LJ Hooker Real Estate News

Q2 2026 | Quarterly Review

The June quarter recorded a surge in transactional activity across the residential sector.

- House Sales: 102 properties sold (up from 84 in the previous quarter).
- Unit Sales: 60 properties sold (up from 35 in the previous quarter).
- Median House Price: Decreased 7.3% from $507,000 to $470,000.
- Median Unit Price: Increased slightly from $335,000 to $340,000.

While house sales volume grew by over 20%, the median price dipped by 7.3%. This trend reflects a high concentration of transactions within the lower-tier price brackets rather than a market-wide decline. Conversely, the prestige market remained healthy with 5 rural residential sales exceeding $1,000,000. The highest recorded transaction was a premium property on Ilparpa Road which fetched $1,710,000.

Annual Market Review & Investor Outlook

The 12-month period ending 30 June 2026 demonstrated excellent market liquidity and strong buyer demand.

- Total Sales Volume: 610 properties exchanged hands (399 houses and 211 units).
- Year-on-Year Growth: A 36% increase compared to the 442 sales recorded in the previous year.

The Alice Springs residential market remains highly buoyant, fuelled by a unique combination of high rental yields and low entry costs that continue to attract sharp investor attention. Local vacancy rates have remained exceedingly low at under 1%, creating an incredibly tight rental market. This chronic undersupply of rental stock ensures immediate tenant placement, minimal rental downtime, and consistent cash flow for landlords.

When paired with a relatively low median entry price - particularly in the unit sector, which saw a modest rise to $340,000 this quarter investors are achieving gross rental yields that significantly outperform capital city averages. Furthermore, the strong 36% annual surge in transactional volume signals a highly liquid market. Historically, such extended periods of high sales volume and low vacancy serve as a prelude to capital growth. If this buyer demand continues to outpace available housing supply, we expect property prices will begin an upward climb, offering investors an ideal window for potential capital gains alongside strong immediate returns.

The upper end of the residential market showed robust momentum with 16 sales over $1,000,000 distributed across Desert Springs, Araluen, and the Rural Area, proving that confidence spans all budget levels.

Commercial and Industrial Market

The commercial sector saw significant high-value asset turnover, registering 16 sales above the $1,000,000 threshold.
The stand-out sales were:

- Leichhardt Terrace: Two-story office complex selling for $3,119,000.
- Bath Street: Childcare facility selling for $3,100,000.
- North Stuart Highway: Commercial site selling for $3,080,000.
- Railway Terrace: Prime commercial site selling for $2,900,000.

LJ Hooker successfully negotiated 11 of these 16 major transactions, reinforcing our market-share dominance in the Alice Springs commercial sector.

RBA Official Cash Rate Changes

The Reserve Bank of Australia (RBA) met nine times during the fiscal year, lifting the cash rate from 3.85% to 4.35% - a net increase of 50 basis points.

- July 2025: Held steady at 3.85%
- August 2025: Decreased by 0.25% to 3.60%
- Oct, Nov, Dec 2025: Held steady at 3.60%
- February 2026: Increased by 0.25% to 3.85%
- March 2026: Increased by 0.25% to 4.10%
- May 2026: Increased by 0.25% to 4.35%
- June 2026: Held steady at 4.35%

The RBA has reiterated that consumer price inflation figures will remain the primary driver for any future monetary policy adjustments.

Doug Fraser, Managing Director

LJ Hooker

Sales Statistics Q2

June Quarter 2026

Suburb	Median House Price Mar 2026 quarter	No. Sales	Median House Price Jun 2026 quarter	No. Sales	% Change	Median Unit Price Mar 2026 quarter	No. Sales	Median Unit Price Jun 2026 quarter	No. Sales	% Change
Araluen	500,000	9	500,000	16	0	460,000	7	365,000	9	-20.6
Braitling & Stuart	485,000	7	440,000	23	-9.2	379,000	3	289,000	3	-23.7
Desert Springs & Mount Johns	810,000	8	792,500	2	-2.2	343,000	7	199,000	11	-41.9
East Side	665,000	13	479,000	15	-28.0	355,000	5	447,500	10	+26.0
Gillen	469,500	22	468,000	23	-0.3	320,000	6	290,000	5	-9.37
Kilgariff & South Edge	670,000	1	795,000	2	Insufficient Data	0	0	0	0	Insufficient Data
Larapinta	380,000	13	321,000	11	-15.5	0	0	280,000	7	Insufficient Data
Rural	920,000	3	1,270,000	5	+38.1	N/A	0	165,000	2	Insufficient Data
Sadadeen	525,000	5	420,000	3	-20.0	300,000	2	340,000	7	Insufficient Data
The Gap	500,000	3	380,000	5	-24.0	240,000	5	295,000	6	+22.9
Total	**507,000**	**84**	**470,000**	**105**	**-7.8**	**335,000**	**35**	**340,000**	**60**	**+1.49**

Median House Price and Sales Numbers since 2021

Year ending June	Median Price $	Number of Sales	% change per annum
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
2026	500,000	399	-2.44

Median Unit Price and Sales Numbers since 2021

Year ending June	Median Price $	Number of Sales	% change per annum
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
2026	310,000	211	+10.9

Anti-Money Laundering (AML) in Australia

Australia, like many countries, faces ongoing risks from money laundering and financial crime. It's estimated that billions of dollars are laundered through Australian businesses each year, often linked to serious offences such as fraud and drug trafficking.

To help combat this, Australia introduced the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 (AML/CTF Act), regulated by AUSTRAC.

