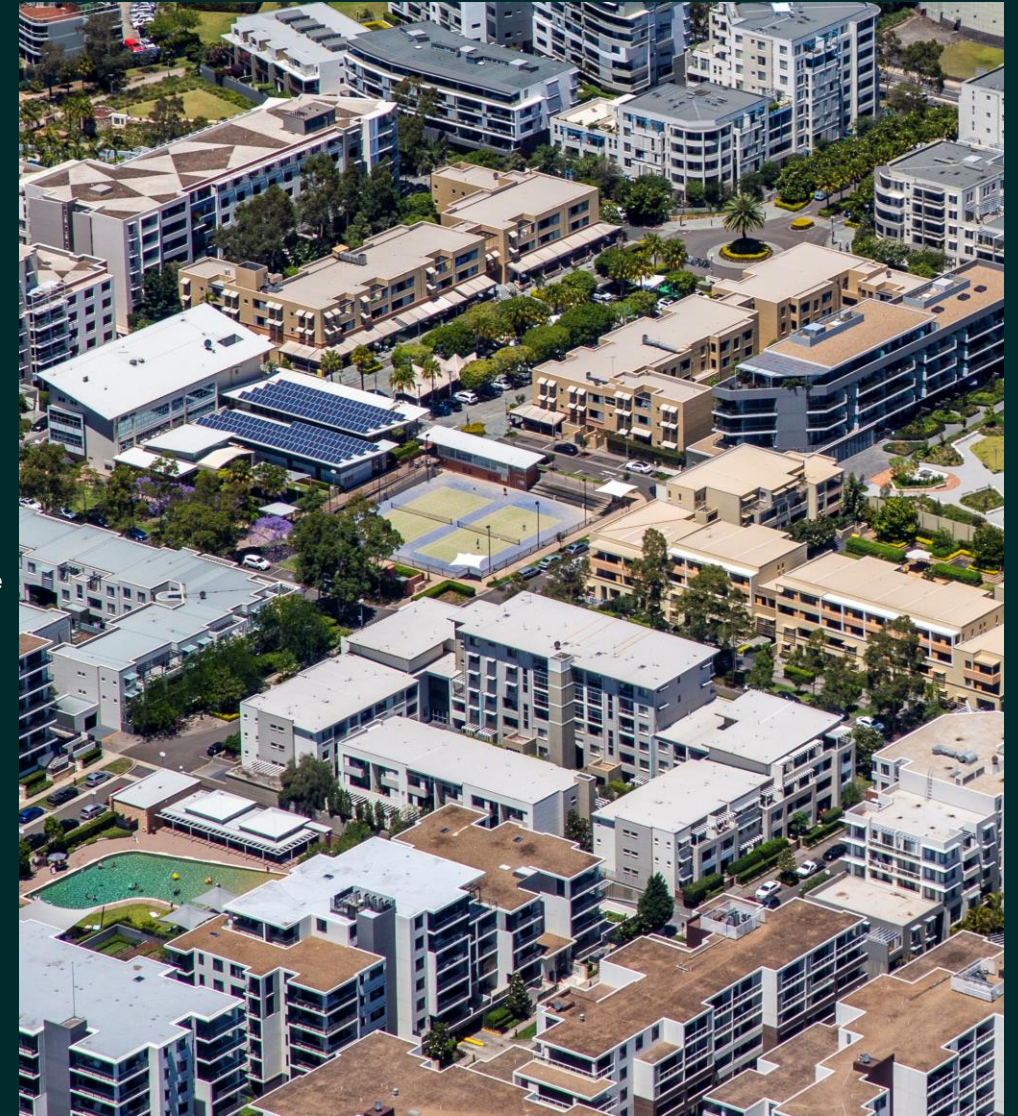
62% of Valuers expect an increase in apartment values over the next year. Nationally, twice as many Valuers expect price growth vs price stability. The most growth is expected in Brisbane Metro, the Gold and Sunshine Coasts, and Perth.

Vacant land values next 12 months

76% of Valuers expect vacant land values to increase over the next 12 months, an increase from 43% at the start of the year. 23% expect prices to remain stable, and only 1% expect values to decline. Most growth is expected in Adelaide, Brisbane Metro, and Sydney Metro.

Future supply (listings)

Listings expectations are divided this quarter. 48% of Valuers predict stable supply, while 46% anticipate an increase in listings in their local markets. Just 6% expect listings to decline. Melbourne Metro, Perth, and Adelaide is where the largest supply increase is anticipated.



Recent demand

Throughout 2025, we've observed a strengthening in market demand. In Q4, 60% of Valuers reported 'strong' or 'very strong' demand, up from 26% in Q1, 28% in Q2, and 43% in Q3. The percentage of Valuers indicating 'soft' or 'very limited' demand decreased to 2% in Q4, down from 23% at the start of the year. 39% of Valuers reported moderate demand in recent months. Adelaide and Perth experienced the strongest demand in the first three quarters of the year. However, this quarter, Adelaide and Brisbane Metro experienced the strongest demand. Valuers have reported Melbourne Metro and Sydney Outer Metro to have experienced more moderate demand in the last 3 months.

"There has been increased buyer demand for properties below \$1.5 million due to the new government initiative." – Eastern Suburbs, NSW.

"In the last 10 months, we have seen very strong demand with very few properties available for sale." – Brisbane South, QLD.

"Strong demand for family style homes in the inner city. Properties are generally selling within 2 weeks with multiple offers presented." – Inner Perth, WA.

"Strong sale results have been noted in multiple metro areas, especially for courtyard and terrace styled new houses." – Adelaide North, SA.

Figure 1: Demand in local markets in the last 3 months, Australia wide.

