
Research

Pain and Gain Report

AUSTRALIA | JUNE 2025

Data for the March 2025 quarter





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National overview

Cotality data shows 86,000 dwellings resold across Australia in the March quarter of 2025. These resales provide insight into the level of profit and loss among home sellers, as well as insightful characteristics of the resales market, such as hold periods amid changing market conditions. The analysis revealed:

- The portion of profit-making sales nationally was 94.9%. This was steady on the December result, which revised up slightly from the previous edition of this report.
- Despite the share of profitability remaining stable, there was a slight drop in the median nominal gain. The median profit nationally was \$305,000, down from \$310,000 in the previous quarter. This marks the first financial quarter since March 2023 that median nominal gains fell.
- Sellers also made slightly smaller losses in the March quarter. Of the 5.1% of home sales that made a loss, the median was \$44,000, down from \$45,000 in the December quarter.
- Gross profits from resale in the March quarter are estimated to be \$31.7 billion, down from \$36.6 billion in the December quarter, but up from \$30.2 billion in the March quarter of 2024.
- Total losses are estimated to be \$258 million, down from \$298 million in the previous quarter and \$270 million in the March quarter of 2024.
- The median hold period on homes sold in the March quarter was 8.8 years, or an initial purchase date of early 2016. Loss-making sales had a shorter period of 7.5 years, while profit-making resales were held for a median of 8.9 years.
- The rate of profit-making resales was once again higher across the regions (96.5%) than in capital cities (93.9%), which has been the case since the March quarter of 2019.
- Profitability improved across the unit sector from 89.9% in the previous quarter to 90.1%. Profit-making resales across the house sector remained steady over the quarter, at 97.2%.

RATE OF PROFIT AND LOSS



PROFIT-MAKING REALES RATE

94.9%

LOSS-MAKING REALES RATE

5.1%

MEDIAN RETURNS



MEDIAN GAIN

\$305,000

MEDIAN LOSS

\$44,000

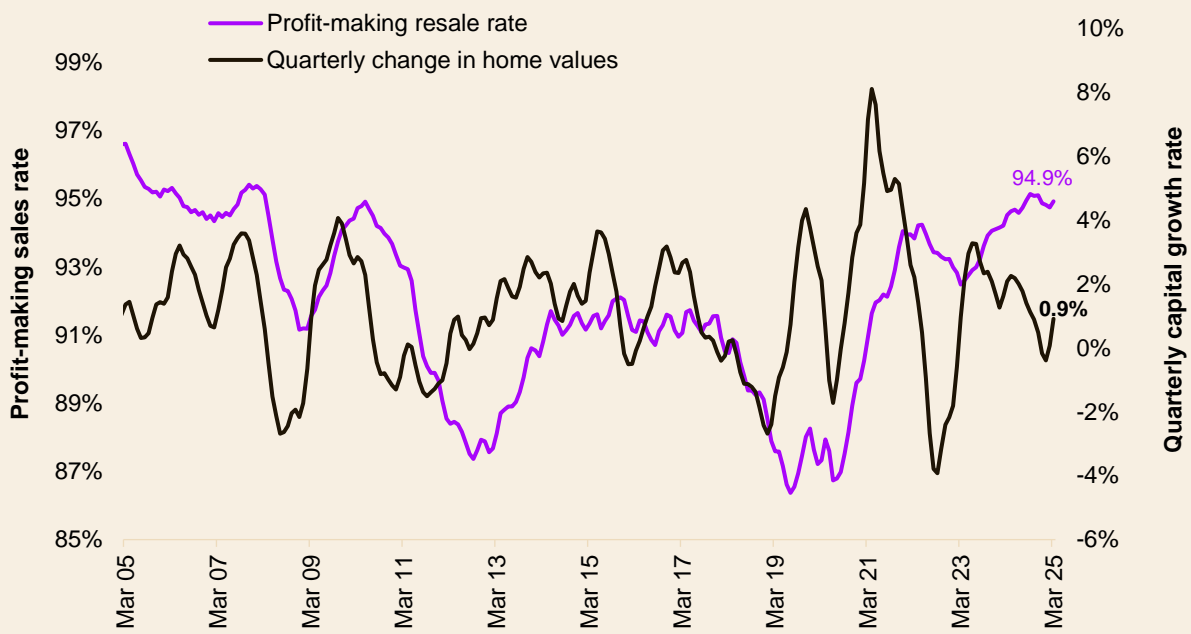
National overview

Profitability holds steady in the March quarter, but expected to rise throughout the year

The portion of profit-making sales nationally was 94.9% in the March quarter. This was steady on the December result, which revised up slightly from the initial release of the previous report.

Profit-making sales closely mirrored home value movements at the end of 2024, dipping briefly before bouncing back. As national home values edged lower through late 2024, the share of profit-making resales softened slightly, from 95.1% in the September quarter to 94.7% by February 2025. But the pullback was short and shallow, with profitability already on the rebound, rising to 94.9% in March quarter alongside a 0.9% lift in home values in the same period.

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



The late-year dip was flagged in the previous edition of this report. Stretched affordability, elevated interest rates, cost-of-living pressures and softer overseas migration all likely weighed on housing demand, and pushed home values and profitability lower. But the tide is turning, as cash rate cuts in February and May have started to unlock higher housing demand. With national home values lifting another 1.3% in the three months to May, profitability is poised to strengthen further in the June quarter.

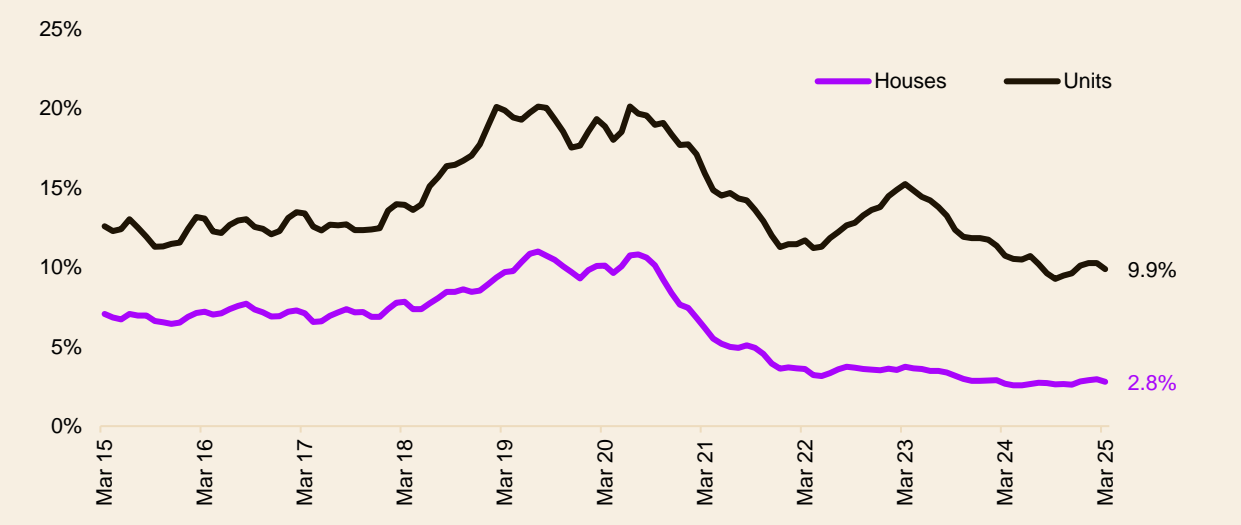
The median value of gross profit took a slight hit in the March quarter, with slowing growth in home values at the very start of the year potentially eroding some of the median gain. The median nominal gain reduced to \$305,000 nation-wide, the first decline in profit for a financial quarter since March 2023.

