

Pain and Gain Report

AUSTRALIA | JUNE 2026

Data for the March 2026 quarter





Contents

Introduction	3
National Overview	4
City Summaries	6
Regional Summaries	8
Overview by LGA	9
Hold periods	10
Near-term outlook	13
Sydney	14
Melbourne	15
Brisbane	16
Adelaide	17
Perth	18
Hobart, Darwin and the ACT	19
Disclaimers	20

Introduction

Cotality's Pain and Gain report examines the performance of residential resales across the country. We analysed around 101,000 resales in the March quarter 2026, and here are the key insights:

- **Resale profitability persists despite slowing housing value momentum:** the share of dwelling resales recording a profit rose to 96.0% in the March quarter (compared with 95.9% in December 2025), the strongest performance since March 2025. This profitability was supported by strong growth in home values across the past few years, despite this momentum fading.
- **Growth in home values has supported a new record median gain:** in nominal terms, the median gain from a dwelling resale was \$377,000 in March (from \$365,000 in December) while the median loss was unchanged at \$45,000.
- **Houses remain more profitable than units:** 98.1% of house resales recorded a gross profit in the March quarter, compared with 91.9% of units. Unit losses remain concentrated in a few key markets.
- **Brisbane retains its crown as the most profitable capital:** 99.8% of resales in the March quarter recorded a profit, with a nominal gain of \$525,190.
- **Resales in regional markets have outperformed the cities:** 97.7% of resales in regional markets were profitable in March, compared with 95.0% for the combined capital cities. Relatively modest increases in regional home values limited the median gain when compared with the capitals.
- **Noosa takes top spot among LGAs, but WA dominates the list:** lifestyle market Noosa recorded the strongest median gain of any LGA in March at \$729,750, with 99.3% of resales recording a profit. The rapid growth in Perth dwelling values saw five WA LGAs in the top ten most profitable municipalities in the quarter.
- **Longer hold periods drove house profitability, while units were impacted by local conditions:** the median hold for a loss-making house resale was just 4.3 years in March, compared with the 9.1 year hold of a profitable resale. The hold time for a loss-making unit was actually longer than the profitable resale, with location being a key driver.
- **Near term outlook:** Cotality's national hedonic home value index recorded no growth in May, with declines already underway in Sydney and Melbourne. While most capital cities (with the notable exception of Melbourne) have seen sizeable increases in home values over the past five years, declining values in the near term will mean that there is less of a clear path to profitability in coming months. That said, conditions are likely to remain divergent between individual city markets and between the house and unit sectors.

RATE OF PROFIT AND LOSS



PROFIT-MAKING RESALES RATE

96.0%

LOSS-MAKING RESALES RATE

4.0%

MEDIAN RETURNS



MEDIAN GAIN

\$377,000

MEDIAN LOSS

\$45,000

National overview

Resale profitability persists despite slowing housing value momentum

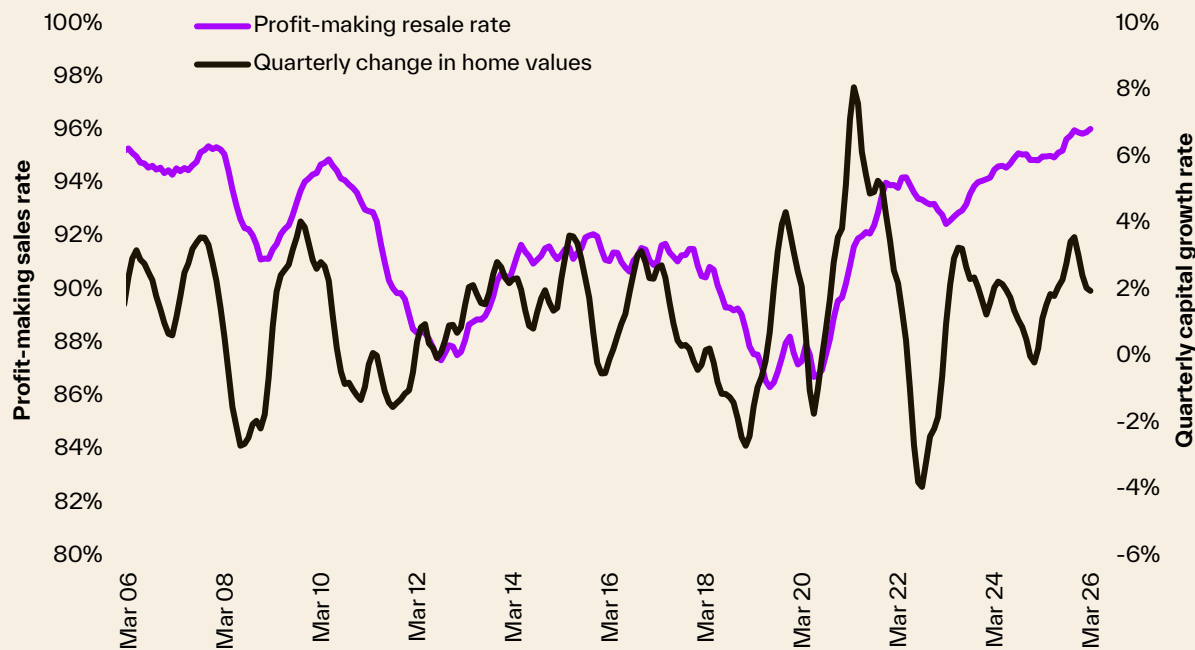
Growth in Australian home values slowed in the March quarter, increasing nationally by 2.0% (compared with a 3.0% increase in the December quarter 2025). This weaker growth trend was driven by the combined capital cities, with only a modest easing of growth in regional markets.

Slower growth conditions are a reflection of fading housing demand, which has been driven by a range of factors, including existing affordability and serviceability constraints, the additional pressure of rising interest rates (with two of the three hikes so far in 2026 implemented in the March quarter) and deteriorating consumer sentiment (with the impact of rising energy prices starting in the March quarter).

Despite this easing in value growth, cumulative increases over the past year mean that home values were around 9.9% higher in March 2026 than the same period in 2025, adding around \$85,000 to the median dwelling value, providing some support for even relatively short-term resales. Nationally, the median hold time for a resale was just under 9 years, with the median dwelling increasing by around \$400,000 over this period.

The increases in home values have underpinned the profitability of resales. We observed almost 101,000 resales in the March quarter, with 96.0% resulting in a nominal profit (marginally higher than the 95.9% in the December quarter 2025). This was the strongest quarterly result since March 2005.

Rolling three-month rate of profit-making sales vs capital growth - dwellings, national



Growth in home values has supported a new record median gain

Our measure of nominal gain or loss on a resale is the most recent sale price of an individual property less its previous sales price. There is no adjustment for inflation over the period or consideration of transaction or holding costs in this analysis.

The nominal median gain in the March quarter was \$377,000, up from \$365,000 in the December quarter and \$308,000 in March 2025. In contrast, the median loss was unchanged quarter-on-quarter at \$45,000 in March, but up from \$43,000 in March 2025.

