



Real Estate News

Alice Springs

Annual Market Review

Solid Growth Across Residential and Commercial Sectors

The local property market has experienced steady growth over the past 12 months, with increased activity across both residential and commercial sectors.

Residential Sales Overview

The number of residential sales has grown significantly year-on-year. For the 12 months ending June 2025, there were:

- **280 houses sold**, up from 239 in 2024
- **162 units sold**, up from 135 last year

The median house price was \$512,500 (down slightly from \$520,000 in 2024), while the median unit price was \$279,500 (down from \$315,000). This softening reflects strong sales in the lower price ranges rather than a general decline in property values.

High-end activity remained strong, with 9 houses sold for over \$1 million—including 3 in the Golf Course Estate and 6 in the rural area. Meanwhile, 11 units sold for over \$500,000, spread across Gillen, Araluen, Golf Course Estate, and Old East Side.

We're also seeing new buyer trends emerge. Migrant buyers are making their mark in the market, while interstate investors are securing tenanted properties as part of self-managed super funds. With a residential vacancy rate around 2%, rental investments remain an appealing option. Encouragingly, several tenants have taken the leap into ownership, buying the homes they were renting—often with mortgage repayments lower than their weekly rent.

Commercial and Industrial Sales Snapshot

The commercial market recorded several standout transactions, including:

- 3 Larapinta Drive – \$5.775M Negotiated by LJ Hooker
- 15 Price Street – \$3.102M
- 44 Railway Terrace – \$2.95M Negotiated by LJ Hooker
- 27 Whittaker Street – \$2.2M
- 30 Cameron Street – \$2.1 Negotiated by LJ Hooker
- 24 Ghan Road – \$1.7M Negotiated by LJ Hooker

- 6 George Crescent – \$1.5M
- 19 Wilkinson Street – \$1.35M
- 84 Hartley Street – \$1.29M Negotiated by LJ Hooker
- 9 Coulthard Court – \$1.1M Negotiated by LJ Hooker

Residential complexes also featured in recent sales, including:

- 14 Bradshaw Drive – \$1M Negotiated by LJ Hooker
- 1 Cramer Street – \$1.9M Negotiated by LJ Hooker
- 3 Reus Court – \$2.25M

It's been a strong year across the board, and we look forward to continued momentum in the year ahead.

RBA Holds Rates Steady – What It Means for Buyers and Investors

In a move that caught many by surprise, the Reserve Bank of Australia (RBA) decided to hold the official cash rate steady at 3.85% during its July 2025 meeting, defying widespread expectations of a rate cut.

For homeowners and property investors, this decision means that mortgage rates remain unchanged for now. However, with the RBA's next meeting scheduled for August 12, there's anticipation that a rate cut may still be on the horizon, depending on the latest inflation data. The decision has sparked mixed reactions across financial markets. Some view it as a measured approach, allowing more time to assess economic conditions, while others express concern over the central bank's shifting tone and what it may mean for consumer sentiment and spending. The RBA has made it clear it will closely monitor key economic indicators, particularly inflation, before making any further adjustments. While a rate cut is still possible later in the year, it will depend on how economic conditions evolve in the coming months.

For anyone considering entering the market or refinancing, now is a good time to stay informed and seek professional advice. With conditions still favourable and buyer confidence returning, the current landscape offers both opportunities and stability.