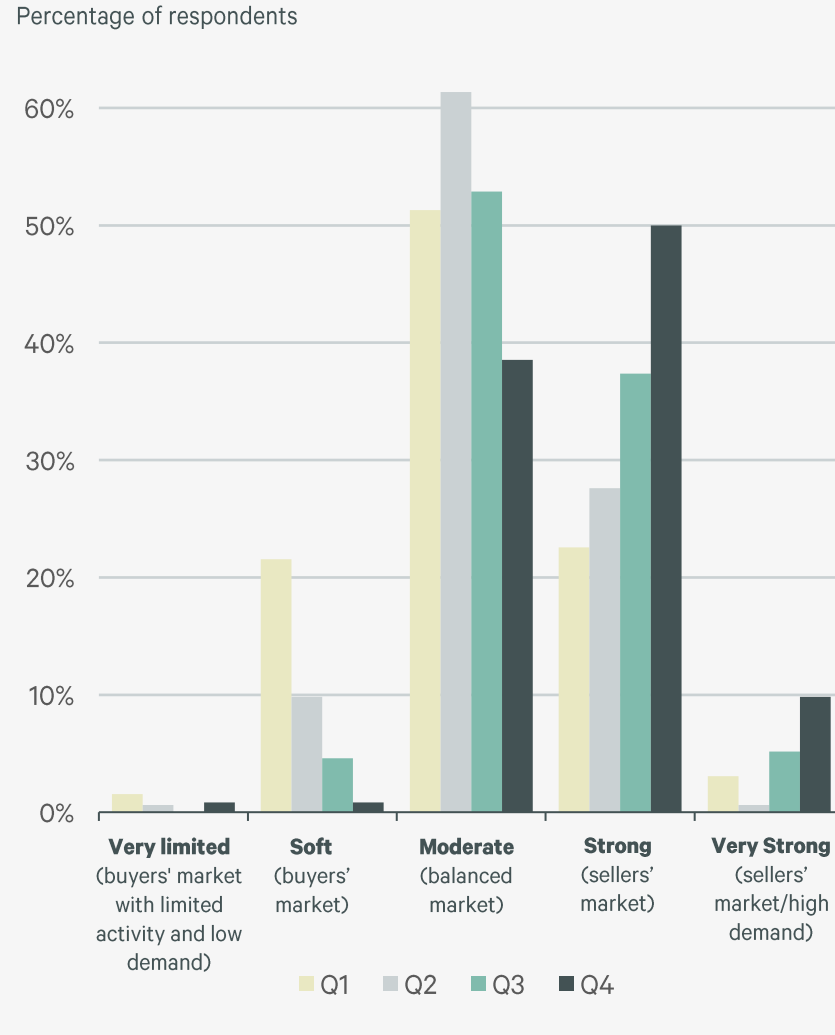
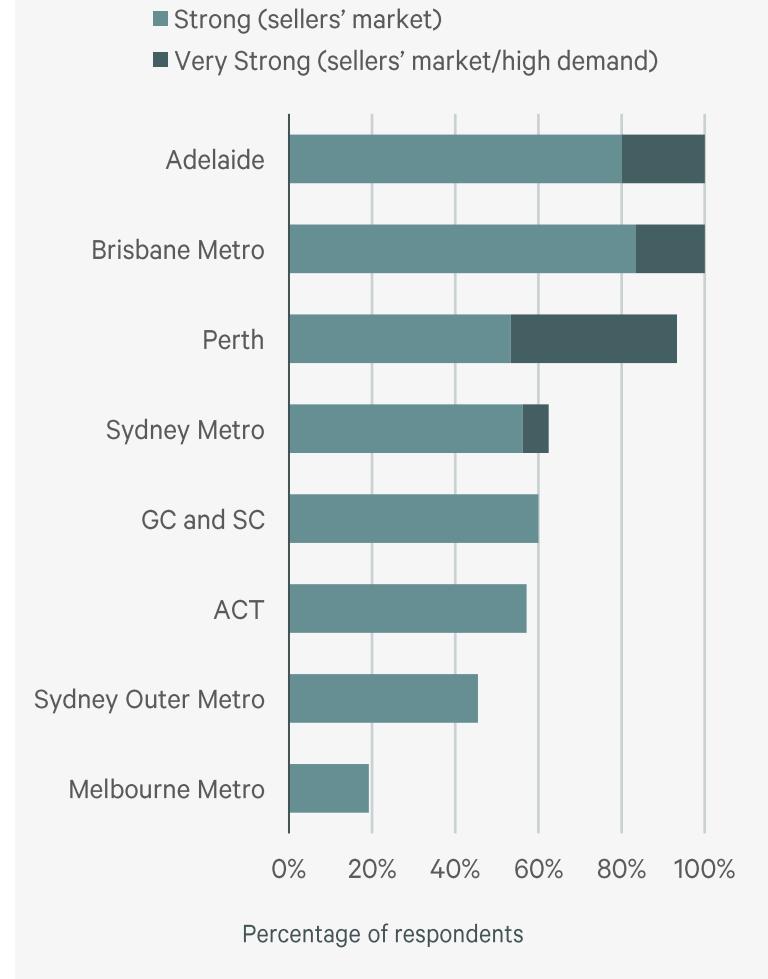


Figure 2: A closer look at responses for Q4 2025 indicating 'strong' or 'very strong' demand over the past 3 months.



Active buyers

First home buyers, local investors, and upgraders have consistently been identified as the most active buyer types by CBRE Valuers in 2025. In Q4, 71% of Valuers reported first home buyers as active, 58% reported local investors, and 52% reported upgraders. Compared to the beginning of the year, more Valuers reported interstate investors as active in Q4 at 34%, compared to 23% in Q1. Slightly less Valuers reported down-sizers as active at 37%, compared to 46% in Q1.

Recent overseas migrants and interstate migrants were the least active buyer groups throughout the year. First home buyer activity was highest in Perth and Canberra this quarter. Local investors were most prevalent in Perth and Brisbane Metro. Interstate investors were most active in Melbourne Metro and Brisbane Metro.

“Goulburn continues to attract investors with the construction of dual occupancy developments due to their high rental yields.” – Goulburn, NSW.

“Property prices up to ~\$900,000 have strengthened, with interstate purchasers from Sydney entering the market.” – South East Melbourne, VIC.

“There is a very strong first home buyer market in the Redlands for homes and townhouses valued up to \$1 million.” – East Brisbane, QLD.

“Strong demand for development sites from out of area developers has been noted.” – Sutherland, NSW