National overview

Houses remain more profitable than units

Nationally, resales of houses remained more profitable than unit resales in the March quarter. Around 98.1% of house resales recorded a nominal gain in March, a touch below the 98.2% seen in the December quarter, however the median gain rose to \$440,000 (from \$427,000 previously). In contrast, 91.9% of unit resales were profitable, with the median gain at \$256,000.

This disparity between the relative profitability of resales reflects the widening premium for houses over units in recent years. Nationally, the median house was around 37.0% more expensive than the median unit in March 2026, compared with a premium of just 18.7% in March 2021, with a considerably higher margin in the combined capitals (53.9%).

While the vast majority of resales were profitable, units represented the largest share of loss-making resales, accounting for 61.8% of the national total and 75.5% of loss-making resales in the capital cities. By dollar value, losses in the house market were spread geographically widely across the country. Conversely, losses in the unit market were predominantly concentrated in Melbourne and Sydney, accounting for 82% of the national total.

Within these cities, a few key local government areas accounted for an outsized share of the total unit resale losses. Melbourne, Parramatta, Stonnington, Port Phillip and Sydney recorded just over two-fifths of total unit losses in the March quarter

Proportion of total resales at a loss/gain, houses vs. units, March quarter 26

	HOUSES		UNITS	
Region	Pain	Gain	Pain	Gain
Sydney	1.4%	98.6%	9.8%	90.2%
Rest of NSW	2.1%	97.9%	1.7%	98.3%
Melbourne	3.1%	96.9%	19.0%	81.0%
Rest of Vic.	2.8%	97.2%	3.2%	96.8%
Brisbane	0.2%	99.8%	0.2%	99.8%
Rest of Qld	1.5%	98.5%	2.5%	97.5%
Adelaide	0.7%	99.3%	0.7%	99.3%
Rest of SA	2.1%	97.9%	0.0%	100.0%
Perth	0.9%	99.1%	1.9%	98.1%
Rest of WA	3.2%	96.8%	8.4%	91.6%
Hobart	2.7%	97.3%	4.1%	95.9%
Rest of Tas.	2.7%	97.3%	1.6%	98.4%
Darwin	3.8%	96.2%	22.4%	77.6%
Rest of NT	16.7%	83.3%	34.2%	65.8%
Canberra	2.4%	97.6%	10.2%	89.8%
Cap city	1.6%	98.4%	9.9%	90.1%
Regional	2.2%	97.8%	2.7%	97.3%
National	1.9%	98.1%	8.1%	91.9%

City Summaries

Brisbane retains its crown as the most profitable capital, but mixed trends elsewhere

Brisbane was the most profitable capital city in the March quarter, with 99.8% of dwelling resales recording a profit (a touch below the 99.9% rate recorded in December 2025). The median gain rose to \$525,190 (from \$500,000 previously). This profitability was supported by the strong increase in home values over the past decade, with Brisbane dwelling values rising by around 116% over the ten years to March 2026.

Adelaide was the second most profitable city, with 99.3% of resales generating a positive return. The nominal median gain was \$477,000 in the March quarter (compared with \$440,050 in December 2025).

Perth was the third ranked city, recording profits on 98.8% of resales in the March quarter, with a median gain of \$475,000 (up from \$435,000 in December). Although Perth has seen spectacular value growth in recent years, the earlier slump in the market (following the peaks of the mining boom) remains a constraining factor to profitability, although this post-mining boom period of weakness is losing influence over the resale trends as more time passes.

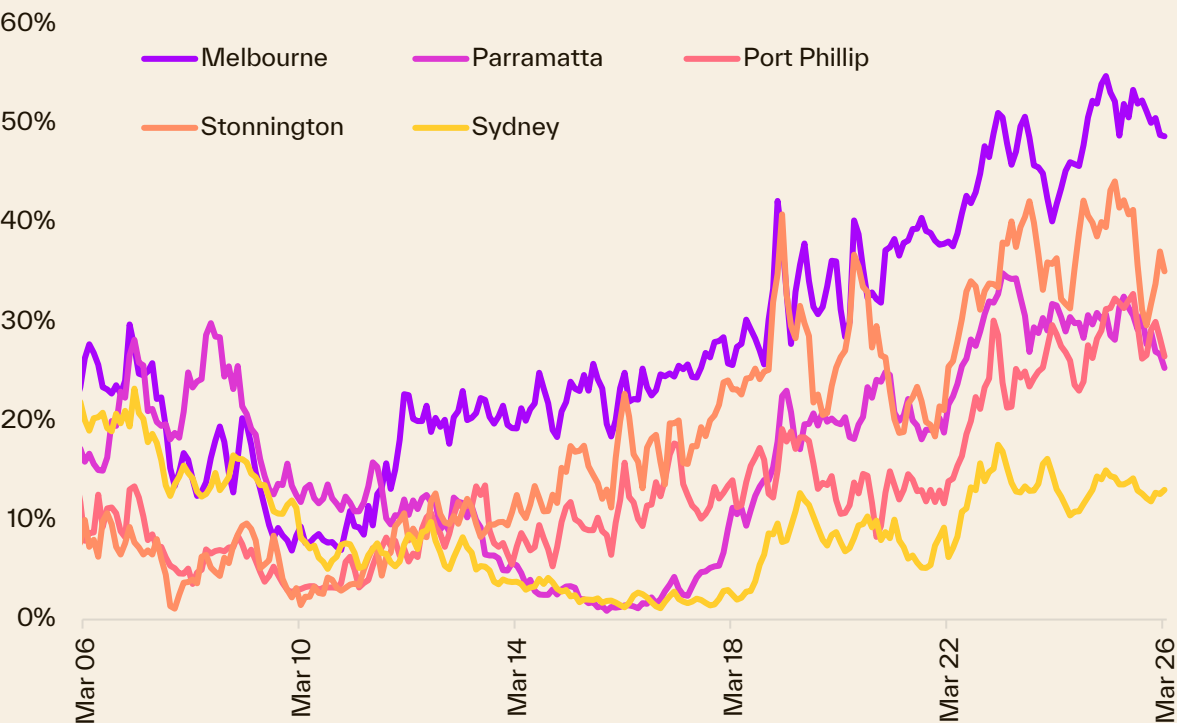
Hobart saw 97.0% of resales turn a profit, with a median gain of \$339,500 in the March quarter. A larger share of resales was profitable in the December quarter (97.2%) albeit the median gain was lower last quarter (\$321,500).

The median gain in the ACT was slightly weaker in March at \$309,500 (compared with \$320,000 previously), although the share of profitable resales was marginally higher at 94.2% in March (versus 93.7% in December).

Sydney was well down the list in terms of share of sales, with 93.7% profitable in the March quarter, although it recorded the fourth highest median gain at \$403,000. This was down from the \$430,000 gain seen in the December quarter.

Just 90.5% of resales in Melbourne were profitable in the March quarter (compared with 91.5% in December), with the median gain easing to \$280,000 (from \$325,000 previously). Weakness in the unit sector weighed heavily on this outcome.