The composition of resales may have also contributed to lower median gains in the quarter. For example, a smaller portion of resales in the quarter took place across the capital cities, and the portion of resales in Sydney was lower, from 16.2% in the December quarter to 15.8% in the first quarter of 2025. The share of unit sales was also a little higher quarter on quarter, at 32.2% compared to 31.8% at the end of last year.

National overview

Houses continued to outperform units in the March 2025 quarter, with 97.2% of house resales delivering a profit, compared to 90.1% of unit sales. The difference in returns was striking over the March quarter, with the median gain on houses at \$355,000, around 73% higher than the \$205,000 median gain for units. Interestingly, despite the wide gap in gains, the median loss was nearly identical. The median loss was \$45,000 for houses and \$44,000 for units.

Rolling three month rate of loss-making sales – houses versus units, national



Proportion of total resales at a loss/gain, houses vs. units, March 2025 QTR

	HOUSES		UNITS	
	Pain	Gain	Pain	Gain
Sydney	1.6%	98.4%	12.0%	88.0%
Rest of NSW	3.0%	97.0%	3.1%	96.9%
Melbourne	4.5%	95.5%	22.5%	77.5%
Rest of Vic.	5.1%	94.9%	5.5%	94.5%
Brisbane	0.3%	99.7%	0.3%	99.7%
Rest of Qld	1.9%	98.1%	3.8%	96.2%
Adelaide	1.0%	99.0%	1.4%	98.6%
Rest of SA	1.7%	98.3%	7.4%	92.6%
Perth	1.2%	98.8%	4.2%	95.8%
Rest of WA	5.3%	94.7%	10.1%	89.9%
Hobart	4.0%	96.0%	6.7%	93.3%
Rest of Tas.	4.3%	95.7%	6.6%	93.4%
Darwin	18.8%	81.3%	43.0%	57.0%
Rest of NT	20.2%	79.8%	37.8%	62.2%
Australian Capital Territory	4.8%	95.2%	6.5%	93.5%
National	2.8%	97.2%	9.9%	90.1%
Cap city	2.4%	97.6%	11.7%	88.3%
Regional	3.3%	96.7%	4.3%	95.7%

National overview

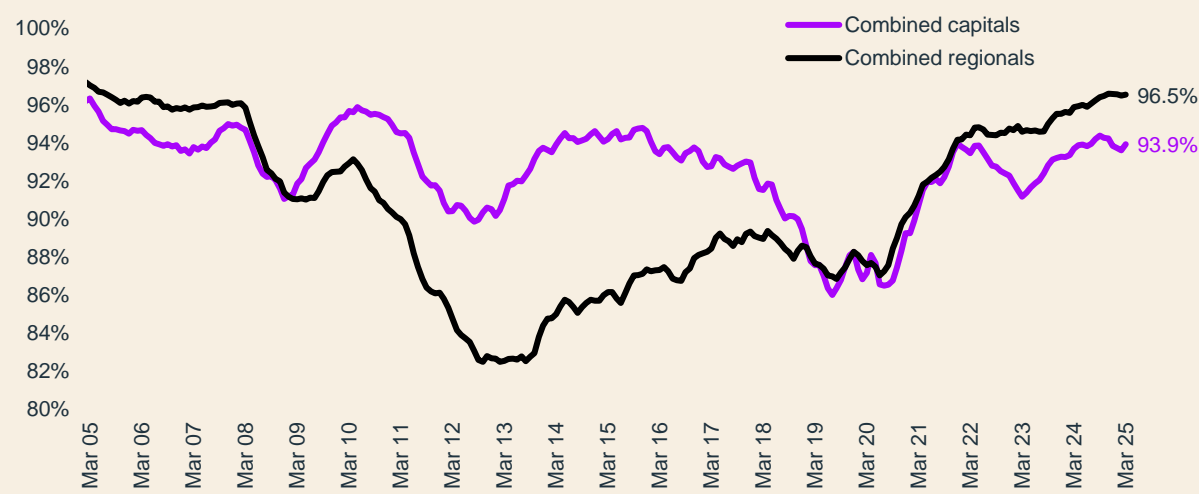
Profitability has remained stronger in regional Australia than in capital cities, reflecting broader trends in dwelling value growth. In the March quarter, 96.5% of regional resales achieved a nominal gain, compared to 93.9% in capital cities. Since the onset of the pandemic upswing, regional markets have consistently achieved higher profit rates and larger value increases.

From March 2020 to March 2025, regional home values climbed 58.7%, well ahead of the 35.2% increase across capital cities. Beyond the capitals, some of the strongest capital gains have emerged from lifestyle-driven regional markets.

Regional hotspots such as Noosa, Busselton, Grant, and the Sunshine Coast have delivered some of the biggest profit uplifts in Australia. In these markets, median resale profits surpassed \$400,000 in the March quarter of 2025, a staggering increase compared to five years ago (see table below).

The outsized gains reflect not just price growth, but the enduring appeal of lifestyle locations through and beyond the pandemic. Aside from the LGA of Light in SA, each of the below LGA markets are coastal, and have seen substantial capital gains in the past five years. In Augusta Margaret River and Busselton, dwelling values have more than doubled.

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



Post-pandemic profitability: Which regional markets had the biggest uplift in profit?				
Median profit - March 2020 versus March 2025. Based on all dwelling resales by regional LGA				
Region	LGA Name	Median nominal gain in March 2020 qtr	Median nominal gain in March 2025 qtr	Change in median gain from resale (\$)
Rest of Qld	Noosa	\$ 239,250	\$ 617,500	\$ 378,250
Rest of WA	Busselton	\$ 70,000	\$ 433,500	\$ 363,500
Rest of SA	Grant	\$ 100,000	\$ 455,000	\$ 355,000
Rest of Qld	Sunshine Coast	\$ 132,750	\$ 447,750	\$ 315,000
Rest of SA	Light	\$ 70,000	\$ 380,000	\$ 310,000
Rest of WA	Augusta Margaret River	\$ 55,000	\$ 365,000	\$ 310,000
Rest of NSW	Tweed	\$ 175,000	\$ 483,750	\$ 308,750
Rest of Qld	Gold Coast	\$ 112,500	\$ 421,000	\$ 308,500
Rest of SA	Victor Harbor	\$ 63,500	\$ 359,250	\$ 295,750
Rest of NSW	Byron	\$ 402,000	\$ 695,000	\$ 293,000

National overview

The value growth trend in regional Australia has continued to surpass the capitals in 2025, with regional values rising 2.6% year to date, versus 1.6% across the capitals. Given this continued outperformance, it is likely that regional markets will maintain a higher incidence of profit-making resales in the near term.