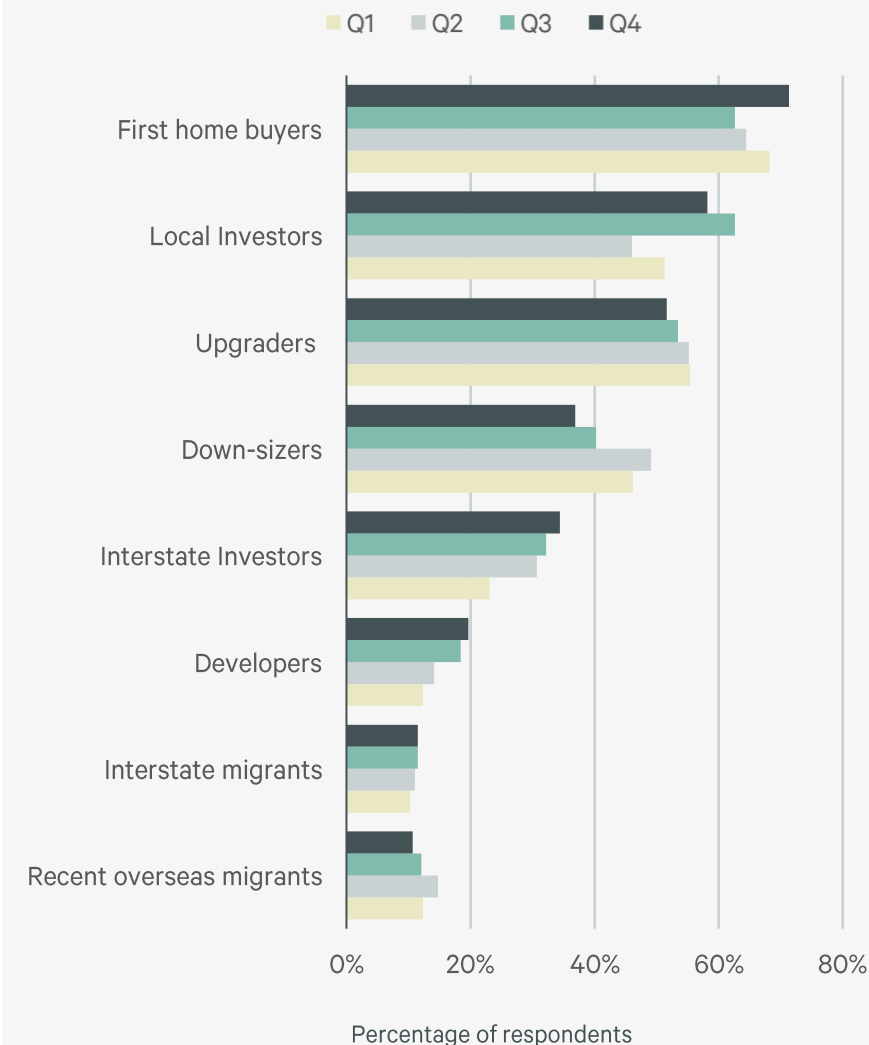
“The return of investors is evident, with Melbourne being seen as 'value' right now.” – Melbourne North, VIC.

“Dual occupancy properties are selling via buyer's agents to interstate investors sight unseen and are attracting multiple offers.” – Ipswich, QLD.

“There has been an increased level of local investors interested in house and land products.” – North West Perth, WA.

“First home buyers are highly active. Townhouses are now on the radar of this cohort of buyers.” – Canberra, ACT.

Figure 3: Most active buyers in the market in the last 3 months.



Note: respondents were able to select multiple options (up to 4)

Change in demand

Throughout 2025, demand favoured established houses, new houses, and recently renovated properties. In Q4, demand for established houses remained strong (50% of Valuers). However, demand for new houses and recently renovated properties notably softened at 23% and 14% respectively, down from Q3's 38% and 41%. Demand for villas/townhouses (36%) and apartments (26%) saw an uptick in Q4. Despite this, there was a similar proportion of Valuers who reported decreased demand for apartments in their local markets, at 24%. Unrenovated properties and properties in secondary locations experienced the largest decrease in demand, consistent with prior quarters.

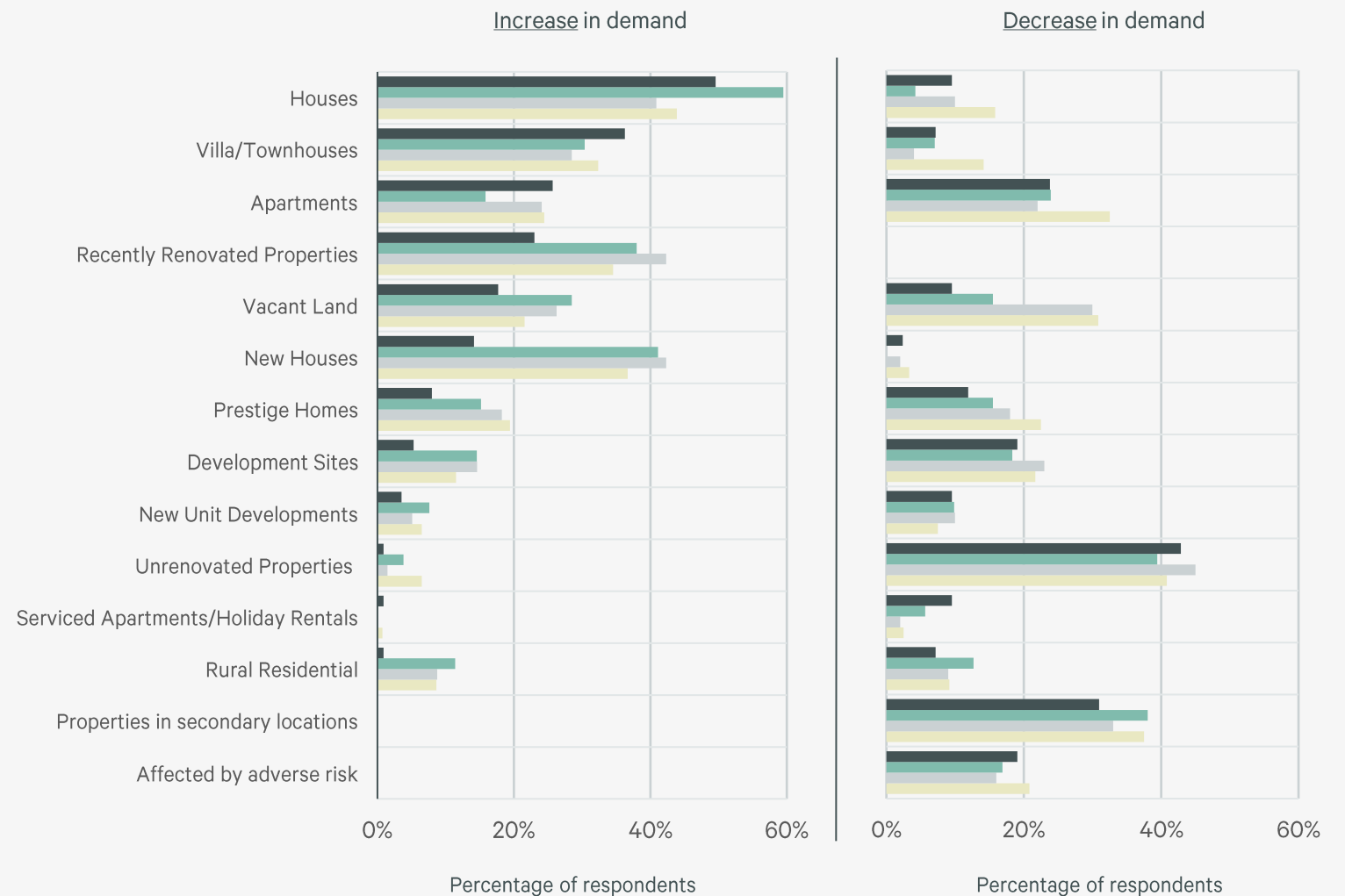
“High quality renovated and extended character homes are still in high demand and are selling within a short marketing or auction campaign.” – Adelaide Hills, SA.