Portion of loss-making unit sales by LGA



City Summaries

Proportion of total resales at a loss/gain, cities vs. regionals, March 2026 QTR

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Sydney	6.3%	8.5	-\$42,000	-\$52,900,812	93.7%	10.0	\$403,000	\$6,781,148,821
Rest of NSW	2.0%	4.1	-\$50,000	-\$16,038,563	98.0%	8.8	\$360,000	\$4,754,067,142
Melbourne	9.5%	8.7	-\$42,450	-\$79,280,632	90.5%	10.1	\$280,000	\$5,315,581,446
Rest of Vic.	2.9%	3.7	-\$35,000	-\$9,446,945	97.1%	8.4	\$245,000	\$1,703,043,135
Brisbane	0.2%	2.2	-\$33,250	-\$1,298,000	99.8%	7.8	\$525,190	\$5,596,699,443
Rest of Qld	1.8%	13.7	-\$50,000	-\$13,435,094	98.2%	6.9	\$380,000	\$5,368,161,537
Adelaide	0.7%	2.3	-\$107,000	-\$2,962,572	99.3%	9.0	\$477,000	\$2,271,474,024
Rest of SA	2.0%	16.0	-\$90,000	-\$2,700,425	98.0%	8.2	\$270,000	\$467,559,046
Perth	1.2%	10.6	-\$85,000	-\$7,709,523	98.8%	8.2	\$475,000	\$3,859,167,308
Rest of WA	3.7%	15.0	-\$82,500	-\$7,730,763	96.3%	7.1	\$300,000	\$779,681,588
Hobart	3.0%	4.3	-\$39,000	-\$1,165,000	97.0%	9.0	\$339,500	\$274,117,154
Rest of Tas.	2.5%	2.9	-\$40,000	-\$1,734,500	97.5%	7.8	\$285,000	\$365,006,484
Darwin	12.2%	12.1	-\$49,750	-\$5,735,595	87.8%	10.1	\$170,000	\$161,094,766
Rest of NT	21.1%	9.9	-\$40,250	-\$1,195,208	78.9%	11.8	\$101,000	\$18,757,750
Australian Capital Territory	5.8%	3.7	-\$25,050	-\$4,203,324	94.2%	9.7	\$309,500	\$670,253,853
Cap city	5.0%	8.6	-\$42,585	-\$155,255,458	95.0%	9.4	\$420,000	\$24,929,536,815
Regional	2.3%	5.0	-\$50,000	-\$52,281,498	97.7%	8.0	\$327,500	\$13,456,276,682
National	4.0%	8.3	-\$45,000	-\$207,536,956	96.0%	8.8	\$377,000	\$38,385,813,497



Regional Summaries

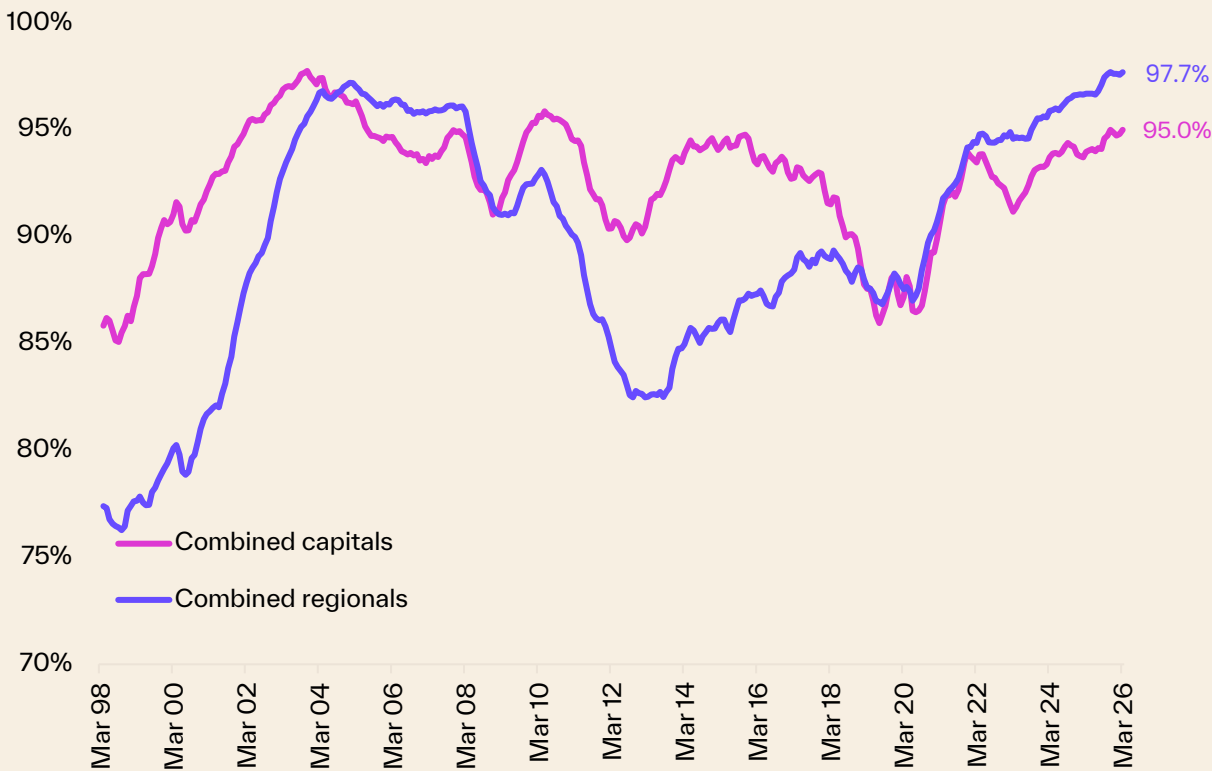
Resales in regional markets have outperformed the cities

The share of profitable resales was greater in regional markets than capital cities in the March quarter, with 97.7% of regional resales recording a nominal gain (compared with 95.0% for the combined capitals). That said, the median gain in regional markets was lower at \$327,500, compared with \$420,000 in the capital cities. On average, home values in regional markets are below those of the capitals, meaning a lower base for growth, resulting in a smaller median gain.

The comparatively weaker performance for the cities was driven by the unit sector. Just 90.1% of unit resales in the combined capitals were profitable, with a median gain of \$252,000. In contrast, 97.3% of regional unit resales turned a profit, with a larger median gain of \$265,000.

The opposite trend was observed in the houses sector, where 98.4% of capital city resales were profitable, with a median gain of \$542,000. This outpaced regional markets, with 97.8% of resales turning a profit for a median gain of \$344,500.

Portion of profit-making sales, capital cities versus regional - rolling quarter



Overview by LGA

Noosa takes top spot among LGAs, but WA dominates the list

Noosa, on Queensland's Sunshine Coast, recorded the strongest median gain of any local government area across the country in March at \$729,750, with 99.3% of resales recording a profit in the quarter.

Western Australian LGAs represent a far larger share of the top ten list than previous quarters, reflecting the rapid growth in dwelling values in Perth in recent years. Melville, Nedlands and East Fremantle on the riverfront in the city's south recorded strong nominal gains, along with Joondalup to the city's North as well as Chittering just outside Greater Perth's northern metropolitan border.