Loss-making sales

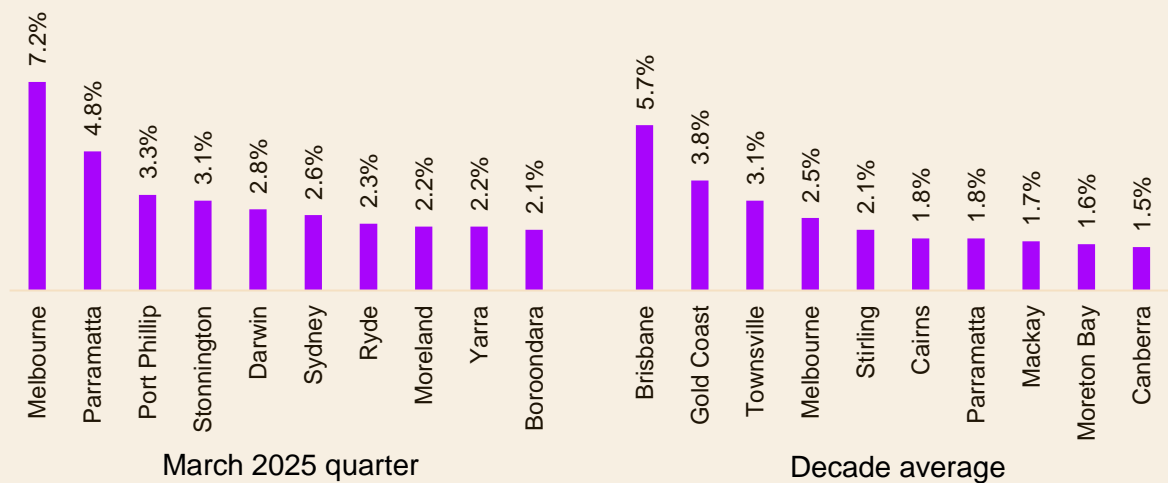
Of the 86,363 resales analysed in the March 2025 quarter, 5.1% sold for less than their previous purchase price (just under 4,400 properties). Units made up a disproportionately large share, accounting for 62.6% of all loss-making sales. This aligns with a persistent underperformance in the unit sector: over the decade to March 2025, national house values rose 80.2%, more than twice the 37.7% gain in unit values.

Much of this trend stems from markets weighed down by oversupply and weak growth. Several large apartment markets that saw a building boom in the late 2010s have yet to recover materially. Notably, more than one in four unit resales that made a loss occurred in just four LGAs (Melbourne, Parramatta, Port Phillip, and Stonnington) where nominal unit values have grown by just 2.0% on average over the past decade.

Zooming out, the Melbourne LGA accounted for 7.2% of all loss-making resales nationally, followed by Parramatta (4.8%) and Stonnington (3.1%). Several other LGAs also featured prominently, including Darwin, Sydney, Ryde, Moreland, Yarra, Boroondara, and Canberra, each contributing around 2.0% of the national total.

The spatial pattern of losses has changed notably over time. Charts below compare the March quarter's loss-making hotspots with the average distribution over the past decade. Previously, losses were more widely dispersed, with Queensland markets like Brisbane and the Gold Coast commonly featuring due to past oversupply. Resource-based regions such as Townsville, Mackay, and Stirling in WA also recorded heightened loss rates during the mining downturn of the mid-to-late 2010s. However, these states have more recently benefited from elevated levels of interstate and overseas migration, a strong commodities cycle, and a 'catch up' in prices, which have trended higher off a low base. This has created a substantial turnaround in profitability and reduced the representation of these regions in loss-making sales.

Top 10 LGA markets by share of loss-making sales (Current quarter versus decade average)



Losses in 2025 appear more geographically concentrated overall. The top 10 LGAs by volume of loss-making sales in March accounted for roughly one-third of the national total, compared to around a quarter on average over the past decade.

Hold Periods

Two to four year hold periods account for highest share of resales

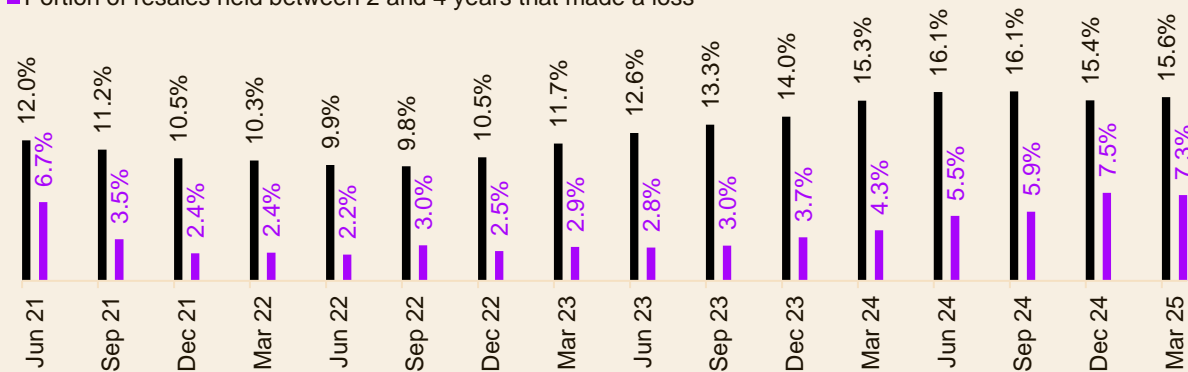
The national median hold period for resales in the March 2025 quarter was 8.8 years, pointing to an initial purchase around the June 2016 quarter. Over that timeframe, national home values have risen by 58.4%, helping to underpin strong resale profitability.

Properties held for longer periods that still recorded a loss were often purchased during the mining boom of the early 2010s, particularly in regional markets across WA, SA, and QLD. The longest median hold periods among loss-making sales were seen in regional SA (13.6 years) and regional WA (13.5 years). Outside these outliers, longer ownership periods generally improve the likelihood of a profitable sale, by insulating sellers from short-term market swings and capturing long-term growth.

