

SPRING EDITION

 Private Bank

PRESTIGE PROPERTY UPDATE

Australia • September 2025



PRESTIGE PROPERTY UPDATE

Australia • September 2025

CONTENTS

Foreword 03

The resilience of prestige property and the purpose of this interim update.

National Market Update 04

Australia's housing conditions following the rate cutting cycle, highlighting renewed growth in the upper quartile of the market.

Prestige Indicators 05

Update on Australia's top 30 prestige suburbs, including 90th percentile price points and listing activity.

Scarcity in Focus 07

Low listing volumes across blue-chip suburbs and what they signal for competition, capital growth and market dynamics.

Suburb Spotlight: Barangaroo 07

The rise of Barangaroo as a benchmark in prestige apartments, including record transactions and the suburb's distinctive drivers of demand.

Prestige Sales Review 08

A summary of sales across Sydney, Melbourne, Brisbane, Perth and regional Queensland.

PRESTIGE PROPERTY UPDATE

Australia • September 2025



Foreword

Earlier this year, the release of the Westpac Prestige Property Report 2025 confirmed the strong appetite for deeper insight into Australia's most exclusive residential markets. The report received exceptional engagement and interest from our valued clients. This reinforced the importance of providing timely, data-driven intelligence at the prestige end of the market.

In response, we have produced this spring prestige property update featuring exclusive data from Cotality and analysis from Research Director, Tim Lawless. Over the next few pages, you will find the latest insights on national housing trends, with a particular focus on the upper quartile where momentum has strengthened following recent interest rate cuts.

The update revisits Australia's top 30 prestige suburbs with refreshed 90th percentile prices and listing activity, highlighting those markets where values have dipped below peak levels, and includes a closer examination of Barangaroo, which has rapidly emerged as a benchmark for prestige apartments.

These insights are designed to support you in navigating an asset class defined by scarcity, confidence and enduring long-term value.

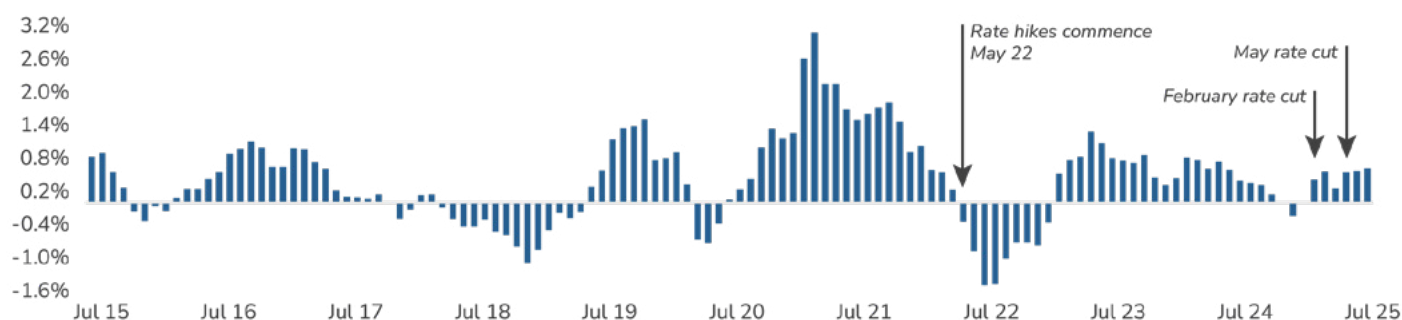
Sincerely,
Ashley Stewart
Managing Director, Westpac Private Bank

PRESTIGE PROPERTY UPDATE

Australia • September 2025

National Market Update

Monthly change in national dwelling value index



Across 2025, Australia's housing conditions have continued to improve in line with the monetary policy easing. The Reserve Bank reduced the cash rate in February and May, and again in August, lowering it to 3.60% from a peak of 4.35%. With inflation now within the 2–3% target range, policy settings are gradually becoming more supportive of mainstream housing demand.