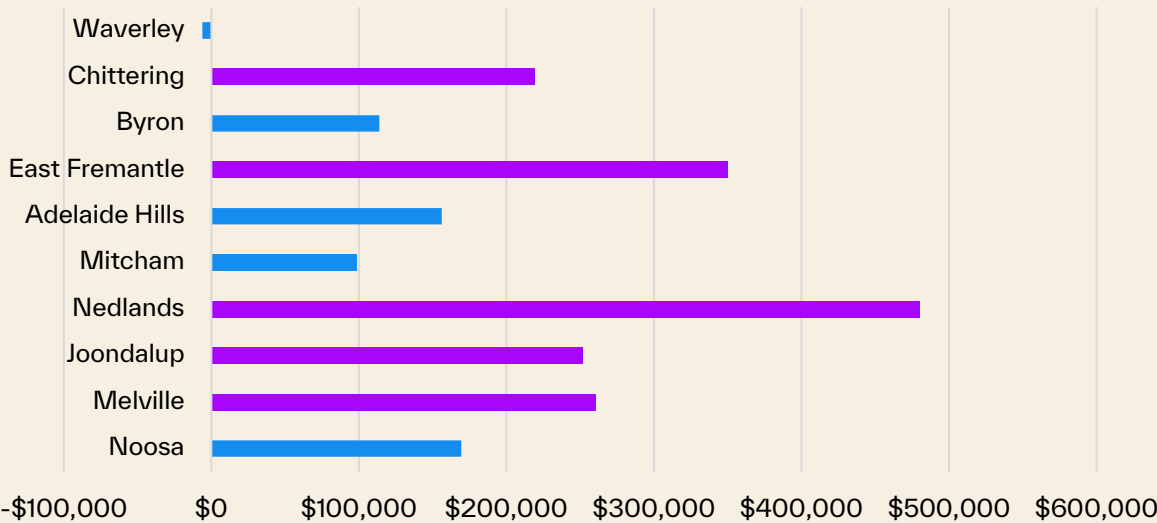
Top 10 LGA markets by highest median nominal gain – March 26 quarter

LGA Name	Capital City / Region	Median profit-making sales result	Median hold period of profit-making sales	Repeat Sales Observations
Noosa	Rest of Qld	\$729,750	8.8	282
Melville	Greater Perth	\$699,000	9.9	285
Joondalup	Greater Perth	\$694,400	10.0	474
Nedlands	Greater Perth	\$680,000	10.4	23
Mitcham	Greater Adelaide	\$672,000	10.1	168
Adelaide Hills	Greater Adelaide	\$670,000	10.1	101
East Fremantle	Greater Perth	\$660,000	6.7	18
Byron	Rest of NSW	\$660,000	9.7	103
Chittering	Rest of WA	\$643,000	11.1	25
Waverley	Greater Sydney	\$620,000	10.9	134

Elsewhere, two higher value LGAs in Adelaide (Mitcham and Adelaide Hills) saw strong profits (with the median dwelling value above \$1.3 million in both regions), while NSW had two LGAs in the top 10, with regional lifestyle market Byron and Waverley in Sydney's eastern suburbs.

WA LGA profits underpinned by strong recent value growth

12 month change in home values in top 10 LGAs for median gain March quarter 2026



Hold Periods

Longer hold periods drove house profitability, while units were impacted by local conditions

Nationally there was relatively little difference in the median hold period for a profitable or loss-making resale in the March quarter, in part reflecting the concentration of losses in a few key unit markets. Overall, the median hold on a profit-making resale was 8.8 years (down from 9.3 years in December), while the median hold period for a loss was unchanged at 8.3 years.

That said, there was a significant difference in hold periods between houses and units. The median hold time of a loss-making unit was 9.0 years in March, somewhat longer (at 8.4 years) than the hold for a profitable resale, with location being a key driver.

In contrast, the median hold for a loss-making house resale was just 4.3 years in March, compared with the 9.1 year hold of a profitable resale. That is equivalent to an initial purchase made between September-November 2021 for the median loss-making house, compared with December 2016-February 2017 for the median profit making one. Cotality's hedonic house value index increased by 73.2% between February 2017 and March 2026, but just 24.0% since November 2021, which highlights the impact that a longer hold period generally has on the probability of a resale.

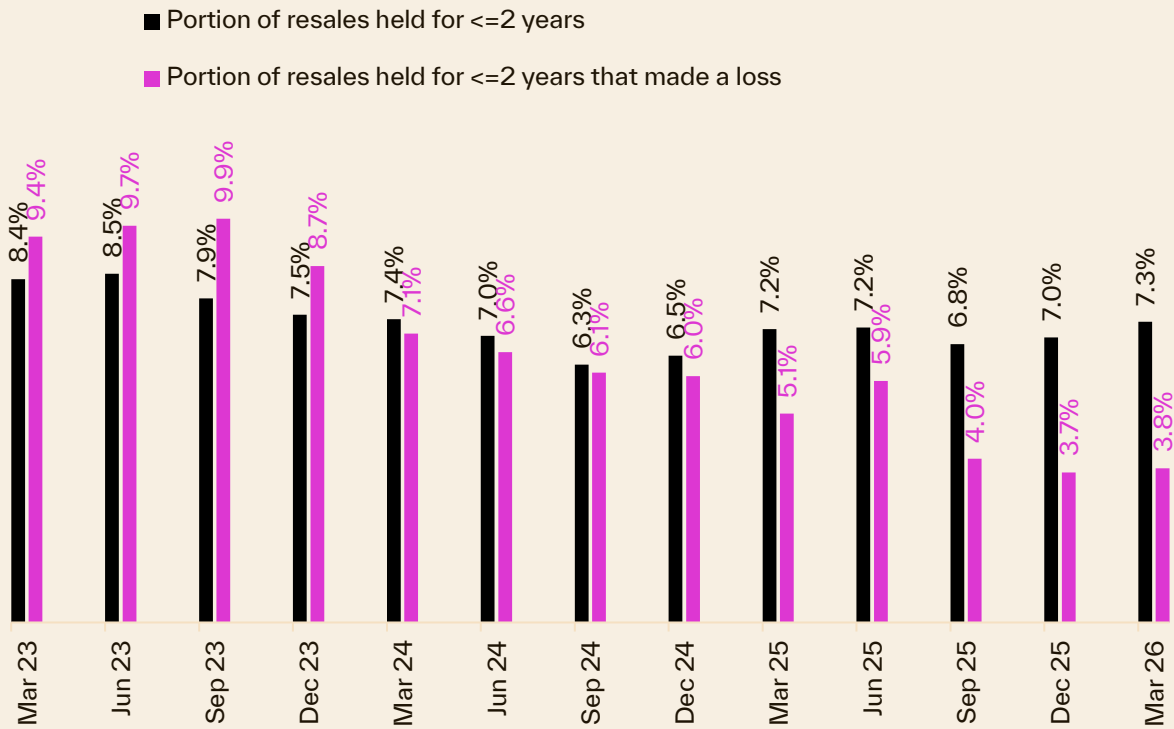
In the March quarter the most common hold period for a dwelling resale was 4 to 6 years, which accounted for 15.7% of all resales, followed by 2 to 4 years (13.3%) and 8 to 10 years (9.9%).