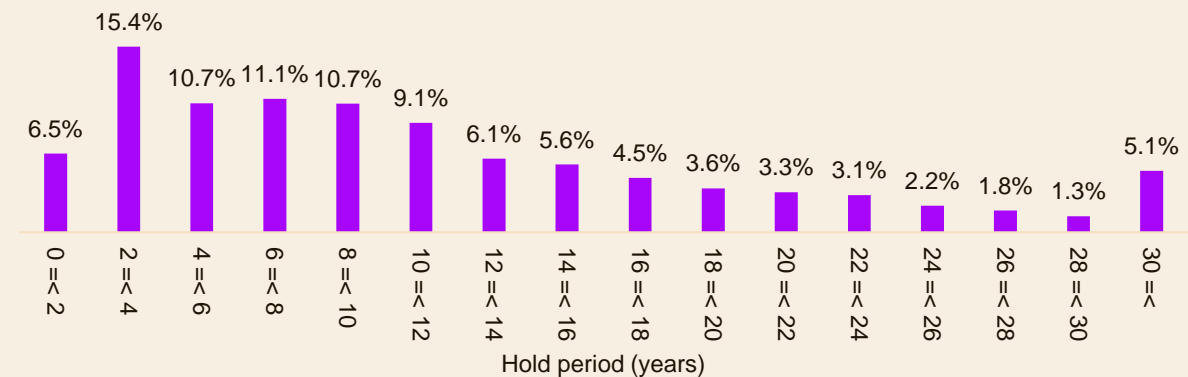
Short-term resales, however, saw a slight resurgence in the March quarter. Resales held between two and four years made up the largest share at 15.6%, rising slightly from 15.4% in the previous quarter, but easing from 16.1% in mid-to-late 2024. This group of sales had a higher-than-average loss rate of 7.3%. This is understandable given the cash rate hiking cycle from May 2022 to November 2023, which created a short, sharp downturn in housing values. Resales in this period contributed to over a quarter of all loss-making sales in the three months to March 2025.

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

- Portion of resales held between 2 and 4 years
- Portion of resales held between 2 and 4 years that made a loss



Share of resales by hold period



The bump in short-term resales may be an overhang from low interest, fixed-term home loans secured through the pandemic. March 2025 marks three years from the tail end of low fixed loan offerings, and the expiry of these terms may have prompted some short-term resale, especially if the homes had gained substantial value since that time.

City and Regional Summaries

A summary of profit and loss for Q1 2025 across the combined capital cities and regions of Australia is presented in the table below.

	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	7.7%	7.6	-\$43,000	-\$61,215,088	92.3%	10.1	\$368,000	\$6,042,404,257
Rest of NSW	3.1%	3.1	-\$43,750	-\$21,389,013	96.9%	8.7	\$312,500	\$3,788,313,453
Melbourne	11.3%	7.6	-\$42,500	-\$88,115,556	88.7%	10.1	\$285,000	\$4,897,714,409
Rest of Vic.	5.2%	3.0	-\$37,000	-\$14,398,887	94.8%	8.9	\$220,000	\$1,398,092,988
Brisbane	0.3%	2.5	-\$35,000	-\$1,137,759	99.7%	7.9	\$375,000	\$4,078,262,524
Rest of Qld	2.4%	13.1	-\$55,000	-\$20,250,623	97.6%	7.1	\$286,100	\$4,320,808,741
Adelaide	1.1%	7.4	-\$40,000	-\$2,750,502	98.9%	8.7	\$385,000	\$1,819,239,795
Rest of SA	2.1%	13.6	-\$55,000	-\$2,208,580	97.9%	8.7	\$214,000	\$375,418,782
Perth	2.1%	10.8	-\$46,000	-\$12,485,574	97.9%	9.2	\$305,000	\$3,193,052,659
Rest of WA	5.8%	13.5	-\$60,000	-\$10,902,961	94.2%	8.0	\$205,000	\$580,498,605
Hobart	4.6%	2.8	-\$32,500	-\$1,587,721	95.4%	9.2	\$289,000	\$216,023,688
Rest of Tas.	4.6%	2.9	-\$40,000	-\$2,584,989	95.4%	8.0	\$245,000	\$268,265,748
Darwin	26.2%	10.5	-\$51,000	-\$12,691,351	73.8%	10.3	\$121,000	\$108,163,902
Rest of NT	25.4%	11.5	-\$30,500	-\$1,129,411	74.6%	10.4	\$92,500	\$12,014,910
ACT	5.5%	2.9	-\$41,000	-\$4,954,977	94.5%	9.8	\$300,000	\$565,543,598
Cap city	6.1%	7.8	-\$43,350	-\$184,938,528	93.9%	9.4	\$335,000	\$20,920,404,832
Regional	3.5%	4.0	-\$45,000	-\$72,864,464	96.5%	8.1	\$268,750	\$10,743,413,227
National	5.1%	7.5	-\$44,000	-\$257,802,992	94.9%	8.9	\$305,000	\$31,663,818,059

Brisbane led the nation in profitability over the March 2025 quarter, outperforming every capital city and regional market. Across both houses and units, 99.7% of resales made a nominal gain, up from 99.6% of dwellings in the previous quarter. This coincided with a 1.0% rise in city-wide home values. The 99.7% represents a record high rate of profitability for Brisbane. The small handful of loss-making resales were associated with a low median hold period of just 2.5 years.

The city has held the top spot for resale profitability since October 2024, overtaking Adelaide, which has seen a modest dip in profit-making sales in recent months.

For Brisbane home sellers, the real turnaround has been in the unit sector. After bottoming out at just 58.9% profitability in mid-2020, the unit market has surged to near parity with houses, marking a remarkable recovery. Median gains from resale remained much stronger in the house market however, at \$450,000. This is almost twice the median gain from units in the March quarter, which was \$263,000.

Adelaide recorded the second-highest rate of profit-making resales in the March 2025 quarter, with 98.9% of transactions delivering a nominal gain. This was a modest decline from 99.2% in the previous quarter and a recent peak of 99.4% in September 2024.

Adelaide overtook Sydney for the highest median nominal gain from dwelling resales among capital cities in the March quarter, a title held in Sydney since August 2014.

City and Regional Summaries

This shift is partly compositional: the median nominal gain across all Adelaide resales reached \$385,000, edging ahead of \$368,000 in Sydney. However, when focusing on houses specifically, Sydney remained the national leader, with a median resale profit of \$641,000, compared to \$432,500 in Adelaide.

As with the previous quarter, **Regional SA** was the most profitable dwelling market across the regions, owing to a strong uplift in home values through the pandemic period, and a further 3.0% value rise in the March quarter. Of home sellers in the region, 97.9% made a nominal gain, up from 97.8% in the previous quarter. The record rate of profitability stands at 99% 20 years ago, in the March quarter of 2005.

Perth recorded the third-highest rate of profit-making dwelling sales in the March quarter, with 97.9% of resales achieving a nominal gain. This marked a 20 basis point increase from the previous quarter, though still shy of the record 99.2% reached in 2009 during the mining boom.

