



# Real Estate News

Alice Springs

The Difference

## Quarterly Review

### Strong Growth Across Residential Market

The September quarter delivered another strong performance for the Alice Springs property market, with healthy sales activity and price growth across both houses and units.

There were 83 house sales recorded for the quarter — up from 68 sales in June — and the median house price rose from \$523,750 to \$559,000. Sales were well spread across the region, with Araluen, Braitling, Desert Springs, East Side, Gillen and the Rural Area all recording double-digit results.

Unit sales also picked up, rising from 42 to 53, with the median price increasing from \$264,000 to \$310,000. East Side (11 sales) and Gillen (9 sales) led the way.

Eight homes sold above \$900,000, including a standout \$2 million sale on Minahan Road in the Rural Area. The top-performing unit was in Caterpillar Court, selling for \$612,500.

It's clear that the residential market is regaining momentum, with stronger buyer confidence and rising prices across the board. With the Commonwealth Government's enhanced 5% Deposit Scheme now in effect from 1 October, this positive trend is likely to continue into the new year.

### Commercial and Industrial Snapshot

The commercial and industrial sectors were quieter this quarter, though a few standout transactions caught attention.

A block of units in Old East Side sold for \$1.3 million, while the Flynn Drive Supermarket freehold changed hands for \$1.9 million – a sale proudly negotiated by LJ Hooker Alice Springs.

### RBA Holds Official Cash Rate

The Reserve Bank of Australia kept the official cash rate steady at 3.6% at its meeting on 30 September, following cuts announced in August.

RBA Governor Michelle Bullock acknowledged the “very difficult position with the property market,” but reiterated that the Bank's focus remains on managing inflation, not housing prices.

Economists had widely expected the pause, noting that inflation data for the September quarter may come in higher than earlier forecasts. The market will now be watching closely for the next inflation update on 29 October, ahead of the RBA's next meeting on 4 November.

### Federal “5% Deposit Scheme”

Since 1 October 2025, the Australian Government's “Home Guarantee Scheme” has been expanded/rebranded as the Australian Government 5% Deposit Scheme.

Key points:

- You only need a 5 % deposit (for first home buyers) to access the scheme
- Single parents / legal guardians may be eligible with only 2% deposit in certain cases.
- There are no income caps anymore (i.e. your income won't automatically disqualify you) under the expanded scheme.
- There are no longer limits on places / quotas.
- There are no waiting lists / place quotas — you don't have to hurry to secure a spot under this scheme because availability won't be limited
- You are exempt from paying Lenders Mortgage Insurance (LMI) under this scheme. That's a big saving.
- You must buy a property that is under a certain price cap for your area. For the NT, the cap is \$600,000 (both in capital city & regional areas) under the new scheme.
- The scheme eliminates the need to pay Lenders Mortgage Insurance (LMI) for eligible home buyers.
- It works via Participating Lenders. You talk to a lender who is part of the scheme; if you meet criteria, the government provides a guarantee to your lender.

With the Alice Springs price cap set at \$600,000, and the median house price around \$535,000, most homes fall comfortably within reach.

If you're ready to explore homeownership, the LJ Hooker Alice Springs team is here to guide you – from pre-approval through to settlement.

Doug Fraser, Managing Director

 **LJ Hooker**

# Sales Statistics Q3

September Quarter 2025

| Suburb                          | Median House Price<br>Jun 2025<br>quarter | No. Sales | Median House Price<br>Sep 2025<br>quarter | No. Sales | % Change<br>for Sep | Median Unit Price<br>Jun 2025<br>quarter | No. Sales | Median Unit Price<br>Sep 2025<br>quarter | No. Sales | % Change<br>for Sep |
|---------------------------------|-------------------------------------------|-----------|-------------------------------------------|-----------|---------------------|------------------------------------------|-----------|------------------------------------------|-----------|---------------------|
| Araluen                         | 635,000                                   | 7         | 550,000                                   | 11        | - 13.39             | 389,500                                  | 4         | 442,500                                  | 6         | + 13.61             |
| Braitling<br>& Stuart           | 435,000                                   | 8         | 495,000                                   | 11        | + 13.79             | 387,500                                  | 4         | 369,000                                  | 5         | - 4.77              |
| Desert Springs<br>& Mount Johns | 720,000                                   | 5         | 765,000                                   | 11        | + 6.25              | 240,000                                  | 3         | 442,500                                  | 6         | + 84.38             |
| East Side                       | 540,000                                   | 13        | 569,500                                   | 10        | + 5.46              | 227,500                                  | 6         | 350,000                                  | 11        | + 53.85             |
| Gillen                          | 460,000                                   | 12        | 431,250                                   | 14        | - 6.25              | 280,000                                  | 11        | 295,000                                  | 9         | + 5.36              |
| Kilgariff &<br>South Edge       | 670,000                                   | 3         | 697,500                                   | 2         | + 4.10              | N/A                                      | 0         | 170,000                                  | 1         | Insufficient Data   |
| Larapinta                       | 410,000                                   | 7         | 400,000                                   | 9         | - 2.44              | 245,000                                  | 4         | 310,000                                  | 5         | + 26.53             |
| Rural                           | 858,500                                   | 4         | 850,000                                   | 10        | - 0.99              | 152,500                                  | 2         | N/A                                      | 0         | Insufficient Data   |
| Sadadeen                        | 443,500                                   | 7         | 447,500                                   | 4         | + 0.90              | 265,000                                  | 3         | 305,000                                  | 5         | + 15.09             |
| The Gap                         | 463,750                                   | 2         | 540,000                                   | 1         | + 16.44             | 267,500                                  | 5         | 255,000                                  | 5         | - 4.67              |
| Total                           | 523,750                                   | 68        | 559,000                                   | 83        | + 6.73              | 264,000                                  | 42        | 310,000                                  | 53        | + 17.42             |