Median hold period of resales at a loss/gain, houses vs. units, March quarter 26

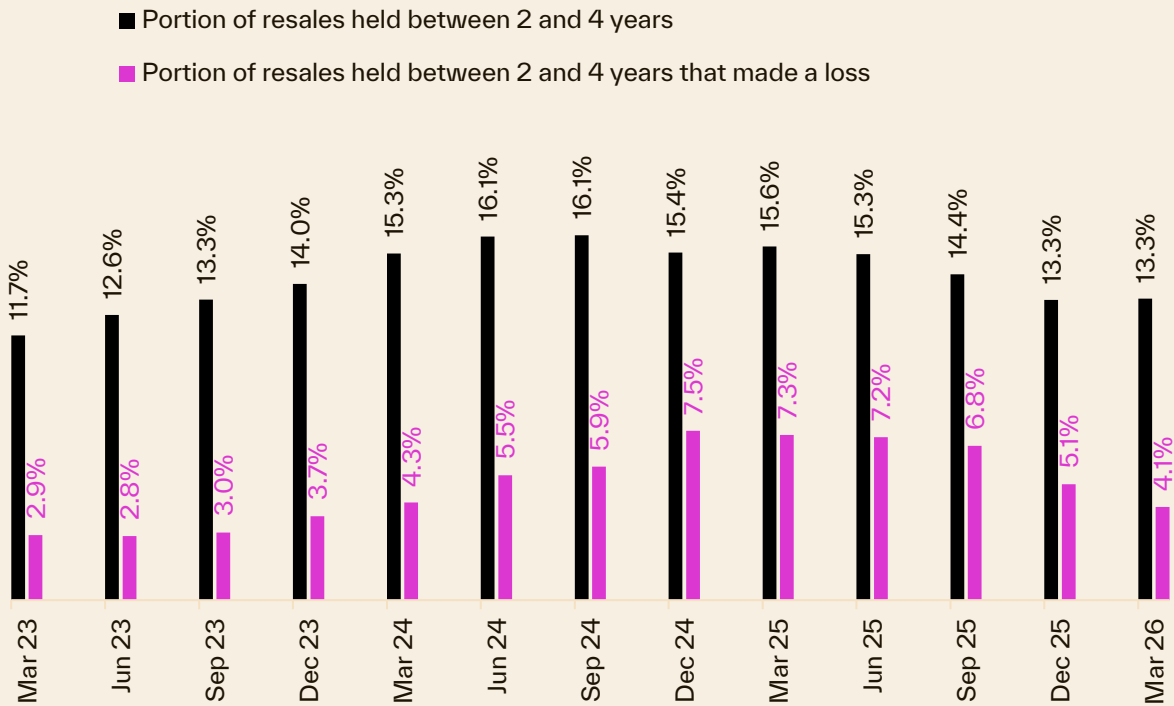
REGION	Pain		Gain	
	Houses	Units	Houses	Units
Sydney	5.7	8.6	10.8	9.4
Regional NSW	4.1	4.3	9.0	7.9
Melbourne	4.0	10.0	10.6	9.4
Regional Vic	3.7	3.6	8.4	8.0
Brisbane	1.8	-	8.5	6.4
Regional Qld	13.6	13.8	7.3	6.1
Adelaide	1.7	-	9.6	7.3
Regional SA	16.0	-	8.3	5.6
Perth	8.4	11.2	8.5	7.3
Regional WA	14.8	16.4	7.5	5.1
Hobart	4.2	-	9.3	8.0
Regional Tas	2.9	-	7.8	6.9
Darwin	11.4	12.1	10.0	10.3
Regional NT	10.3	9.5	13.1	9.4
Canberra	3.8	3.7	10.8	8.5
Cap city	4.2	9.0	9.8	8.8
Regional	4.4	11.4	8.2	7.0
National	4.3	9.0	9.1	8.4