Doug Fraser, Managing Director

Sales Statistics Q2

June Quarter 2025

| Suburb | Median House Price Mar 2025 quarter | No. Sales | Median House Price Jun 2025 quarter | No. Sales | % Change for Jun | Median Unit Price Mar 2025 quarter | No. Sales | Median Unit Price Jun 2025 quarter | No. Sales | % Change for Jun |
|------------------------------|--|-----------|--|-----------|-------------------|---------------------------------------|-----------|---------------------------------------|-----------|-------------------|
| Araluen | 690,000 | 7 | 635,000 | 7 | - 7.97 | 310,000 | 5 | 389,500 | 4 | + 25.65 |
| Braitling & Stuart | 515,000 | 10 | 435,000 | 8 | - 15.53 | 431,000 | 2 | 387,500 | 4 | - 10.09 |
| Desert Springs & Mount Johns | 715,000 | 8 | 720,000 | 5 | + 0.7 | 367,500 | 2 | 240,000 | 3 | Insufficient Data |
| East Side | 515,000 | 5 | 540,000 | 13 | + 4.85 | 312,500 | 4 | 227,500 | 6 | - 27.2 |
| Gillen | 460,000 | 9 | 460,000 | 12 | No change | 275,000 | 13 | 280,000 | 11 | + 1.82 |
| Kilgariff & South Edge | 752,500 | 2 | 670,000 | 3 | Insufficient Data | N/A | 0 | N/A | 0 | Insufficient Data |
| Larapinta | 380,000 | 7 | 410,000 | 7 | + 7.89 | 255,000 | 3 | 245,000 | 4 | - 3.92 |
| Rural | 1,150,000 | 7 | 858,500 | 4 | -25.35 | 165,000 | 1 | 152,500 | 2 | Insufficient Data |
| Sadadeen | 490,000 | 5 | 443,500 | 7 | - 9.49 | 280,000 | 5 | 265,000 | 3 | - 5.36 |
| The Gap | 402,000 | 2 | 463,750 | 2 | + 15.36 | 311,500 | 4 | 267,500 | 5 | - 14.13 |
| Total | 557,500 | 62 | 523,750 | 68 | - 6.05 | 280,000 | 39 | 264,000 | 42 | - 5.71 |

Median House Price and Sales Numbers since 2012

| Year ending June | Median Price \$ | Number of Sales | % change per annum |
|------------------|-----------------|-----------------|--------------------|
| 2012 | 452,300 | 320 | -1.89 |
| 2013 | 454,000 | 365 | +0.38 |
| 2014 | 461,250 | 335 | +1.59 |
| 2015 | 455,000 | 339 | -1.35 |
| 2016 | 485,000 | 257 | +6.59 |
| 2017 | 465,000 | 314 | -4.12 |
| 2018 | 480,000 | 321 | +3.23 |
| 2019 | 470,000 | 283 | -2.08 |
| 2020 | 465,000 | 260 | -1.06 |
| 2021 | 480,000 | 339 | +3.23 |
| 2022 | 520,500 | 385 | +8.44 |
| 2023 | 550,000 | 252 | +5.67 |
| 2024 | 520,000 | 239 | -5.45 |
| 2025 | 512,500 | 280 | -1.44 |

Median Unit Price and Sales Numbers since 2012

| Year ending June | Median Price \$ | Number of Sales | % change per annum |
|------------------|-----------------|-----------------|--------------------|
| 2012 | 335,000 | 135 | -3.18 |
| 2013 | 329,000 | 178 | -1.79 |
| 2014 | 337,000 | 188 | +2.43 |
| 2015 | 345,000 | 161 | +2.37 |
| 2016 | 335,000 | 145 | -2.90 |
| 2017 | 305,000 | 115 | -8.96 |
| 2018 | 303,000 | 149 | -0.66 |
| 2019 | 310,000 | 121 | +2.31 |
| 2020 | 327,000 | 119 | +5.48 |
| 2021 | 335,000 | 167 | +2.45 |
| 2022 | 320,000 | 201 | -4.48 |
| 2023 | 340,000 | 156 | +6.25 |
| 2024 | 315,000 | 135 | -7.35 |
| 2025 | 279,500 | 162 | -11.27 |

Disclaimer. Editorial comment provided by Doug Fraser, Principal L.J. Hooker Alice Springs. Research figures compiled by L.J. Hooker Research Department from information supplied by the Lands Title Office, Darwin NT. Whilst every care has been taken in compiling this information, readers should make their own investigations before undertaking any action in the real estate market.