National dwelling values have risen 3.1% since the end of January, marking a clear shift to the positive, after capital gains stalled through late 2024. The upswing has been broad-based, extending across every capital city and regional market, with momentum gathering as lower interest rates and easing inflation restore borrowing capacity and confidence.

Even so, the pace of growth remains moderate compared with the surges of the pandemic and early 2023, a reminder that the cycle is still being shaped by affordability pressures and slower rates of population growth.

Prestige markets are accelerating into the growth cycle, with the upper quartile of capital city values rising 1.6% over the three months to July, the strongest result in more than a year. This recovery is unfolding against a backdrop of scarcity, with advertised listings sitting 20% below the five-year average and auction clearance rates are tracking at their highest levels since early 2024.

Final auction clearance rate – Combined capitals



The near-term outlook is more constructive than earlier in the year, most notably due to the prospect of further rate cuts over the next 12 months. At the same time, the expansion of the First Home Buyer Guarantee, brought forward from January to October will channel new demand into the middle-to-lower end of the market, reinforcing the ongoing role of intergenerational wealth transfers in bridging access.

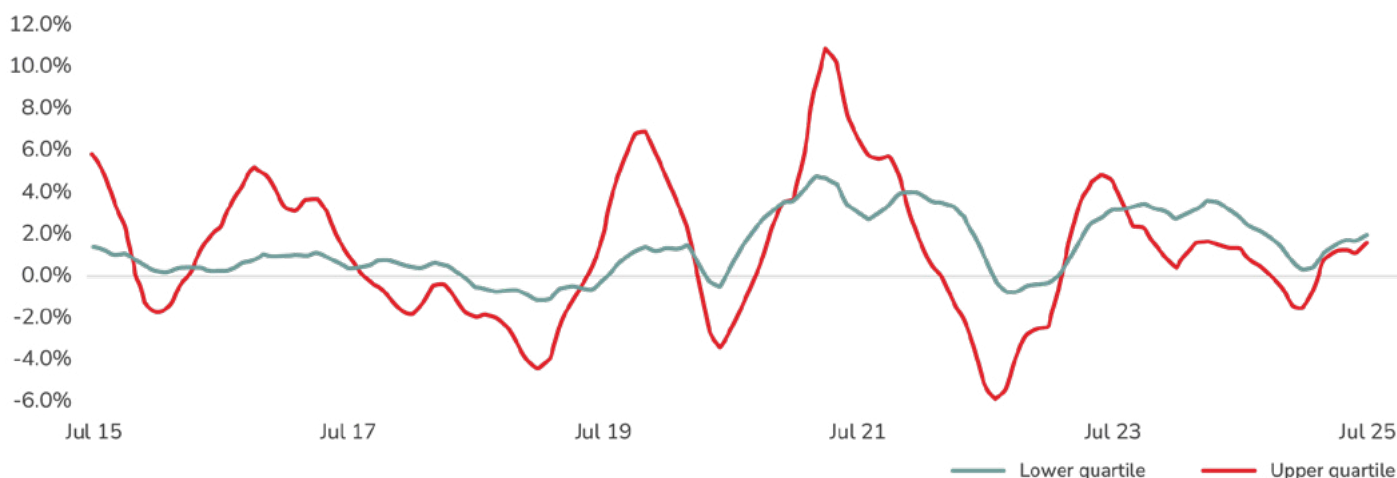
Prestige markets are less constrained by affordability or mortgage servicing costs, with values instead more directly influenced by scarcity of supply and shifts in buyer sentiment. These dynamics are expected to underpin capital stability and, in some areas, create opportunities to secure assets that remain below previous peaks.

PRESTIGE PROPERTY UPDATE

Australia • September 2025

Prestige Indicators

Quarterly change in dwelling values, Combined capitals



As per historical patterns, the upper end of Australia's property market is showing signs of moving ahead of the broader cycle. Immediately following the start of the rate cutting cycle in February, the top quartile of values across the capital cities returned to a growth trend, lifting 1.6% in the three months to July, the strongest result in more than a year. It's a pattern that's been consistent with past cycles, where high-value markets tend to shift first, setting the early tone for conditions that follow across the rest of the market.