Hold Periods

Two year resales - portion of overall sales, and loss-making sales

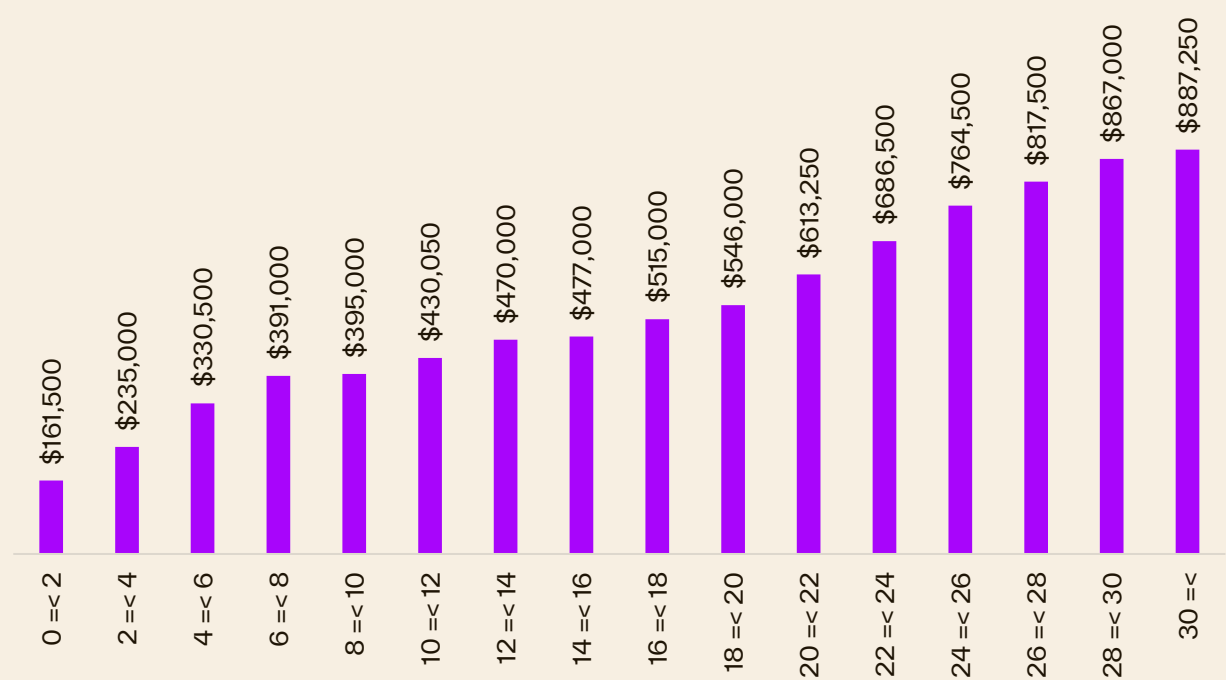


Two to four year resales - portion of overall sales, and loss-making sales

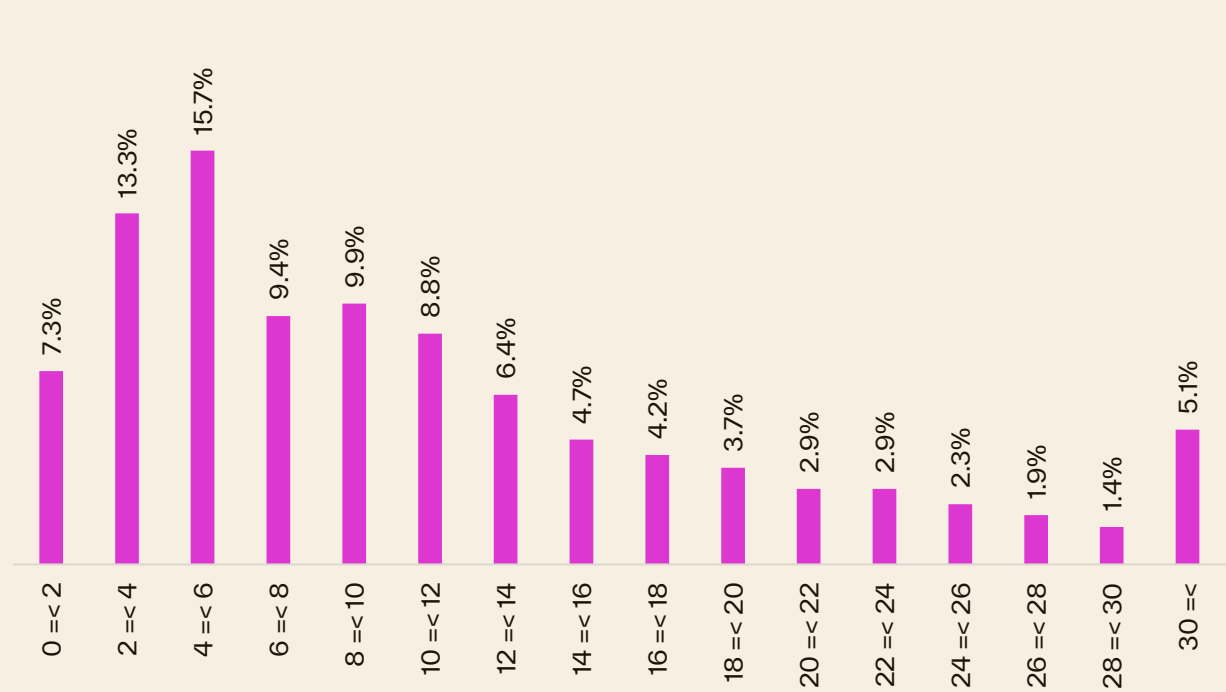


Hold Periods

Median return by hold period – March quarter 2026



Portion of sales by hold period – March quarter 2026

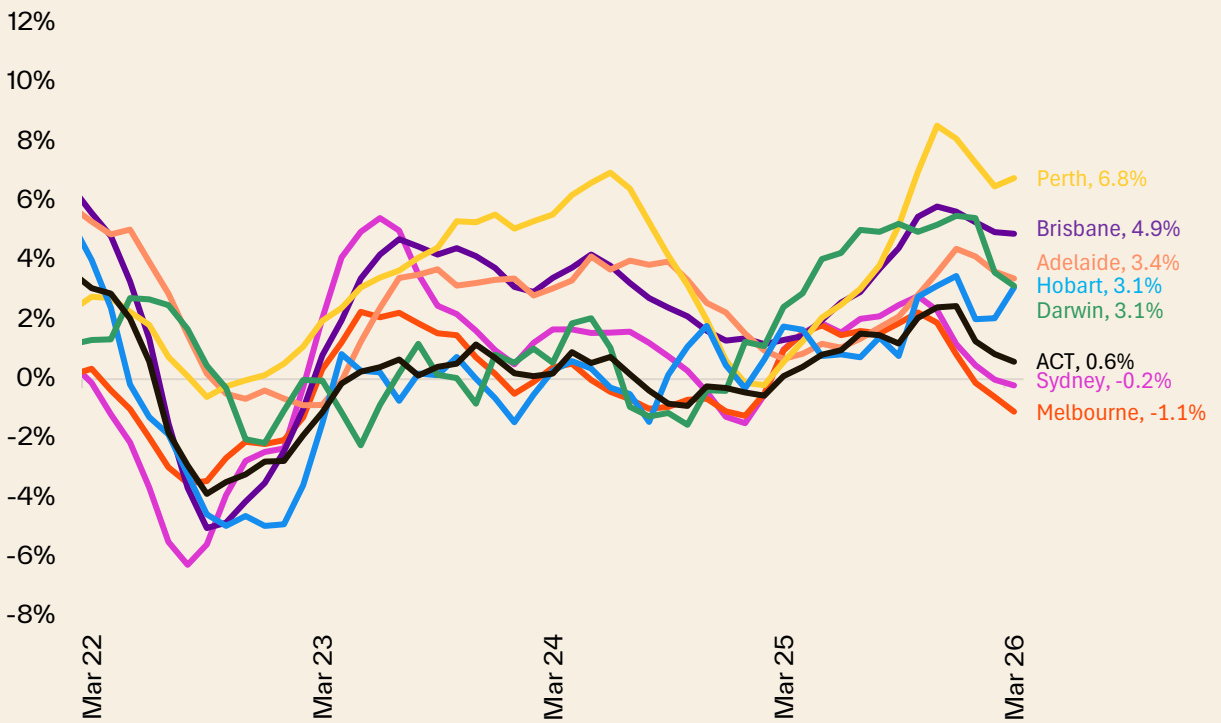


Near-term outlook

Cotality's national hedonic home value index recorded no growth in May, with declines already underway in Sydney and Melbourne. With demand negatively impacted by three interest rate increase by the Reserve Bank so far this year, along with affordability and serviceability constraints, deteriorating consumer sentiment and the likelihood of weaker investor demand following the Federal Budget, the national housing market appears headed for a downturn. Recent historical examples show peak-to-trough declines in the range of 3 to 8%.

While most capital cities (with the notable exception of Melbourne) have seen sizeable increases in home values over the past five years, declining values in the near term will mean that there is less of a clear path to profitability in coming months. That said, conditions are likely to remain divergent between individual city markets and between the houses and unit sectors.