“Unrenovated properties and properties in secondary locations have seen the least amount of interest, with some vendors having to reduce expectations to secure a sale.” – Eastern Suburbs, NSW.

“Townhouses are performing well due to their affordability.” – Ipswich, QLD.

“The market is relatively stable, and an increase in demand for apartment stock has been observed due to First Home Buyer incentives.” – South East Melbourne, VIC.

Figure 4: Properties that have experienced the biggest increase/decrease in market demand in the last 3 months.



Note: respondents were able to select multiple options (up to 4)

Q1 Q2 Q3 Q4

House values

Valuer expectations for house prices are similar to that of Q3, but more optimistic than the start of 2025. 86% of Valuers expect house values to grow in the next 12 months, an increase from 55% in Q1 and 74% in Q2. The scale of price growth expected has shifted from Q3, with most Valuers (50%) expecting growth to be between 5% and 10% (36% in Q3). Only 1% of Valuers expect a decrease.

In the first three quarters of the year, Perth Valuers generally had the strongest expectations for price growth compared to the other regions. This quarter, the strongest growth is expected to be in Adelaide, Brisbane Metro, and Sydney Outer Metro.

“Houses are predominately selling within 7 days.” – Penrith, NSW.

“Completed, move-in-ready homes remain more resilient in value.” – Inner Melbourne, VIC.

“First home buyers are highly active with evidence of a strengthening in pricing for houses.” – Canberra, ACT.

“The pace of growth has slowed slightly but the market remains resilient with reductions in interest rates expected to boost buying activity and price growth.” – Bunbury, WA

“Demand for well renovated houses remains strong with presentation and condition key to attracting home buyers.” – Yass, NSW.

Figure 5: Expectations of house value movement in the next 12 months, Australia wide.

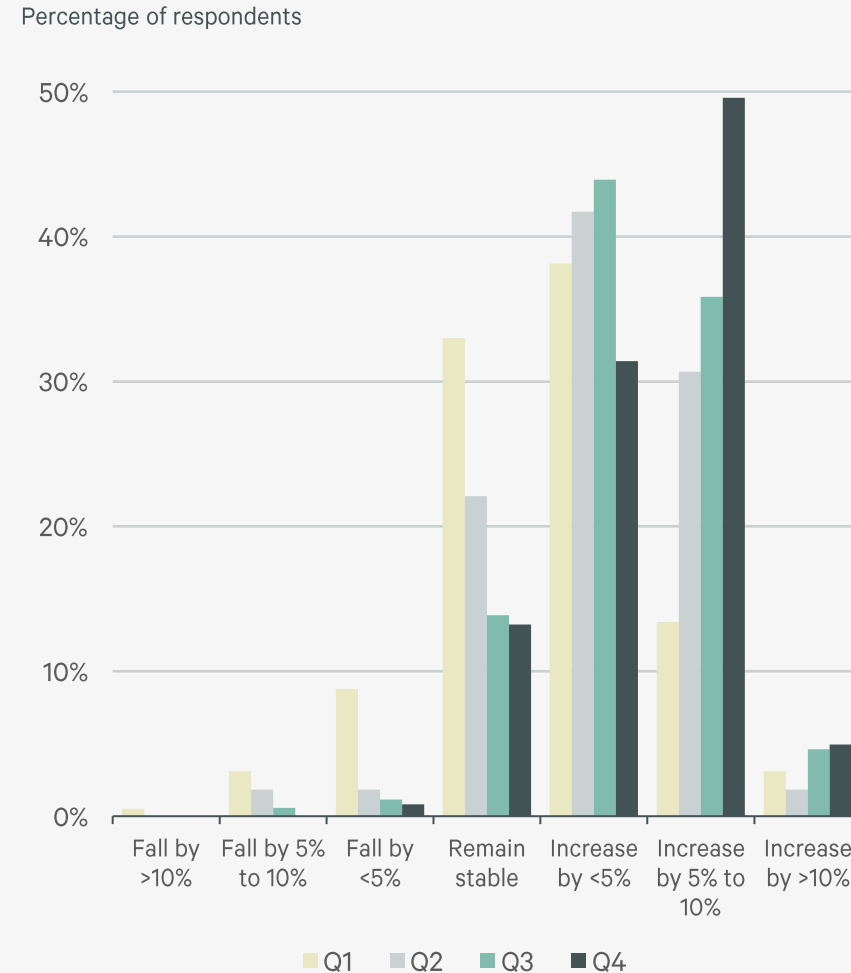
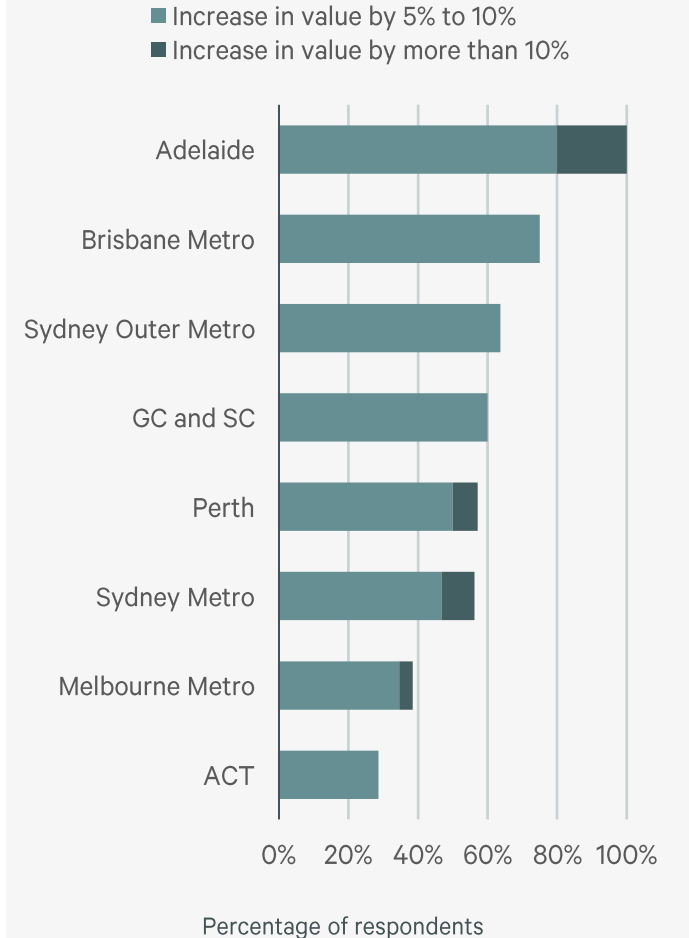


Figure 6: A closer look at responses for Q4 2025 indicating that house values are expected to increase by 5% or more.