Is Now A Good Time To Sell A House?

Selling your home is a big decision — and knowing when to sell can be just as important as how you sell. While market conditions play a part, timing your sale is about aligning the right mix of personal, seasonal, and economic factors. Here are five key things to consider when deciding whether now's the right time to list.

Your Personal Circumstances

More than any market condition, your own circumstances should guide your decision to sell. Perhaps your family is growing and you need more space. Maybe the kids have moved out and it's time to downsize. Changes in work or relationships often lead to changes in where — or how — we live.

Finances also play a role. If mortgage repayments are putting pressure on your budget, selling and buying a smaller property could provide some breathing room. Or, if your area has seen strong capital growth, now might be the ideal time to unlock that value.

The bottom line? If selling doesn't align with your life plans or financial goals, it's worth holding off until it does.

Seasonality Matters

While properties sell year-round, some seasons tend to attract more buyers than others — and with them, potentially higher prices.

Spring and Summer:

These are peak selling periods. Buyers are out in force, and homes that make the most of indoor-outdoor living, pools or entertaining areas tend to shine. Listing early in spring can give you a head start before the market becomes crowded.

Autumn and Winter:

Less competition from other listings can help your property stand out. Plus, serious buyers are still active — often more focused and ready to purchase. If your home feels warm and inviting in cooler months, it could actually be the perfect time to sell.

Every season has its strengths. The key is knowing how to present your home to suit the timing and stand out from the crowd.

The Property Market

While market conditions aren't everything, they can certainly help tip the scales in your favour.

A seller's market — where buyer demand outweighs supply — can result in competitive offers and a quicker sale. Signs include:

- Low interest rates
- High auction clearance rates
- Rising median house prices in your area

But remember: a well-marketed property can sell successfully in any market. A skilled agent will tailor the strategy to suit conditions and ensure your home is positioned to perform.



The Broader Economy

Australia's economic climate can also influence buyer behaviour. For instance, when the stock market is volatile, investors often turn to property as a more stable alternative.

Likewise, strong economic performance can boost consumer confidence and increase borrowing power, which may work in your favour as a seller.

Chat with your agent about how current economic conditions are impacting your local market — and whether they're likely to benefit your sale.

Your Property's Condition

If your home needs work, it's worth weighing up whether it's better to renovate — or simply move on. Renovations can be costly and time-consuming, and there's always a risk of overcapitalising.

If you've outgrown the space, or found something better suited to your needs, it could be smarter to sell and start fresh — especially in a strong market.

Key Takeaways

There's no one-size-fits-all answer to the question of when to sell. What matters most is that you've considered the right factors and have a clear reason behind your decision.

Are you upsizing? Downsizing? Relocating for work or lifestyle? Whatever your motivation, having a solid plan — and the right people around you — will help you move forward with confidence.

Your local LJ Hooker agent is here to guide you every step of the way. Whether you're ready to sell now or simply exploring your options, we're always happy to have a conversation.

Want to dive deeper? Download our free eBook: [The Complete Guide to Selling Your Home.](#)

Key Tips To Add Value To Your Home

Thinking of selling your home? Adding value doesn't have to mean a full-scale renovation. With a few smart improvements, you can significantly increase your property's appeal — and its potential sale price — all without blowing the budget.

Here are our top tips to get the best return on your investment.

Focus on the Kitchen

Often referred to as the heart of the home, the kitchen is one of the most influential spaces for buyers. Even without a full renovation, there's plenty you can do to give it a fresh new look. A simple coat of paint on the cabinets, new handles, updated tapware, or replacing tired benchtops with affordable laminate can create a major visual impact. If the splashback is showing signs of age, cleaning it thoroughly or adding stick-on tiles can instantly modernise the space. Vinyl flooring is another budget-friendly option that delivers a stylish result without the hefty price tag.