The 90th percentile provides a useful benchmark, providing a deeper understanding of prestige trends. It measures the price of the most expensive 10% of transactions that's occurred in the year to July and offers a consistent indicator of pricing and demand at the prestige level. Unlike a single record-breaking sale, which can distort perceptions, the 90th percentile reflects the weight of recent activity across the upper tier, where high-net-worth transactions and demand is most concentrated.

The latest results show Bellevue Hill, in Sydney's Eastern Suburbs, has retained the highest 90th percentile house value nationally at \$23.55 million. Despite this level, Bellevue Hill's house values remain -9.4% below peak levels, not unlike the performance of other blue-chip harbourside suburbs such as Vaucluse and Dover Heights where values are -5.2% and -1.5% down on their respective record highs.

This indicates that even within Sydney's most exclusive enclaves, while there are transactions occurring at the highest level, there's also broader opportunities to acquire assets below peak value.

In Melbourne, Toorak holds the city's highest 90th percentile house value at \$15.12 million, while Brighton's \$7.09 million result underscores the strength of its bayside prestige belt.

For units, Barangaroo on Sydney's CBD waterfront has established itself as a clear leader, with a 90th percentile value of \$12.2 million, far ahead of the Eastern Suburbs Rose Bay at \$6.19 million and Bellevue Hill at \$5.7 million. Barangaroo's emergence as the benchmark for prestige apartments reflects its distinct positioning in the market and appeal to domestic and international buyers.

PRESTIGE PROPERTY UPDATE

Australia • September 2025

Prestige Indicators

Australia's highest priced suburbs: 90th percentile prices and number of homes for sale.

Suburb	HOUSES		UNITS	
	90th percentile		90th percentile	
	Price	Listings	Price	Listing
Mosman, Sydney	\$12,365,000	39	\$3,080,000	66
Bellevue Hill, Sydney	\$23,550,000	13	\$5,697,000	27
Toorak, Melbourne	\$15,116,000	17	\$3,613,000	40
Brighton, Melbourne	\$7,094,000	49	\$2,689,000	72
Vaucluse, Sydney	\$18,890,000	26	\$3,100,000	12
Rose Bay, Sydney	\$15,020,000	12	\$6,190,000	24
Strathfield, Sydney	\$7,040,000	41	\$984,800	57
Manly, Sydney	\$9,775,000	9	\$4,035,000	44
Woollahra, Sydney	\$9,645,000	11	\$3,537,500	11
Hunters Hill, Sydney	\$10,717,000	13	\$3,562,000	8
Northbridge, Sydney	\$9,440,000	5	\$2,663,000	3
Paddington, Sydney	\$7,000,000	28	\$2,940,000	12
Barangaroo, Sydney			\$12,200,000	21
Kew, Melbourne	\$6,070,090	26	\$1,865,000	54
North Bondi, Sydney	\$7,500,000	11	\$3,000,000	8
Lindfield, Sydney	\$6,170,000	26	\$2,445,000	36
Wahroonga, Sydney	\$5,495,000	32	\$2,080,000	22
Dover Heights, Sydney	\$9,125,000	4		
Hawthorn, Melbourne	\$7,160,000	25	\$1,124,500	83
Double Bay, Sydney	\$9,950,000	4	\$5,300,000	17
Killara, Sydney	\$8,642,000	18	\$2,150,000	31
St Ives, Sydney	\$5,437,000	42	\$2,416,000	58
Malvern, Melbourne	\$5,535,000	15	\$1,850,000	33
Noosa Heads, Regional Qld	\$9,278,500	48	\$3,440,000	42
Bronte, Sydney	\$10,910,000	9	\$2,977,500	11
Maroubra, Sydney	\$5,265,100	46	\$1,797,000	37
Pymble, Sydney	\$5,475,000	28	\$2,285,000	23
Randwick, Sydney	\$5,628,400	29	\$1,893,000	62
Roseville, Sydney	\$5,380,000	20	\$2,082,5000	35
Seaforth, Sydney	\$6,427,500	31	\$3,149,000	4