Apartment values

More Valuers, at 62%, expect apartment prices to grow in the next 12 months, compared to just 35% in Q1, 48% in Q2, and 56% in Q3. 34% anticipate stable prices compared to 43% at the beginning of the year. 5% expect a decrease, compared to 22% in Q1. Expectations are divided between growth of up to 5%, and growth between 5% and 10%.

Valuers in Brisbane Metro have consistently expected the most growth throughout the year. Valuers in the Gold and Sunshine Coasts and Perth are also expecting strong growth, as in the previous quarters. The least growth is expected in Canberra and Melbourne Metro.

“Unit developments with rectification orders, or developments with special levies have seen a slow down.” – Eastern Suburbs, NSW.

“Older walk-up style units have appealed to buyers due to their lower strata costs and double brick construction which is proven. Modern unit developments are less sought after due to increased cost of maintaining common property and stigma due to concerns of building quality.” – Queanbeyan, NSW.

“Units in Gosford could see a decrease in value due to the commencement of another 1,200 units across two developments that have recently started or are about to start. This will put further downward pressure on the resale market for Gosford units as supply is out stripping demand.” – Central Coast, NSW.

Figure 7: Expectations of apartment value movement in the next 12 months, Australia wide.

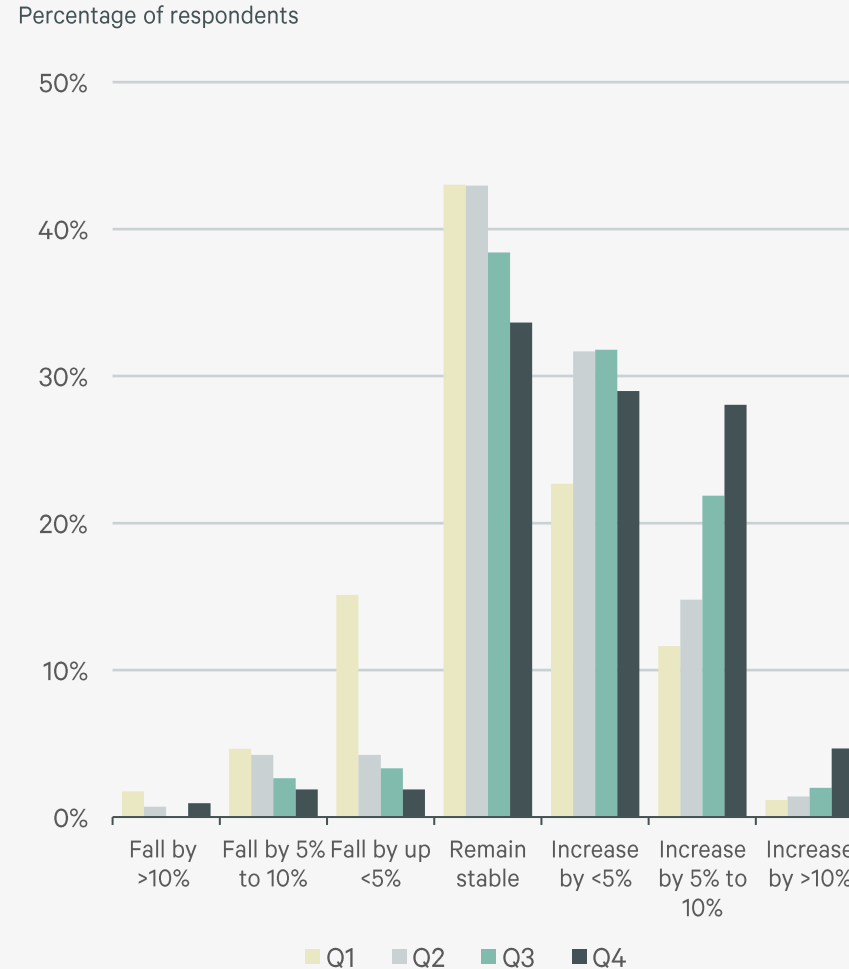
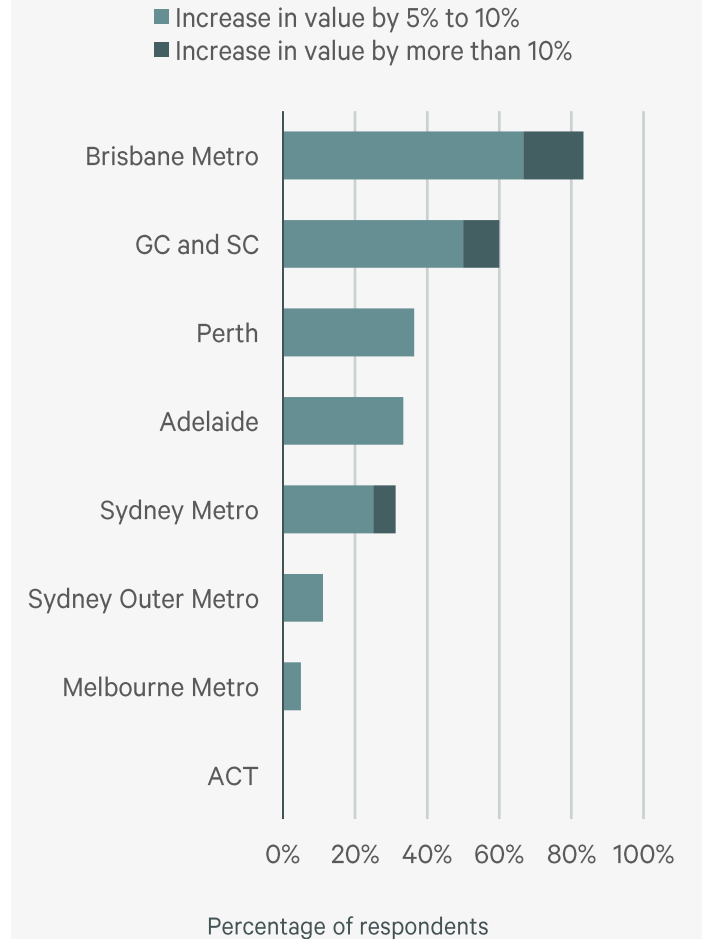


Figure 8: A closer look at responses for Q4 2025 indicating that apartment values are expected to increase by 5% or more.



Vacant land values

76% of Valuers expect vacant land values to increase over the next 12 months, up from 66% last quarter, 54% in Q2, and 43% in Q1. 23% of Valuers expect values to remain stable, down from 45% at the start of the year. Only 1% of Valuers expect values to decline.