Style Your Bathroom as a Retreat

Bathrooms are another key space that buyers look closely at. Fortunately, they're also one of the easiest rooms to update without overspending. Replacing outdated fixtures like taps and showerheads can lift the entire room. Repainting the walls in a light, neutral colour helps open up the space, while simple styling touches — think candles, indoor plants, and elegant accessories — can create a calm and inviting feel.

Add Function and Storage to Bedrooms

If you've got a spare room used for storage or a home office, consider converting it into a bedroom — this instantly adds value.

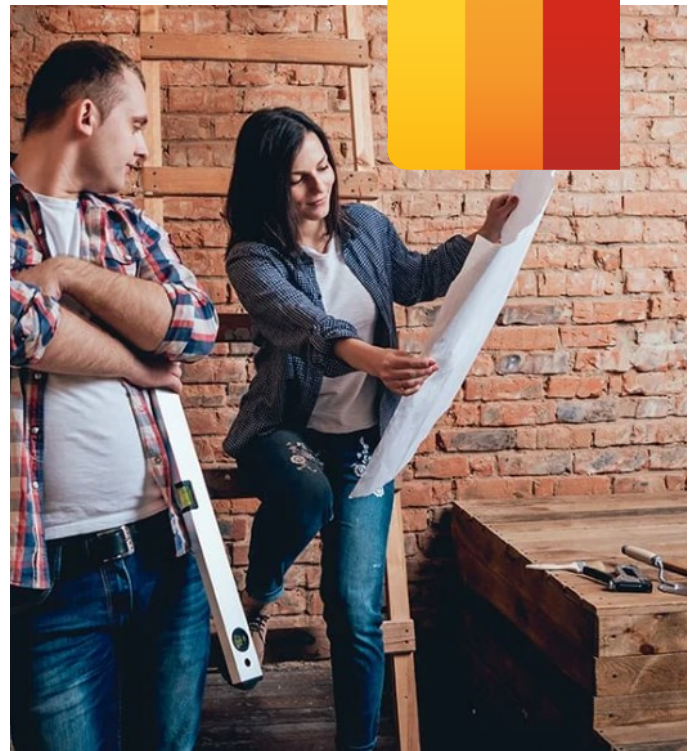
In existing bedrooms, repainting and adding built-in storage or shelving can enhance the space. For styling, add fresh linen, soft lighting, and plush touches like rugs and cushions.

Freshen Up the Living Room

Your living room should feel open, comfortable, and filled with natural light. If the space feels dark or cramped, try neutralising wall colours and using soft lighting to brighten things up. Heavy curtains can be replaced with light-coloured blinds or shutters to let more light in. Tech-savvy buyers may also appreciate modern features like smart lighting, voice-activated devices, or smart thermostats.

Improve Street Appeal

The exterior of your home creates the first impression for potential buyers, and a tidy, well-maintained frontage can go a long way.



Mow the lawn, trim the garden, and give outdoor surfaces a pressure wash to lift the overall presentation. Fixing damaged fencing, painting the front door, and adding some potted plants or lighting can instantly boost your home's street appeal.

Consider the Flooring

Flooring has a big influence on how a home feels. If your floors are in good shape, a deep clean or polish might be all that's needed. If they're worn or dated, replacing them with affordable options like vinyl or hybrid flooring could give your interiors a fresh new look without a significant cost.

Clean, Declutter and Finish with the Details

One of the simplest — and most effective — ways to prepare your home for sale is to clean and declutter. Remove excess furniture, pack away personal items, and give each room a thorough clean to make it feel more open and inviting. Small updates like replacing old cabinet handles, light switches, or door hardware can also modernise your home and create a cohesive, well-maintained look.

Ready to Sell?

With a little planning and smart spending, you can make a big impact without a big investment. For tailored advice on getting your home market-ready, speak to your local LJ Hooker team today. We're here to help you unlock your home's full potential — and deliver the best possible result.



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