Among capital cities, Perth has seen the most significant value gains since the pandemic, driving a remarkable turnaround in resale outcomes. The share of profit-making sales has surged by more than 40 percentage points, up from a low of 57.8%.

By dwelling type, 98.8% of house resales made a profit, slightly down from 99.0%, while profit-making unit sales rose from 94.6% to 95.8%, suggesting momentum is building even in the apartment sector.

At the other end of the spectrum, **Darwin** posted the highest rate of loss-making resales, with 26.2% of sales recording a nominal loss in the March quarter. The elevated rate reflects a prolonged downturn in values following the end of the resources boom. As of March 2025, Darwin home values remained 4.5% below their May 2014 peak.

Signs of a turnaround have emerged in this market. Darwin saw the largest quarterly drop in loss-making sales, down 240 basis points, coinciding with a 2.7% rise in values early in the year. With prices climbing a further 4.3% in the three months to May, a stronger uplift in resale profitability is likely in the June quarter.

The **Regional NT** market was the only rest of state region to see a profit-making resales rate below 90%, which did deteriorate slightly in the quarter by a further 120 basis points.

Melbourne recorded the second-highest rate of loss-making resales of the cities in the March 2025 quarter, at 11.3%. Aside from the 12.0% result in the three months to February, this was the highest rate recorded since the late 1990s.

The elevated loss rate was largely driven by the unit sector, where 22.5% of resales incurred a nominal loss, while over 95% of houses sold for a gross profit. Units made up nearly three-quarters of all loss-making sales in the city. The Melbourne City Council area accounted for around a quarter of these unit losses, while Port Phillip and Stonnington LGAs contributed a further 20%. These sales were typically associated with longer hold periods, with losses reflecting weak long-term capital growth. Across these markets, unit values increased by just 1% in the decade to March.

The rise in loss-making sales may reflect sellers choosing to exit amid early signs of improvement in market conditions. Melbourne unit values increased by 0.3% in the March quarter, the first quarterly lift since October 2023.

Additionally, policy changes specific to investment properties, such as the reduction in the land tax threshold in 2024, may be prompting some owners to divest, even if that means accepting a loss on resale.

The profit-making sales rate in **Sydney** was 92.3% in the March quarter, a slight dip from 92.5% in the previous quarter. Once Australia's most profitable city, recording a peak 96.8% profit-making rate in mid-2018, Sydney has now slipped to the third-lowest among capital cities.

The bulk of Sydney's losses stemmed from units, which made up over 90% of all loss-making resales in the quarter. Losses were concentrated in a handful of areas: the Parramatta LGA accounted for more than 20%, while a further 11.8% were located in the Sydney LGA. Sydney's unit market is likely to remain a drag on profitability in the short term, with a subdued start to the year in value growth. As of May, house values had risen 1.7%, while unit values remained flat.

City and Regional Summaries

In **Canberra**, the rate of profit-making sales rose by 130 basis points in the March quarter, lifting from 93.4% to 94.5%. While this marks a strong quarterly improvement, the rate of profitability has trended lower from a recent high of 98.0% in the June quarter of 2023.

The recovery was particularly pronounced in the unit segment. Profit-making unit resales jumped from 91.2% to 93.5%, coinciding with a 0.2% increase in unit values across the city. Properties sold at a loss in the quarter were typically held for just 2.8 years, reflecting relatively short investment horizons.

Hobart maintained a high rate of profitability in the March 2025 quarter, with 94.5% of resales achieving a nominal gain. However, the rate of profitability has trended lower from the previous quarter (95.3%) and is down from a high of 98.9% in the three months to February 2023.

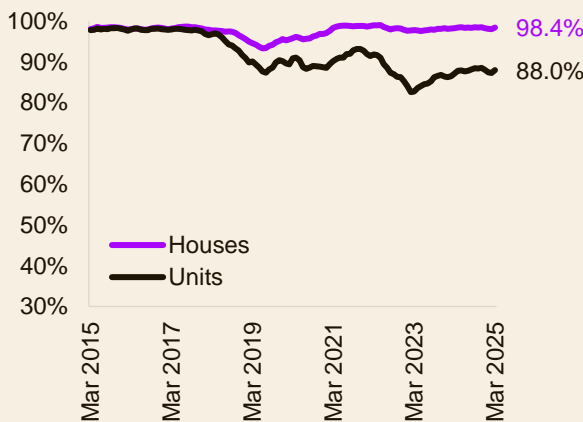
The median hold period on loss-making sales across Hobart was among the lowest of the capital cities and regions, at just 2.8 years. This reflects the run-up in capital growth across the market over the longer term, followed by a short, sharp decline in values after interest rates began rising in 2022. Between March 2022 and March 2025, values declined by 11.6%. The good news for sellers is that recent interest rate reductions appear to be supporting improved capital growth outcomes.

Hobart dwelling values lifted 0.9% in the three months to May, which is likely to bolster the rate of profitability and the value of median profits in the June quarter.

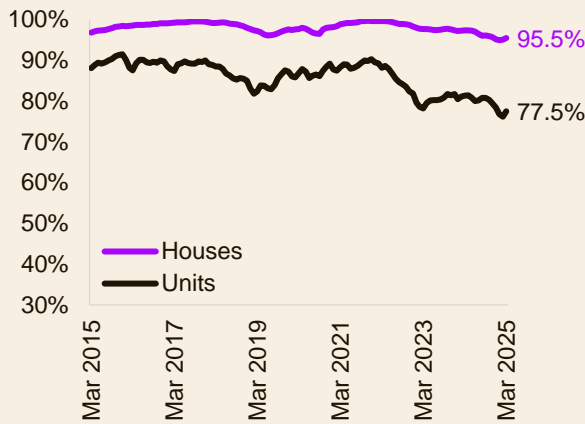
City and Regional Summaries

Time series of profit-making sales rates by greater capital city, houses and units (rolling three-months)