Throughout the year, the strongest growth has been expected in Adelaide, Brisbane Metro, and Perth, with Sydney Metro Valuers also expecting strong growth in Q4. This quarter, 53% of Sydney Metro Valuers expect value growth of 5% or more, up from 24% last quarter. 40% of CBRE Valuers in Adelaide expect growth of 10% or more.

“Land prices have surged in recent months in established locations due to a shortage of vacant land on the market.” – Adelaide Hills, SA.

“Demand for vacant land has softened.” – Inner Melbourne, VIC.

“Vacant land is still abundant with some land presently offered having challenging attributes such as steep contours. Some buyers have underestimated the cost to establish a residence and so are reoffering some blocks on the market. Demand remains with land with minimal fall or gentle slopes.” – Queanbeyan, NSW.

“Vacant land in developing locations have seen a strong price increase in the last 6-12 months.” – Logan, QLD.

Figure 9: Expectations of vacant land value movement in the next 12 months, Australia wide.

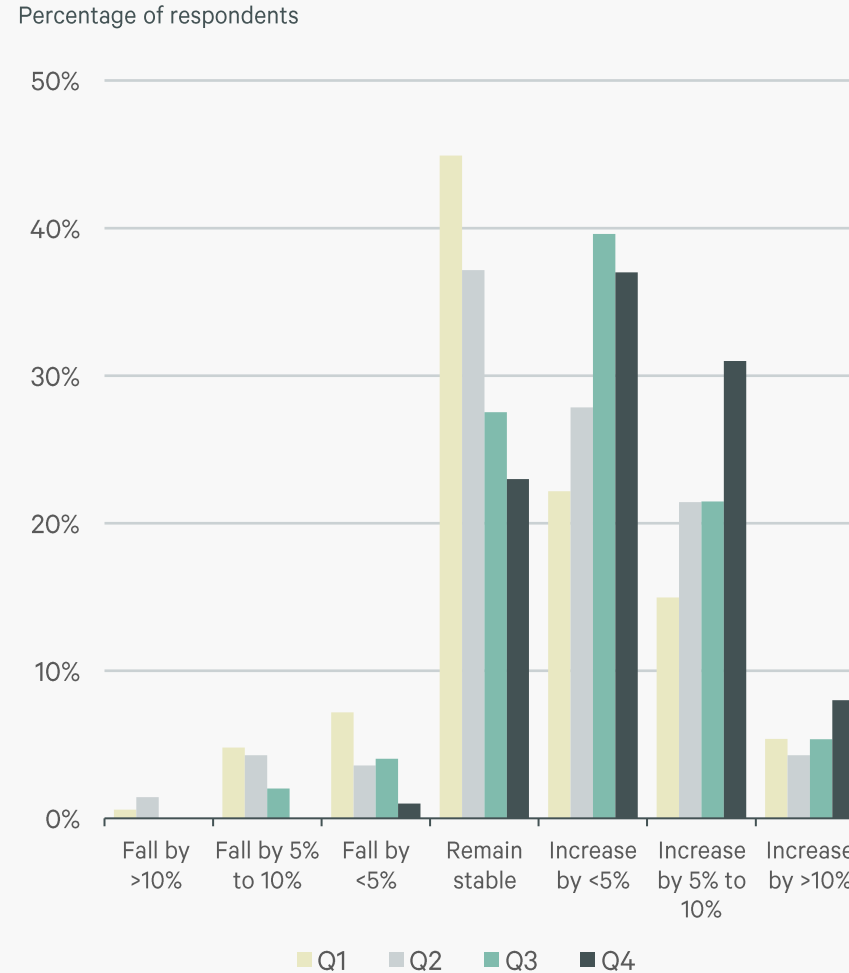
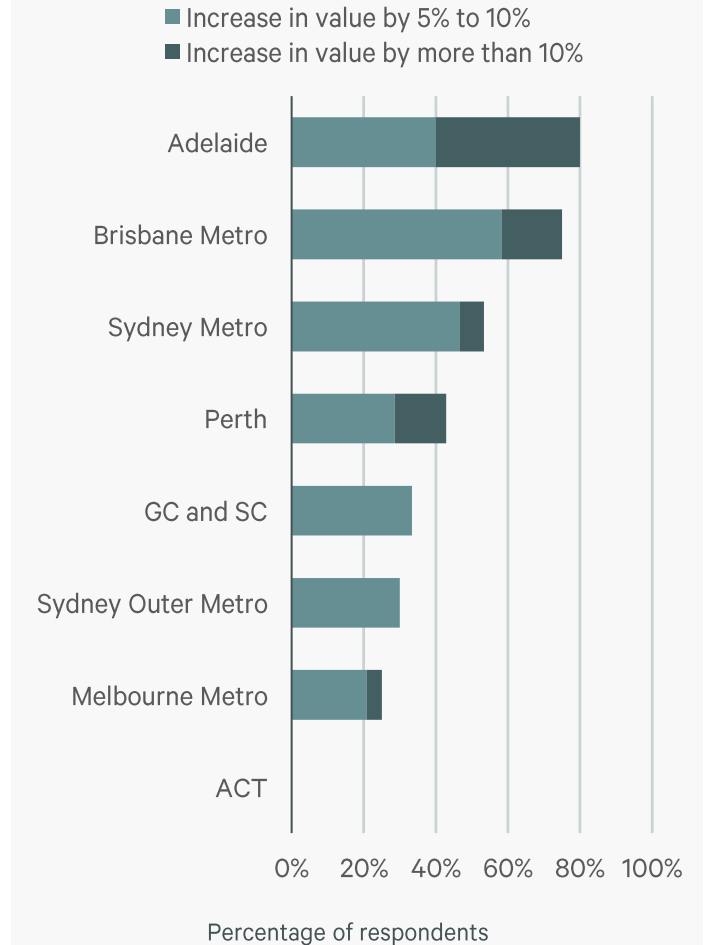


Figure 10: A closer look at responses for Q4 2025 indicating that vacant land values are expected to increase by 5% or more.



Future demand

Over the course of 2025, increasingly more Valuers have positive expectations for demand. 59% now expect demand to increase, compared to 43% in Q1. Just 2% of Valuers expect demand to decline, down from 9% at the start of the year. Sydney Outer Metro, Sydney Metro, and Melbourne Metro are expected to see the strongest demand. Perth and ACT are expected to see more stable demand.

Sydney Outer Metro Valuers have a much more positive view on demand compared to the start of the year, with 91% predicting increased demand over the next 12 months, up from 56% in Q1. Valuer expectations for demand in Adelaide have eased compared to Q3. This quarter, 40% predict increased demand, compared to 71% last quarter.