90th percentile is based on sales evidence over the 12 months to end of July 2025
Listings is the count of properties advertised for sale in the month of July 2025

PRESTIGE PROPERTY UPDATE

Australia • September 2025

Scarcity in Focus

As the housing cycle turns in 2025, scarcity of stock has emerged as one of the defining factors shaping prestige property markets. Interest rate cuts have lifted confidence and borrowing capacity, yet the number of homes available for sale remains exceptionally low in some blue-chip suburbs. This imbalance has the potential to intensify competition in markets where high-value assets are already tightly held, reinforcing the scarcity premium that underpins long-term capital growth.

In July, the well-established Sydney suburbs of Northbridge, Dover Heights and Double Bay each had only four or five houses listed for sale. These volumes are consistent with the long ownership cycles of Sydney's established prestige suburbs, where the average tenure exceeds 10 years in most markets. At such low levels of turnover, the market is defined by infrequent opportunities where a single new listing can create heightened competition, and one significant sale can skew suburb-wide benchmarks.

Even in suburbs with relatively higher levels of activity, the flow of properties to market remains extremely restricted. In Mosman, which has the sixth highest number of dwellings of any suburb in Sydney, 39 houses were advertised in July, representing 0.7% of total stock.

Noosa Heads on Queensland's Sunshine Coast recorded 48 house listings in July, the highest of any suburb in the top 30. As a discretionary holiday market, activity there is more closely tied to shifts in sentiment, confidence and broader economic conditions. With house values down 12% since the market peak, its fundamentals stand in contrast to the inner-urban prestige suburbs of Northbridge, Dover Heights and Double Bay, where ownership is often multi-generational and market activity is far less cyclical.

With further rate cuts and higher confidence anticipated over the next 12 months, demand is expected to rise, yet the volume of prestige property coming to market is unlikely to expand in kind.

For high-net-worth buyers, this reinforces both the difficulty of timing acquisitions and the long-term advantages of holding rare assets in suburbs where opportunities are inherently few and far between.

Suburb Spotlight: Barangaroo

Two decades ago, Barangaroo was still an industrial port, its transformation beginning with planning approvals in the mid-2000s. Today it stands as one of Sydney's most ambitious urban redevelopments, combining a new commercial hub, five-star luxury hospitality through Crown Sydney, and a globally recognised residential precinct.

The evolution has repositioned this stretch of waterfront into a magnet for corporate tenants in law, banking and financial services, while simultaneously setting a new benchmark for premium apartment living.

In prestige definitions, Barangaroo has established itself as an outlier. The 90th percentile unit value is \$12.2 million, more than double Rose Bay (\$6.19 million) and well above Bellevue Hill (\$5.70 million).

This result reflects a series of landmark transactions within the Renzo Piano-designed One Sydney Harbour towers, catapulting Barangaroo beyond more established harbourside enclaves. The most significant was the amalgamation of multiple penthouse levels into a three-storey residence of more than 1,600 square

metres. Sold off-the-plan and settled in 2025, the purchase set a new national residential record at more than \$140 million. Complementing this were several entire-floor sales above \$30 million, alongside several sub-penthouse transactions at more than \$20 million each, collectively establishing Barangaroo as the definitive benchmark for prestige apartments.

Cotality's data confirms this trend extends beyond a handful of exceptional one-off trades. The median unit value is \$2.29 million, up 6.8% over the past 12 months and 14.1% over five years. Over the past year, 66 properties changed hands, while only 30 new listings were added. Asking rents average \$1,426/week underscoring the calibre of units available and its prime location adjacent to Sydney's newest commercial precinct.

Barangaroo's success lies in the convergence of factors rarely found in one location. Its proximity to the CBD fronting Darling Harbour, integration with a premier commercial and cultural precinct, and residential stock that consistently achieves national record values have positioned it as the benchmark for prestige apartments in Australia.