Banks, financial institutions and many other sectors have been operating under the legislation for some time and, since 1 July 2026, real estate agents are captured under the legislation.

All real estate agents in Australia now have legal obligations to comply with the AML/CFT legislation and will be requesting more documents and information than they have in the past.

Proving your identity

Real Estate agents now, among other things, are required to verify the identity of their clients in accordance with AML/CFT legislation. This is called Customer Due Diligence (CDD).

This means they are required to identify who their clients are (i.e. who they are acting for). This could be individuals, companies, trusts, or other client types like societies and government departments etc. This means asking for information to verify your full name, date of birth, and residential address. This can be done in several ways but, not unlike the banks, they will ask to see identity documents like your Passport, Driver Licence, utility bill etc. In some cases, they have obligations to establish source of funds and wealth.

If your real estate agent cannot verify your identity in line with the legislation, they will not be able to act for you.

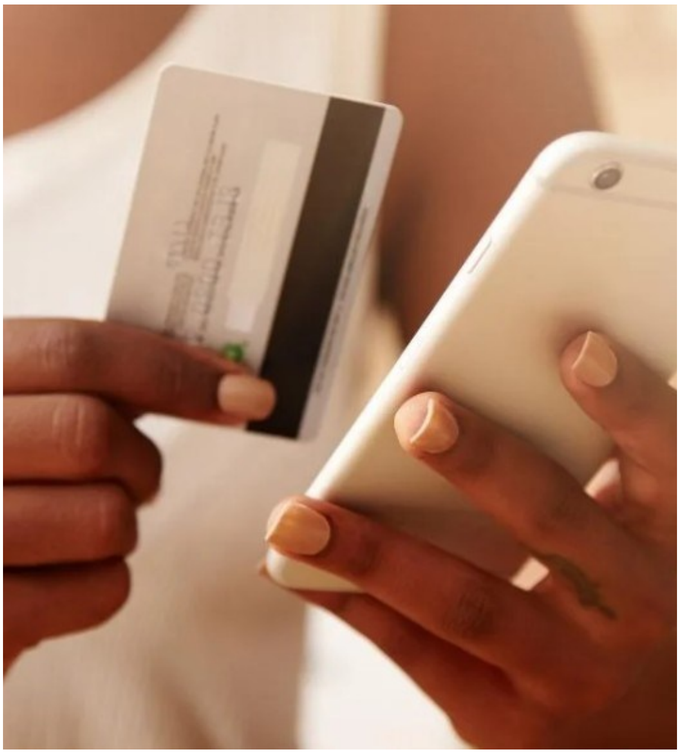
Identity verification can take days and sometimes weeks if a Trust or company is involved, or where parties reside overseas.

The below gives an indication of some of the documents your real estate agent may ask you to present in person or as a certified document as part of the process.

What information will you need to provide?

The information you are asked to provide will vary depending on whether you are doing business as an individual or part of a partnership, company, public body, estate or trust.

As a starting point, the following identity information must be obtained:



- The person's full name
- The person's date of birth
- If the person is not the client, the person's relationship to the client

Documentation you may be asked for

Passport or Australian Driver license, along with Medicare card and another document such as a bank statement or statement issued by a Government agency. You will also need to provide a document with your residential address (for example, a utility bill).

For Trusts and Companies, additional information prescribed by regulations must be obtained

Trusts

The Trust Deed and, for all trustees and settlors, identity information as above, together with information regarding the Trust's source of funds or wealth. Additional information may also be required for beneficiaries and appointers.

Companies

Details of the company, together with the information for individuals noted above for every individual with more than a 25% shareholding, all individuals with effective control of the company and all individuals acting on behalf of the company. Information regarding source of funds or wealth may also be required.

The above list is not exhaustive and is indicative only. Your real estate agent will assist you with the specific requirements in relation to your situation.

Smart Seller Guide — How to Sell Your Home for the Best Possible Price

Selling your home is a significant decision, and the right advice can make all the difference. From understanding your property's value to choosing the best sales strategy, your local LJ Hooker agent is there to guide you every step of the way.

When is the right time to sell?

The ideal time depends on your circumstances, local market conditions and buyer demand. While spring often attracts more buyers, every market is different. An experienced agent can help you determine the best time to maximise your result.

How much is my home worth?

Online estimates are a useful starting point, but nothing replaces a professional appraisal. Your LJ Hooker agent will assess recent comparable sales, current market conditions, location and buyer demand to provide an accurate, obligation-free estimate.

Choosing the right sales method

The best approach depends on your property and market:

- Auction creates competition and can deliver an unconditional sale.
- Private Treaty offers flexibility with negotiated pricing.
- Expression of Interest (EOI) invites buyers to submit their strongest offer by a set deadline.

Your agent will recommend the strategy best suited to your goals.

Preparing your home

Presentation matters. Simple improvements such as decluttering, fresh paint, tidy gardens and quality photography can significantly increase buyer appeal. Your agent can also advise whether professional styling is worthwhile.

Understanding the costs

Selling costs may include agent commission, conveyancing, marketing, styling, mortgage discharge fees and removalists. Planning ahead helps you budget with confidence.

What affects how quickly a home sells?

Pricing, presentation, marketing and buyer demand all play a role. Regular feedback from your agent allows you to adjust your campaign and achieve the strongest possible outcome.

The selling journey

A successful sale starts with an appraisal, selecting the right agent, agreeing on a sales strategy, preparing your home, launching your marketing campaign and negotiating the best offer.

With almost 100 years of experience, LJ Hooker combines local expertise with industry-leading marketing to help you sell with confidence. Speak to your local LJ Hooker agent today to start your selling journey.