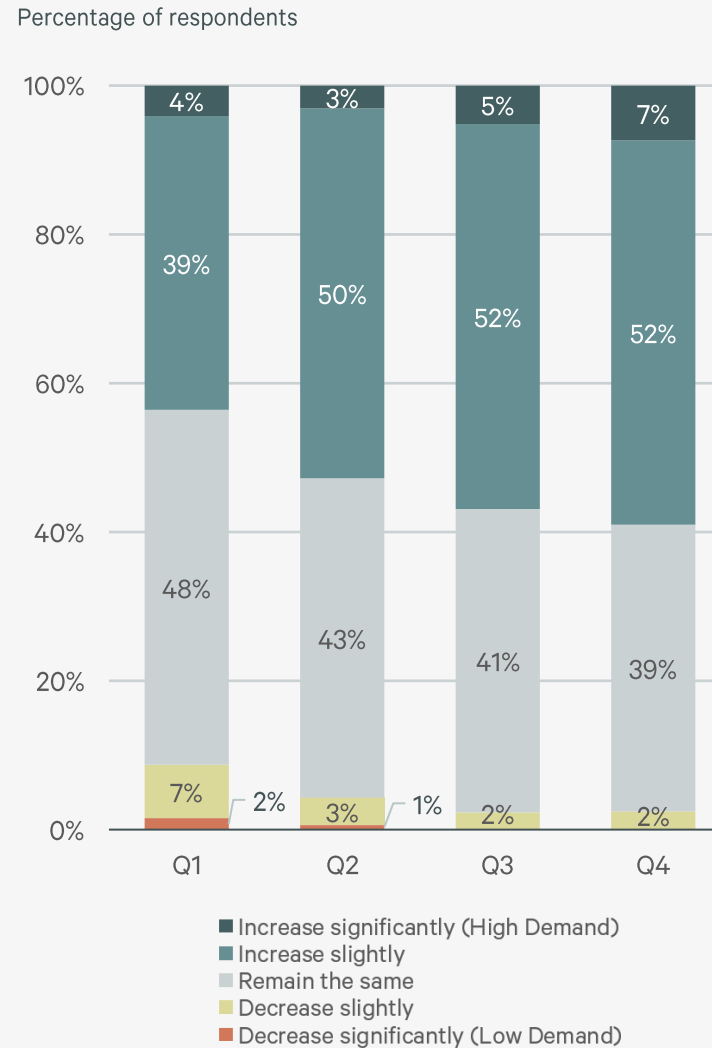
“Market sentiment has improved across most segments in response to interest rate declines and expectations of further to come.” – Illawarra, NSW.

“Sectors that were previously slower have shown increased demand, including mid-range price levels, rural residential and prestige properties.” – Gold Coast, QLD.

“Prestige homes, well located, and renovated dwellings continue to attract strong buyer competition, reflecting ongoing confidence in the area’s long term capital growth prospects.” – North Sydney, NSW.

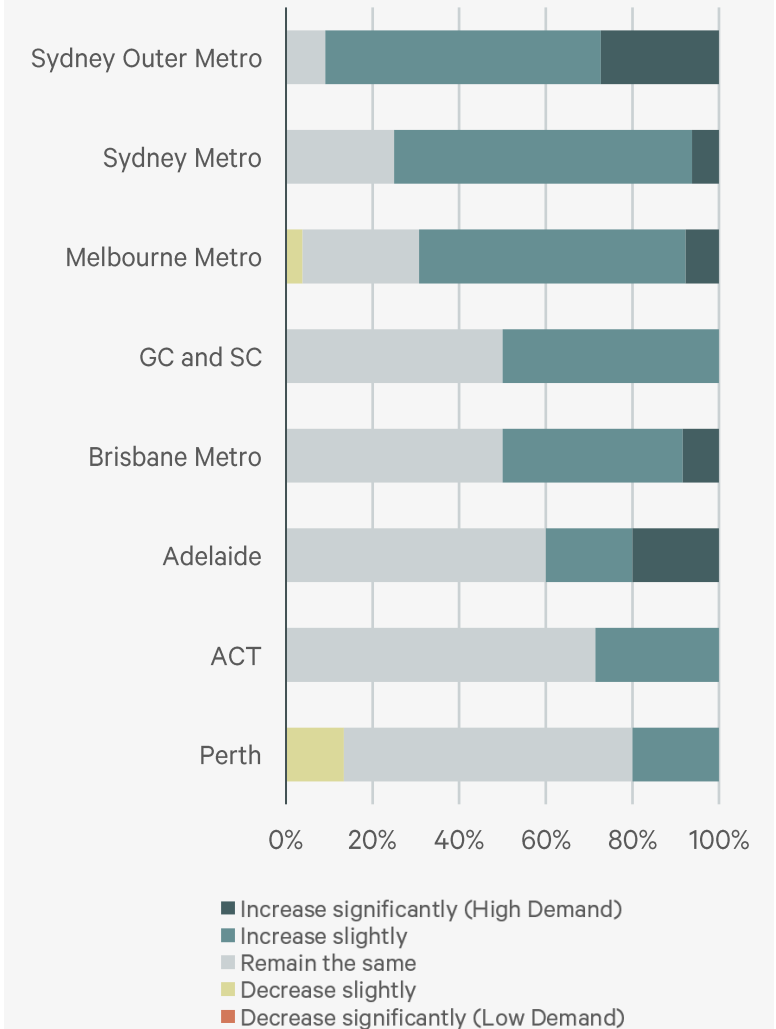
“The 5% deposit scheme has sped up first home buyers’ entry into the market.” – North West Melbourne, VIC.

Figure 11: Demand in local markets in the next 12 months, Australia wide.



Note: percentages may exceed 100% due to rounding.

Figure 12: A closer look at Q4 2025 expectations for demand in the different markets.



Future supply (listings)

Q4 expectations on future supply (listings) were more divided compared with earlier in 2025. 48% of Valuers in Q4 predict stable supply, while 46% anticipate an increase in listings in their local markets. This marks a shift from Q1, when 61% of Valuers predicted stable supply and 36% expected an increase. 6% expect listings to decline, generally in line with the previous quarters, and slightly above Q1. Increased supply is expected in Melbourne Metro, Perth, and Adelaide. In Q1, only 38% of Adelaide Valuers expected listings to increase over the next 12 months, which has increased to 60% in Q4.