Rolling quarterly change in dwelling values



Summary of profit and loss-making sales by LGA region - Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Bayside	8.1%	8.3	-\$39,900	-\$2,220,988	91.9%	9.3	\$234,500	\$194,724,774
Blacktown	5.8%	4.0	-\$30,000	-\$2,950,834	94.2%	8.1	\$436,000	\$522,485,821
Blue Mountains	2.0%			-\$700,000	98.0%	11.1	\$543,750	\$147,905,528
Burwood	3.8%			-\$185,000	96.2%	10.7	\$221,500	\$28,918,132
Camden	0.3%			-\$105,000	99.7%	7.3	\$535,000	\$175,571,474
Campbelltown	1.5%			-\$658,500	98.5%	10.3	\$508,000	\$250,555,463
Canada Bay	8.2%	9.0	-\$43,500	-\$1,221,512	91.8%	10.4	\$326,000	\$97,581,422
Canterbury-Bankstown	2.9%	8.4	-\$30,000	-\$1,289,187	97.1%	11.4	\$393,000	\$381,456,315
Central Coast	1.7%	4.4	-\$110,000	-\$2,340,090	98.3%	9.9	\$485,000	\$726,369,132
Cumberland	12.0%	8.9	-\$29,750	-\$3,764,216	88.0%	10.3	\$270,000	\$247,756,972
Fairfield	2.1%			-\$500,000	97.9%	12.3	\$577,500	\$216,312,850
Georges River	5.7%	8.9	-\$49,056	-\$1,158,469	94.3%	10.6	\$305,000	\$161,999,716
Hawkesbury	1.0%			-\$165,000	99.0%	10.9	\$540,000	\$120,104,639
Hornsby	4.0%	8.0	-\$40,000	-\$748,500	96.0%	10.6	\$430,000	\$192,619,905
Hunters Hill					100.0%	14.6	\$590,500	\$6,759,000
Inner West	3.9%	10.8	-\$70,000	-\$1,353,300	96.1%	9.6	\$471,250	\$257,757,889
Ku-ring-gai	7.3%	5.7	-\$50,000	-\$697,500	92.7%	10.9	\$272,750	\$79,797,168
Lane Cove	7.3%	4.8	-\$40,000	-\$568,500	92.7%	8.3	\$195,000	\$42,874,393
Liverpool	5.2%	8.7	-\$30,000	-\$1,438,898	94.8%	9.0	\$350,750	\$244,834,924
Mosman	3.4%			-\$45,000	96.6%	10.6	\$402,000	\$30,786,290
North Sydney	5.2%	4.6	-\$39,500	-\$814,800	94.8%	11.2	\$370,000	\$131,089,239
Northern Beaches	2.4%	4.5	-\$15,000	-\$291,000	97.6%	9.5	\$560,000	\$309,932,703
Parramatta	21.2%	9.0	-\$45,000	-\$12,981,862	78.8%	10.7	\$169,500	\$282,104,007
Penrith	0.8%			-\$651,247	99.2%	8.6	\$470,000	\$335,535,142
Randwick	2.4%			-\$459,000	97.6%	11.7	\$522,500	\$153,783,960
Ryde	19.9%	8.6	-\$45,000	-\$4,975,847	80.1%	10.6	\$190,000	\$118,118,794
Strathfield	21.6%	8.4	-\$27,000	-\$1,410,000	78.4%	9.5	\$128,000	\$27,693,400
Sutherland	0.3%			-\$201,000	99.7%	9.4	\$509,500	\$420,070,071
Sydney	12.0%	8.4	-\$40,000	-\$6,244,849	88.0%	11.9	\$315,232	\$329,804,618
The Hills	5.6%	9.3	-\$60,000	-\$1,495,390	94.4%	8.3	\$591,600	\$257,735,919
Waverley	3.7%			-\$409,823	96.3%	10.9	\$620,000	\$89,315,835
Willoughby	1.6%			-\$345,000	98.4%	11.2	\$355,000	\$60,266,848
Wollondilly	2.5%			-\$455,500	97.5%	8.1	\$515,000	\$90,546,478
Woollahra	1.2%			-\$55,000	98.8%	10.2	\$512,000	\$47,980,000

Summary of profit and loss-making sales by LGA region - Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Banyule	5.1%	4.8	-\$44,225	-\$1,038,705	94.9%	11.2	\$375,100	\$133,831,782
Bayside	8.3%	4.0	-\$58,000	-\$1,143,505	91.7%	12.6	\$563,000	\$136,161,426
Boroondara	18.9%	10.0	-\$47,500	-\$4,962,446	81.1%	13.0	\$318,000	\$181,182,952
Brimbank	1.8%			-\$560,400	98.2%	10.5	\$250,000	\$142,544,063
Cardinia	1.3%			-\$329,000	98.7%	7.6	\$240,800	\$98,365,862
Casey	1.7%	4.0	-\$64,000	-\$976,900	98.3%	8.8	\$300,000	\$340,802,578
Darebin	5.9%	6.6	-\$37,500	-\$1,078,600	94.1%	10.9	\$275,500	\$173,096,036
Frankston	1.4%			-\$432,048	98.6%	9.7	\$355,000	\$224,291,507
Glen Eira	10.6%	8.3	-\$37,500	-\$2,143,141	89.4%	12.6	\$331,500	\$201,985,273
Greater Dandenong	3.4%	8.7	-\$27,000	-\$571,990	96.6%	11.2	\$280,000	\$134,665,358
Hobsons Bay	5.1%	4.6	-\$33,000	-\$634,000	94.9%	11.1	\$330,000	\$104,408,787
Hume	2.5%	3.9	-\$45,000	-\$783,539	97.5%	8.9	\$240,000	\$175,049,409
Kingston	5.4%	3.6	-\$35,000	-\$1,568,250	94.6%	9.9	\$265,000	\$221,877,013
Knox	3.1%	4.9	-\$39,750	-\$704,112	96.9%	11.4	\$370,000	\$193,029,010
Macedon Ranges	5.6%			-\$562,500	94.4%	10.0	\$380,000	\$43,131,000
Manningham	12.7%	5.0	-\$50,000	-\$2,155,300	87.3%	11.7	\$365,250	\$143,580,673
Maribyrnong	12.9%	8.3	-\$29,500	-\$1,755,116	87.1%	10.3	\$173,000	\$99,154,918
Maroondah	1.8%			-\$266,000	98.2%	10.3	\$297,000	\$154,544,840
Melbourne	45.1%	11.4	-\$61,000	-\$20,716,597	54.9%	11.9	\$72,000	\$77,801,420
Melton	3.1%	2.7	-\$47,000	-\$729,500	96.9%	6.8	\$200,625	\$122,920,471
Monash	10.2%	7.8	-\$31,500	-\$2,512,458	89.8%	11.5	\$387,500	\$230,065,971
Moonee Valley	15.9%	8.6	-\$47,000	-\$3,757,498	84.1%	10.9	\$294,000	\$166,287,082
Moorabool	3.4%			-\$209,000	96.6%	9.0	\$259,500	\$34,426,200
Moreland	11.6%	8.2	-\$38,750	-\$3,932,720	88.4%	9.8	\$197,000	\$202,841,378
Mornington Peninsula	3.9%	3.7	-\$41,875	-\$1,777,775	96.1%	10.5	\$430,000	\$317,941,996
Nillumbik	1.9%			-\$140,000	98.1%	11.7	\$508,500	\$84,220,907
Port Phillip	23.3%	8.8	-\$35,500	-\$6,654,394	76.7%	11.4	\$115,000	\$118,765,351
Stonnington	30.2%	10.9	-\$50,000	-\$7,776,132	69.8%	10.6	\$133,500	\$104,101,413
Whitehorse	10.7%	6.1	-\$35,000	-\$1,937,802	89.3%	11.6	\$466,500	\$219,083,930
Whittlesea	2.0%	3.9	-\$15,000	-\$218,443	98.0%	8.7	\$270,000	\$162,677,778
Wyndham	1.5%	3.6	-\$15,000	-\$590,050	98.5%	8.2	\$220,000	\$229,955,189
Yarra	22.8%	9.2	-\$40,000	-\$4,592,653	77.2%	10.8	\$230,000	\$142,026,728
Yarra Ranges	3.6%	3.9	-\$54,780	-\$1,457,780	96.4%	11.4	\$392,750	\$198,963,327