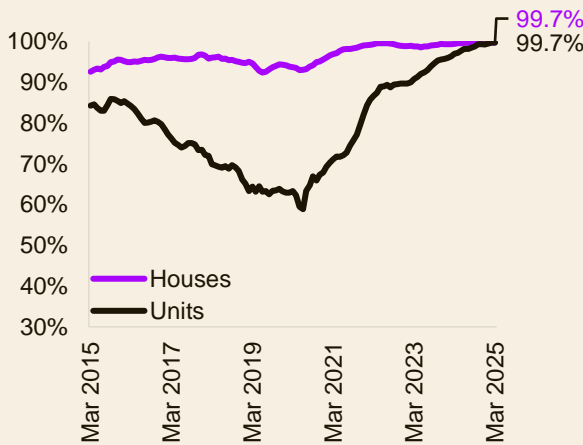
Sydney



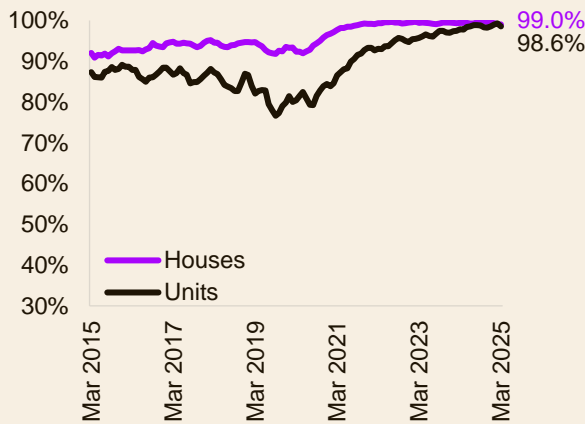
Melbourne



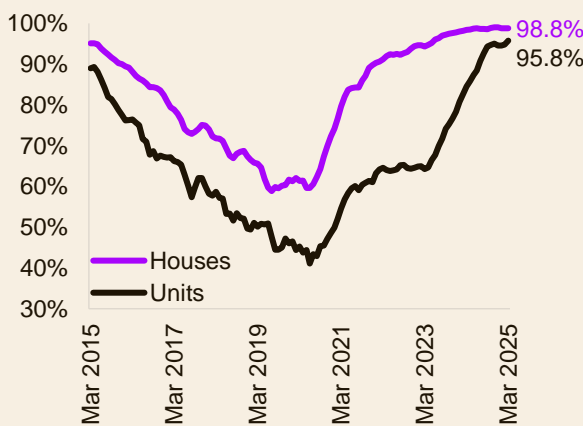
Brisbane



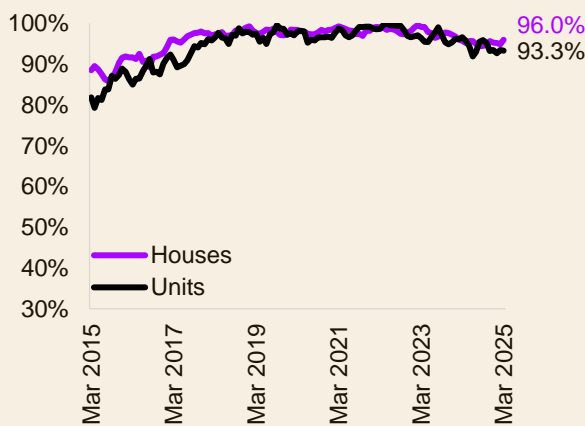
Adelaide



Perth



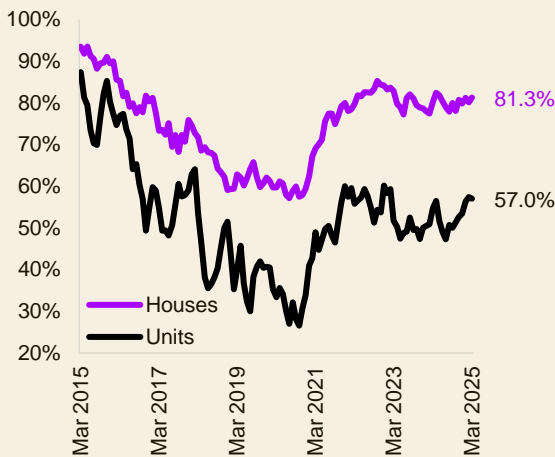
Hobart



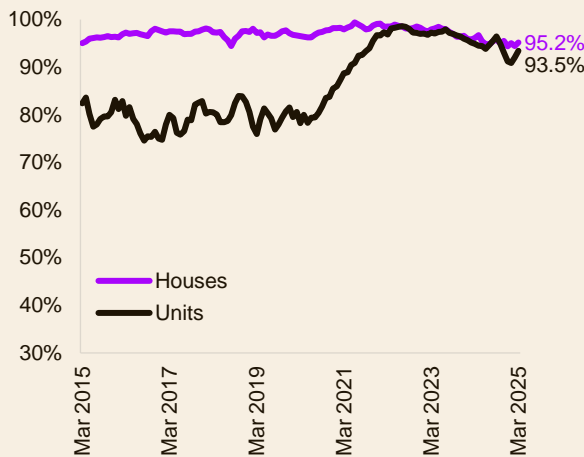
City and Regional Summaries

Time series of profit-making sales rates by greater capital city, houses and units (rolling three-months)

Darwin



Canberra



Summary of profit and loss-making sales by LGA region – Q1 2025

	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	10.7%	7.5	-\$63,500	-\$3,856,850	89.3%	10.1	\$235,000	\$170,990,877
Blacktown	7.2%	4.5	-\$26,778	-\$3,172,588	92.8%	8.0	\$395,000	\$482,397,532
Blue Mountains	2.4%			-\$295,769	97.6%	11.3	\$505,000	\$121,821,567
Burwood	22.5%	8.0	-\$24,500	-\$688,450	77.5%	11.8	\$231,000	\$22,998,142
Camden	2.2%			-\$290,500	97.8%	6.8	\$488,500	\$144,825,303
Campbelltown	1.4%			-\$441,000	98.6%	10.2	\$404,000	\$188,339,455
Canada Bay	5.2%	7.9	-\$95,000	-\$1,037,710	94.8%	10.5	\$274,000	\$89,727,233
Canterbury-Bankstown	6.9%	8.5	-\$33,000	-\$2,422,000	93.1%	11.0	\$349,000	\$338,045,511
Central Coast	2.6%	3.3	-\$32,000	-\$2,114,567	97.4%	9.8	\$445,000	\$624,966,369
Cumberland	12.0%	7.8	-\$32,000	-\$3,165,307	88.0%	11.0	\$239,000	\$207,081,864
Fairfield	3.3%	7.2	-\$30,000	-\$515,000	96.7%	11.4	\$445,000	\$173,687,952
Georges River	7.1%	7.6	-\$35,000	-\$1,431,344	92.9%	10.9	\$318,000	\$146,662,043
Hawkesbury	1.3%			-\$295,000	98.7%	8.9	\$420,000	\$109,199,300
Hornsby	4.9%	7.2	-\$16,250	-\$404,745	95.1%	10.3	\$405,000	\$189,487,033
Hunters Hill					100.0%	9.3	\$205,000	\$5,365,000
Inner West	5.0%	7.8	-\$36,500	-\$1,066,834	95.0%	9.9	\$500,000	\$243,914,150
Ku-ring-gai	11.0%	7.7	-\$57,000	-\$1,334,700	89.0%	9.5	\$280,000	\$70,556,754
Lane Cove	10.8%	3.9	-\$39,000	-\$843,850	89.2%	8.6	\$213,500	\$37,388,848
Liverpool	9.5%	7.9	-\$30,000	-\$2,097,065	90.5%	9.6	\$336,500	\$226,748,377
Mosman					100.0%	12.2	\$500,000	\$28,117,000
North Sydney	5.3%	7.4	-\$48,000	-\$716,768	94.7%	11.0	\$400,000	\$118,637,650
Northern Beaches	2.3%	3.5	-\$60,000	-\$922,375	97.7%	10.0	\$556,275	\$331,055,179
Parramatta	23.6%	7.8	-\$45,000	-\$12,375,776	76.4%	10.6	\$175,000	\$229,730,747
Penrith	1.1%			-\$874,656	98.9%	9.5	\$373,000	\$314,317,317
Randwick	1.2%			-\$345,000	98.8%	10.8	\$480,500	\$139,815,417
Ryde	26.5%	7.9	-\$53,500	-\$7,181,365	73.5%	10.0	\$164,000	\$84,749,319
Strathfield	20.3%	7.9	-\$68,000	-\$2,385,410	79.7%	10.7	\$137,500	\$25,199,280
Sutherland	1.6%	6.5	-\$60,000	-\$824,500	98.4%	9.4	\$440,000	\$338,855,707
Sydney	13.1%	8.3	-\$55,000	-\$7,726,079	86.9%	10.8	\$265,000	\$286,748,977
The Hills	6.2%	3.6	-\$28,245	-\$915,380	93.8%	9.5	\$739,943	\$291,924,022
Waverley	2.0%			-\$188,500	98.0%	11.6	\$442,500	\$83,500,022
Willoughby	5.7%			-\$721,000	94.3%	11.2	\$317,609	\$59,251,954
Wollondilly	2.2%			-\$140,000	97.8%	7.2	\$524,750	\$73,149,012
Woollahra	3.8%			-\$425,000	96.3%	12.2	\$516,000	\$43,149,344