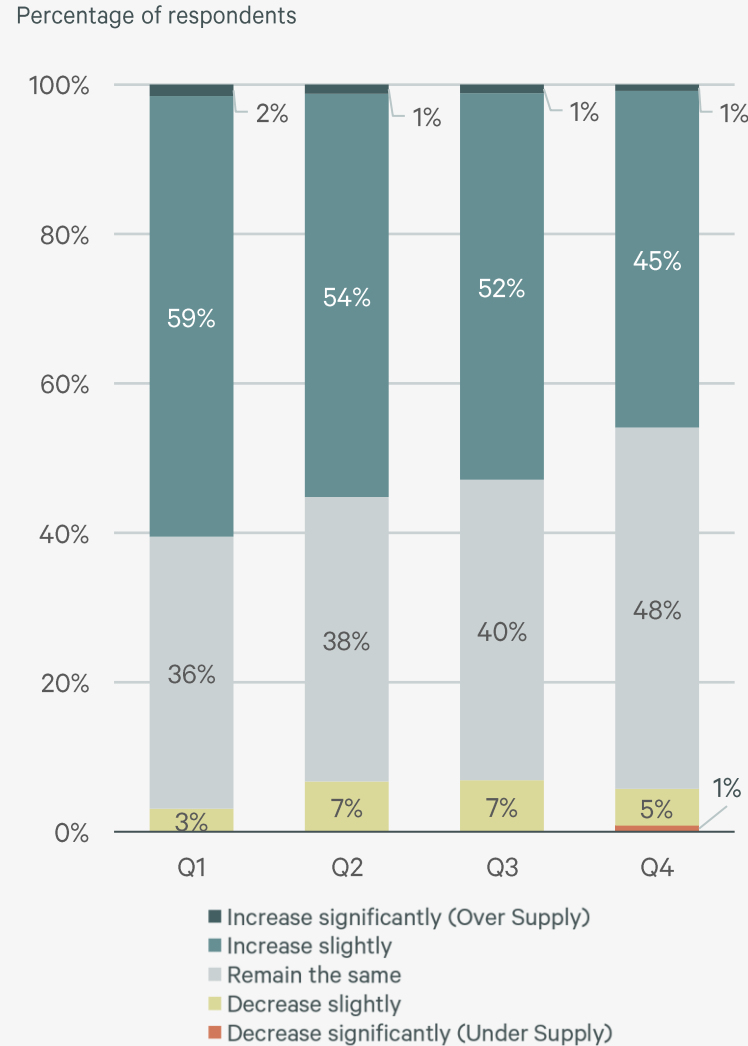
“A significant number of infill construction sites, including 2 on 1 or townhouse development, are nearing completion and entering the market. However, they are sitting at a higher price point than what the market is looking for.” – South East Melbourne, VIC.

“A significant shortage of listings and continued strong demand for all sectors has been observed.” – Toowoomba, QLD.

“There has been a strong supply of new or semi-modern units, and a short supply of houses in good walk-in condition.” – Parramatta, NSW.

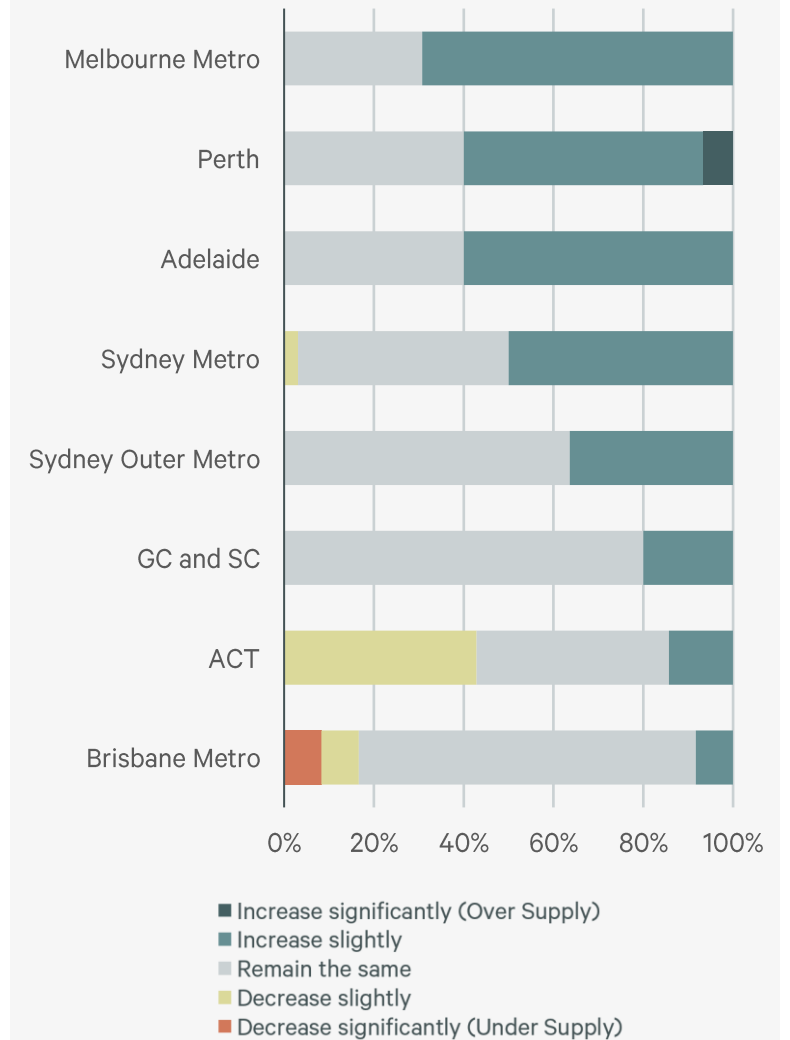
“There are more listings compared to a few months ago in my local market, with strong demand from interstate buyers.” – North East Melbourne, VIC.

Figure 13: Supply in local markets in the next 12 months, Australia wide.



Note: percentages may exceed 100% due to rounding.

Figure 14: A closer look at Q4 2025 expectations for supply in the different markets.



Survey Profile

The CBRE Research Q4 2025 Residential Valuations Property Market Survey was conducted in early–November of 2025. A total of 122 responses were received. Valuer locations:

NSW

Sydney Metro
• Sydney

Sydney Outer Metro

- Central Coast
- Hawkesbury
- Hunter
- Illawarra
- Newcastle
- Southern Highlands

VIC

Melbourne Metro
• Melbourne

QLD

Brisbane Metro
• Brisbane

Gold Coast
Sunshine Coast

WA

- Perth

SA

- Adelaide

ACT

- Canberra
- Queanbeyan NSW
- Goulburn NSW
- Yass NSW



Contacts

Australia Research

Sameer Chopra

Head of Research, Pacific & ESG Asia Pacific
Sameer.Chopra@cbre.com

Craig Godber

Director, Head of Residential and BTR
Research
Craig.Godber@cbre.com

Izzy O'Hara

Senior Analyst
Izzy.Ohara@cbre.com

Valuations

Kat Hale

National Director, Australia
Kat.Hale@cbre.com.au

Tim Frazer

National Director, Quality & Risk Management
Tim.Frazer@cbre.com.au

Duncan Guthrie

Senior Managing Director, Pacific
Duncan.Guthrie@cbre.com.au

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