Summary of profit and loss-making sales by LGA region - Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brisbane	0.2%			-\$635,500	99.8%	8.9	\$540,000	\$2,931,977,532
Ipswich	0.4%			-\$206,500	99.6%	5.7	\$484,000	\$468,046,338
Lockyer Valley	1.4%			-\$240,000	98.6%	7.3	\$471,000	\$68,216,287
Logan	0.2%			-\$22,000	99.8%	7.8	\$525,000	\$694,964,554
Moreton Bay	0.1%			-\$52,000	99.9%	6.9	\$533,500	\$980,569,445
Redland	0.3%			-\$202,000	99.7%	7.6	\$540,000	\$378,009,466
Scenic Rim					100.0%	6.9	\$522,500	\$88,694,065
Somerset					100.0%	4.6	\$435,000	\$46,824,855



Summary of profit and loss-making sales by LGA region - Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Adelaide	2.0%			-\$87,847	98.0%	7.6	\$203,000	\$59,838,971
Adelaide Hills					100.0%	10.1	\$670,000	\$69,772,639
Adelaide Plains					100.0%	11.5	\$610,000	\$18,281,050
Burnside					100.0%	8.6	\$618,000	\$107,526,635
Campbelltown					100.0%	8.6	\$529,000	\$70,736,541
Charles Sturt	1.6%			-\$475,500	98.4%	7.2	\$465,000	\$202,435,659
Gawler	1.1%			-\$33,000	98.9%	7.0	\$402,750	\$42,180,362
Holdfast Bay					100.0%	8.4	\$483,000	\$89,197,902
Marion	0.3%			-\$111,500	99.7%	9.5	\$506,384	\$169,330,640
Mitcham	0.6%			-\$145,000	99.4%	10.1	\$672,000	\$123,632,955
Mount Barker					100.0%	7.8	\$459,000	\$55,747,900
Norwood Payneham and St Peters					100.0%	8.7	\$510,000	\$71,762,400
Onkaparinga	0.9%			-\$675,500	99.1%	10.1	\$511,000	\$284,789,155
Playford	0.8%			-\$449,000	99.2%	6.8	\$415,000	\$150,985,314
Port Adelaide Enfield	0.8%			-\$352,900	99.2%	9.7	\$480,000	\$197,786,100
Prospect	3.0%			-\$75,000	97.0%	8.9	\$480,375	\$40,882,070
Salisbury	0.5%			-\$371,000	99.5%	9.5	\$455,000	\$177,614,405
Tea Tree Gully	0.4%			-\$35,325	99.6%	11.2	\$516,500	\$134,614,288
Unley					100.0%	9.4	\$509,500	\$80,530,179
Walkerville					100.0%	10.9	\$390,700	\$12,919,219
West Torrens	1.1%			-\$151,000	98.9%	9.5	\$500,000	\$106,971,190

Summary of profit and loss-making sales by LGA region - Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Armadale	1.3%			-\$594,500	98.7%	7.2	\$460,000	\$155,130,708
Bassendean					100.0%	11.8	\$521,100	\$38,436,760
Bayswater	1.2%			-\$118,500	98.8%	9.7	\$455,750	\$129,927,678
Belmont	1.5%			-\$450,000	98.5%	7.4	\$335,000	\$79,185,501
Cambridge	5.3%			-\$350,000	94.7%	9.2	\$420,000	\$32,634,630
Canning	0.4%			-\$45,000	99.6%	9.4	\$495,050	\$164,778,206
Claremont	5.4%			-\$215,000	94.6%	8.7	\$323,000	\$17,598,396
Cockburn	1.7%			-\$510,250	98.3%	7.7	\$524,500	\$188,340,830
Cottesloe					100.0%	13.2	\$470,750	\$10,176,500
East Fremantle	5.6%			-\$50,000	94.4%	6.7	\$660,000	\$12,633,800
Fremantle	0.8%			-\$10,000	99.2%	6.8	\$480,000	\$76,099,725
Gosnells	2.1%			-\$581,400	97.9%	9.7	\$485,000	\$172,020,148
Joondalup	0.6%			-\$340,049	99.4%	10.0	\$694,400	\$347,934,500
Kalamunda	0.6%			-\$125,000	99.4%	9.8	\$521,250	\$96,502,361
Kwinana	1.2%			-\$170,500	98.8%	4.8	\$420,000	\$71,755,689
Mandurah	0.6%			-\$182,001	99.4%	5.1	\$428,000	\$224,029,435
Melville	0.4%			-\$123,000	99.6%	9.9	\$699,000	\$212,831,641
Mosman Park					100.0%	13.2	\$463,750	\$19,936,210
Mundaring	0.9%			-\$145,000	99.1%	9.1	\$608,380	\$68,225,509
Murray	1.4%			-\$95,000	98.6%	6.2	\$457,500	\$36,064,056
Nedlands					100.0%	10.4	\$680,000	\$17,475,100
Peppermint Grove					100.0%			\$1,093,000
Perth	4.1%	12.8	-\$105,000	-\$1,220,225	95.9%	11.1	\$188,500	\$68,765,969
Rockingham	1.2%			-\$666,500	98.8%	6.6	\$463,000	\$242,179,020
Serpentine-Jarrahdale	1.2%			-\$12,500	98.8%	6.5	\$507,500	\$47,512,120
South Perth					100.0%	6.7	\$430,000	\$75,815,970
Stirling	0.6%			-\$460,824	99.4%	8.7	\$497,122	\$494,968,071
Subiaco	3.2%			-\$46,500	96.8%	10.8	\$336,000	\$29,319,522
Swan	1.6%			-\$649,274	98.4%	6.7	\$476,000	\$244,481,555
Victoria Park	0.7%			-\$90,000	99.3%	9.8	\$372,000	\$69,420,738
Vincent	1.5%			-\$199,000	98.5%	8.4	\$315,000	\$91,549,895
Wanneroo	0.7%			-\$259,500	99.3%	6.8	\$525,000	\$322,699,065

Hobart, Darwin and the ACT

Summary of profit and loss-making sales by LGA region – Q1 2026

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Brighton	2.4%			-\$25,000	97.6%	6.2	\$204,000	\$10,499,200
Clarence	3.6%			-\$360,200	96.4%	8.8	\$335,000	\$67,393,333
Derwent Valley	2.6%			-\$105,000	97.4%	7.5	\$274,500	\$10,418,463
Glenorchy	1.0%			-\$14,000	99.0%	9.2	\$339,000	\$61,534,280
Hobart	7.9%	4.3	-\$44,500	-\$704,200	92.1%	11.0	\$392,000	\$65,223,590
Kingborough	0.8%			-\$61,600	99.2%	9.0	\$380,000	\$48,439,345
Sorell					100.0%	7.3	\$310,000	\$16,729,156

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
Darwin	16.5%	12.1	-\$49,750	-\$4,568,700	83.5%	9.2	\$137,500	\$74,157,423
Litchfield	12.3%			-\$468,800	87.7%	12.5	\$300,000	\$20,801,934
Palmerston	5.2%	12.6	-\$32,000	-\$698,095	94.8%	10.2	\$190,000	\$64,857,909

	GROSS LOSS-MAKING SALES				GROSS PROFIT-MAKING SALES			
	% of all sales	Median hold period	Median loss	Total value of loss	% of all sales	Median hold period	Median profit	Total value of profit
ACT	5.8%	3.7	-\$25,050	-\$4,203,324	94.2%	9.7	\$309,500	\$670,253,853

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