Summary of profit and loss-making sales by LGA region – Q1 2025

	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	4.8%	3.5	-\$37,500	-\$618,700	95.2%	12.1	\$459,750	\$147,017,705
Bayside	10.4%	8.5	-\$37,500	-\$973,500	89.6%	13.4	\$608,000	\$122,366,869
Boroondara	25.2%	8.5	-\$49,000	-\$5,631,448	74.8%	13.1	\$455,000	\$159,412,328
Brimbank	6.3%	3.9	-\$30,000	-\$1,328,900	93.7%	12.2	\$263,725	\$139,429,243
Cardinia	2.8%	2.8	-\$25,000	-\$477,788	97.2%	7.4	\$245,000	\$102,996,968
Casey	3.7%	3.0	-\$25,000	-\$1,430,178	96.3%	8.4	\$289,450	\$298,537,855
Darebin	6.1%	4.4	-\$32,500	-\$1,237,154	93.9%	10.7	\$280,000	\$153,101,192
Frankston	3.0%	3.2	-\$30,000	-\$1,047,500	97.0%	10.7	\$340,300	\$224,529,486
Glen Eira	11.4%	7.2	-\$38,000	-\$1,890,625	88.6%	10.9	\$281,000	\$151,309,120
Greater Dandenong	3.8%	5.8	-\$16,000	-\$543,500	96.2%	11.1	\$273,000	\$122,046,305
Hobsons Bay	6.1%	4.0	-\$34,052	-\$902,802	93.9%	10.3	\$310,000	\$108,275,513
Hume	4.7%	3.3	-\$44,000	-\$1,302,188	95.3%	8.4	\$220,000	\$141,295,419
Kingston	10.0%	3.8	-\$35,000	-\$2,718,885	90.0%	10.0	\$321,000	\$205,384,533
Knox	5.8%	5.3	-\$23,000	-\$874,850	94.2%	10.6	\$365,000	\$169,604,080
Macedon Ranges	2.1%			-\$30,000	97.9%	11.0	\$365,000	\$41,691,897
Manningham	11.7%	8.0	-\$38,000	-\$1,551,698	88.3%	11.6	\$520,000	\$155,415,729
Maribyrnong	20.4%	6.4	-\$26,250	-\$2,675,200	79.6%	9.4	\$150,000	\$75,065,796
Maroondah	4.2%	3.6	-\$26,240	-\$694,330	95.8%	11.4	\$331,000	\$171,155,196
Melbourne	47.6%	10.6	-\$59,750	-\$21,562,262	52.4%	12.1	\$103,000	\$78,670,916
Melton	4.8%	2.7	-\$20,000	-\$599,999	95.2%	6.6	\$196,000	\$106,112,871
Monash	11.0%	7.7	-\$30,000	-\$2,298,580	89.0%	11.8	\$492,250	\$247,288,830
Moonee Valley	13.6%	7.3	-\$50,000	-\$2,739,183	86.4%	11.4	\$363,000	\$155,071,453
Moorabool	4.5%			-\$302,950	95.5%	8.4	\$215,010	\$29,028,277
Moreland	15.6%	8.0	-\$40,000	-\$5,127,350	84.4%	9.3	\$178,000	\$172,521,321
Mornington Peninsula	5.6%	3.0	-\$65,000	-\$2,794,816	94.4%	12.1	\$477,500	\$352,770,505
Nilumbik	3.6%			-\$456,000	96.4%	12.3	\$528,500	\$71,328,914
Port Phillip	27.0%	7.6	-\$40,000	-\$6,912,011	73.0%	12.9	\$145,025	\$108,501,620
Stonnington	36.6%	9.4	-\$49,500	-\$8,436,886	63.4%	11.8	\$169,500	\$82,687,124
Whitehorse	12.7%	7.8	-\$39,000	-\$2,366,000	87.3%	11.8	\$463,500	\$191,065,980
Whittlesea	4.7%	3.3	-\$20,500	-\$655,900	95.3%	9.2	\$253,000	\$154,026,325
Wyndham	3.1%	3.0	-\$22,000	-\$1,096,168	96.9%	7.4	\$209,500	\$194,161,823
Yarra	27.4%	9.8	-\$60,500	-\$6,013,155	72.6%	10.5	\$175,500	\$98,924,249
Yarra Ranges	2.5%	2.9	-\$20,000	-\$558,000	97.5%	10.7	\$382,000	\$181,594,650

Brisbane

Summary of profit and loss-making sales by LGA region – Q1 2025

	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%	1.5	-\$13,445	-\$250,339	99.8%	9.0	\$381,396	\$2,243,234,867
Ipswich	0.4%			-\$415,420	99.6%	5.4	\$347,500	\$322,083,768
Lockyer Valley					100.0%	6.1	\$352,000	\$49,900,767
Logan	0.2%			-\$105,000	99.8%	7.0	\$365,000	\$448,375,669
Moreton Bay	0.2%			-\$77,000	99.8%	7.0	\$385,000	\$696,228,496
Redland	0.5%			-\$105,000	99.5%	7.3	\$439,000	\$280,554,908
Scenic Rim	0.7%			-\$6,000	99.3%	4.8	\$355,000	\$62,175,317
Somerset	2.2%			-\$185,000	97.8%	4.7	\$310,000	\$30,129,000