PRESTIGE PROPERTY UPDATE

Australia • September 2025

Prestige Sales in Review

Prestige transactions to the end of July 2025 reaffirm the established drivers of the market — consistent demand in the capital cities, the premium attached to prized waterfront positions, and the exceptional prices commanded by substantial, rarely available land holdings.

Sydney and Melbourne continue to anchor the national benchmark for value, with multiple trades above \$30 million. A harbourfront sale in Rose Bay set a new suburb record at \$54.6 million in February, while in March a stately home on 2,140sqm in Toorak's St Georges Road transacted for \$29 million.

Regional markets have again delivered standout results. In northern NSW, Byron Bay recorded a \$33.5 million sale for a newly built luxury home on 2,097sqm of beachfront. In Queensland, top sale examples included a \$22 million Hamptons-style riverfront home in Southport on the Gold Coast and a \$17.6 million waterfront property on Witta Circle in Noosa Heads in June.

By contrast, Canberra's top sale through the year-to-date was a brand-new penthouse in inner city Campbell. The 580sqm residence atop *Seventy One* on Constitution Avenue, attracted interest from local downsizers and executive couples.

Hobart's highest sale to July was a \$2.725 million sale in the city fringe historic suburb of Battery Point, underscoring the absence of transactions above the \$5 million prestige threshold. As outlined in the 2025 *Westpac Prestige Property Report*, Tasmania recorded no \$5 million-plus sales in 2024, following four in 2023 and three in 2022. This lack of top-end activity reflects a broader market softening, with Hobart dwelling values -12% below their March 2022 peak.

Elsewhere, Perth and regional Western Australia, along with Adelaide and South Australia, have recorded consistently strong prestige transactions across both metropolitan and coastal settings. In WA, demand in the south-west corridor has been further supported by improved connectivity following the 2024 expansion of direct east coast flight services into the Busselton Margaret River Airport.

In South Australia, coastal locations such as Carrickalinga continue to attract premium buyers, aligning with the broader uplift in Adelaide where house values have risen 6.8%

© 2025 Westpac Private Bank - division of Westpac Banking Corporation ABN 33 007 457 141 (AFSL and Australian credit licence 233714) ("Westpac"). Unless otherwise specified, the products and services described in this publication are available only in Australia. Westpac's Financial Services Guide can be obtained by contacting your Private Banker. This information is not financial advice and is for informational purposes only. This information has been prepared without taking account your personal objectives, financial situation or needs. It should not be considered a comprehensive statement on any matter nor relied upon as such. Because of this you should, before acting on this information, seek independent financial and taxation advice to determine its appropriateness to your objectives, financial situation and needs. Read the disclosure documents for your selected product or service, including the Terms and Conditions, before deciding. Target Market Determinations for the products are available. For Westpac issued products, conditions, fees and charges apply. These may change or we may introduce new ones in the future. Full details are available on request. Lending criteria apply to approval of credit products. This information may contain material provided by third parties. Although we have made every effort to ensure this information is free from error, none of Westpac or its related entities warrants the accuracy, adequacy or completeness of this information, or otherwise endorses it in any way. Except where contrary to law, Westpac intends by this notice to exclude liability for this information. This information is subject to change without notice and none of Westpac or its related entities is under any obligation to update this information or correct any inaccuracy which may become apparent at a later date. Please contact your Private Banker to receive updated information. This information may contain or incorporate by reference forward-looking statements. Past performance is not a reliable indicator of future performance, nor are forecasts of future performance. Whilst every effort has been taken to ensure that the assumptions on which any forecasts are based are reasonable, the forecasts may be affected by incorrect assumptions or by known or unknown risks and uncertainties. The ultimate outcomes may differ substantially from any forecasts. This publication reproduces materials and content owned or licenced by RP Data Pty Ltd trading as Cotality and may include data, statistics, estimates, indices, photographs, maps, tools, calculators (including their outputs), commentary, reports and other information (Cotality Data). The analysis is based on known settled sales at the time of the analysis. Toll Free: 1300 734 318 cotality.com/au