Summary of profit and loss-making sales by LGA region - Q1 2025

	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	5.9%	12.8	-\$7,000	-\$335,600	94.1%	7.6	\$129,500	\$37,394,423
Adelaide Hills	1.1%			-\$15,000	98.9%	8.7	\$456,000	\$53,232,906
Adelaide Plains					100.0%	9.5	\$432,000	\$10,732,200
Burnside					100.0%	9.9	\$569,000	\$84,193,760
Campbelltown	1.5%			-\$148,533	98.5%	8.8	\$416,850	\$60,085,376
Charles Sturt	1.7%			-\$812,500	98.3%	8.2	\$387,500	\$159,413,052
Gawler	1.1%			-\$5,000	98.9%	8.3	\$325,000	\$30,005,563
Holdfast Bay					100.0%	10.5	\$438,000	\$83,412,132
Marion	0.7%			-\$260,000	99.3%	8.5	\$398,000	\$129,845,346
Mitcham	1.1%			-\$57,619	98.9%	10.5	\$499,500	\$108,669,900
Mount Barker					100.0%	7.4	\$374,750	\$54,268,768
Norwood Payneham and St Peters					100.0%	7.5	\$410,000	\$65,381,601
Onkaparinga	0.6%			-\$99,000	99.4%	9.2	\$415,000	\$221,267,716
Playford	0.6%			-\$242,000	99.4%	7.6	\$325,000	\$115,185,438
Port Adelaide Enfield	0.8%			-\$41,300	99.2%	8.8	\$375,000	\$146,074,026
Prospect					100.0%	7.3	\$348,698	\$28,412,224
Salisbury	1.0%			-\$179,200	99.0%	7.9	\$350,500	\$135,566,556
Tea Tree Gully	1.4%			-\$211,000	98.6%	10.9	\$410,000	\$128,177,332
Unley					100.0%	8.1	\$493,000	\$69,053,628
Walkerville	9.1%			-\$101,750	90.9%	6.7	\$367,500	\$10,005,021
West Torrens	1.1%			-\$242,000	98.9%	9.2	\$362,000	\$87,688,477

Summary of profit and loss-making sales by LGA region - Q1 2025

	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	2.3%			-\$1,011,626	97.7%	7.9	\$293,000	\$110,317,208
Bassendean	1.4%			-\$35,000	98.6%	10.9	\$333,000	\$27,608,101
Bayswater	1.3%			-\$417,500	98.8%	9.5	\$263,500	\$101,395,237
Belmont	3.6%			-\$264,000	96.4%	8.3	\$196,944	\$56,472,346
Cambridge	1.4%			-\$15,000	98.6%	9.7	\$210,000	\$29,542,500
Canning	0.4%			-\$215,000	99.6%	11.0	\$336,000	\$119,770,818
Claremont	6.1%			-\$89,000	93.9%	10.9	\$197,600	\$10,564,751
Cockburn	1.8%			-\$684,900	98.2%	8.8	\$340,000	\$169,800,390
Cottesloe					100.0%	11.3	\$790,000	\$19,300,000
East Fremantle					100.0%	9.8	\$420,000	\$10,920,000
Fremantle					100.0%	7.6	\$331,000	\$57,486,599
Gosnells	1.1%			-\$427,000	98.9%	10.7	\$310,000	\$150,240,756
Joondalup	0.7%			-\$440,318	99.3%	11.0	\$463,000	\$305,620,879
Kalamunda	0.6%			-\$1,720	99.4%	11.5	\$353,000	\$78,947,285
Kwinana	1.4%			-\$96,031	98.6%	7.4	\$276,000	\$61,364,659
Mandurah	2.3%	13.8	-\$79,500	-\$1,074,000	97.7%	7.3	\$287,250	\$188,015,554
Melville	0.5%			-\$79,000	99.5%	10.1	\$477,500	\$197,542,328
Mosman Park					100.0%	12.6	\$230,900	\$14,997,800
Mundaring					100.0%	10.2	\$418,000	\$60,032,552
Murray	2.0%			-\$200,000	98.0%	7.1	\$275,000	\$36,420,900
Nedlands					100.0%	6.2	\$412,000	\$22,987,558
Peppermint Grove	33.3%			-\$30,000	66.7%			\$365,000
Perth	15.7%	11.6	-\$42,000	-\$2,722,600	84.3%	9.8	\$100,000	\$41,324,836
Rockingham	0.7%			-\$299,430	99.3%	7.2	\$310,000	\$220,114,315
Serpentine-Jarrahdale					100.0%	6.3	\$340,000	\$34,793,500
South Perth	2.4%			-\$455,500	97.6%	10.6	\$325,500	\$85,934,619
Stirling	0.8%			-\$896,009	99.2%	9.2	\$295,000	\$402,741,982
Subiaco	1.1%			-\$19,700	98.9%	8.9	\$260,000	\$35,247,158
Swan	1.1%			-\$785,000	98.9%	7.9	\$300,000	\$178,330,615
Victoria Park	6.7%	10.6	-\$35,000	-\$630,000	93.3%	10.5	\$247,500	\$60,434,869
Vincent	3.0%			-\$500,740	97.0%	10.7	\$208,000	\$73,342,918
Wanneroo	1.9%	4.5	-\$87,500	-\$1,096,500	98.1%	7.5	\$320,000	\$231,599,626

Hobart

Summary of profit and loss-making sales by LGA region - Q1 2025

	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	10.3%			-\$110,000	89.7%	6.0	\$170,000	\$4,373,750
Clarence	6.4%	2.6	-\$44,500	-\$601,543	93.6%	8.2	\$288,500	\$51,090,758
Derwent Valley	8.8%			-\$77,000	91.2%	9.0	\$220,000	\$6,201,128
Glenorchy	3.8%			-\$261,200	96.2%	9.2	\$260,000	\$42,326,912
Hobart	1.5%			-\$260,000	98.5%	10.7	\$360,000	\$56,547,426
Kingborough	4.7%			-\$200,201	95.3%	10.1	\$360,000	\$43,738,595
Sorell	3.0%			-\$77,777	97.0%	8.4	\$283,950	\$19,444,849



Summary of profit and loss-making sales by LGA region - Q1 2025

	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	31.7%	10.3	-\$58,000	-\$8,449,104	68.3%	9.2	\$103,000	\$43,643,134
Litchfield	16.7%			-\$673,800	83.3%	10.7	\$220,000	\$10,795,300
Palmerston	21.7%	11.3	-\$33,000	-\$3,568,447	78.3%	11.5	\$120,500	\$51,388,468



Summary of profit and loss-making sales by LGA region - Q1 2025

	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	5.5%	2.9	-\$41,000	-\$4,954,977	94.5%	9.8	\$300,000	\$565,543,598



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