Median House Price and Sales Numbers since 2012

| Year ending<br>June | Median Price \$ | Number of<br>Sales | % change<br>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<br>June | Median Price \$ | Number of<br>Sales | % change<br>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.

# What is a Property Appraisal?

If you're curious about what your home might be worth, a property appraisal is the ideal place to start.

An appraisal is an informed estimate of your home's market value, offered as a free service by real estate agents. It's based on recent local sales, buyer demand and your agent's professional knowledge of what features will attract or limit buyer interest.

It's important to note that a property appraisal differs from a formal valuation. A valuation is prepared by a Certified Practising Valuer—usually for banks or legal purposes—while an appraisal offers market guidance to help you plan your next move.

## Why Get a Property Appraisal?

Whether you're selling soon, refinancing or simply want to stay up to date, an appraisal helps you make confident, informed decisions.

Key benefits include:

- Understanding your property's current market value
- Learning from comparable recent sales
- Identifying features that could boost or impact price
- Receiving tailored advice from a local expert
- Deciding if now is the right time to sell

With LJ Hooker, you'll gain expert insights backed by decades of experience and a deep understanding of your local market.

## Why consider multiple appraisals?

Comparing appraisals from different agents provides a broader perspective. Each agent will bring their own data, strategy and local experience, helping you form a clear, confident view of your property's position in the market.

## How to Research the Market?

You can complement your agent's advice with your own research.

- Visit local open homes and auctions to see what's attracting buyers.
- Review recent sales—ideally within the past six months—for a realistic benchmark.



- Explore online listings on [ljhooker.com.au](https://www.ljhooker.com.au), [Domain](https://www.domain.com.au) or [realestate.com.au](https://www.realestate.com.au) to track market trends.
- Speak to your LJ Hooker agent, who can often provide detailed sales data and market reports free of charge.

When comparing, consider land size, layout, condition, and location. Features such as views, outdoor space, pools, or solar panels can add value, while aspects like traffic noise or dated interiors may reduce buyer interest.

## Market Conditions: Buyers vs Sellers

In a seller's market, demand exceeds supply, pushing prices up.

In a buyer's market, there are more homes for sale, so competitive pricing becomes key. With the right advice, strong results are possible in any market.

## Ready to Find Out What Your Home Is Worth?

A property appraisal with LJ Hooker is a simple way to understand your home's value and the current market.

Contact our team today or request your free appraisal online.



This spring, book an appraisal to win up to \$20,000\*

Enquire today

# Make Your Move with Just 5% Down: What the New Deposit Scheme Means for Alice Springs Buyers

Good news for Territory homebuyers — owning your first home just became more achievable. From 1 October 2025, the Australian Government 5% Deposit Scheme has expanded to make it easier for more Australians to step into the property market, including right here in Alice Springs.

Under the scheme, eligible first-home buyers can purchase a property with as little as 5% deposit, and single parents or legal guardians may qualify with just 2%. Even better, you won't pay Lenders Mortgage Insurance (LMI) — a saving that can amount to tens of thousands of dollars.

There's no income cap and no waiting list, so this initiative opens the door to many Territorians who've been saving hard but struggling to reach the traditional 20% deposit target.

For Alice Springs, the property price cap sits at \$600,000, which means most homes across our market fall within reach. With the town's median house price around \$535,000, there's a healthy choice of eligible properties — from family homes in Gillen to solid starter houses in Eastside or Braithling.

So, what should buyers keep in mind when taking advantage of this new opportunity?

## 1. Get Finance Ready

Start with a participating lender and secure pre-approval before you begin house-hunting. Knowing your budget upfront means you can act quickly when the right property comes along.

## 2. Set a realistic target range

There's no need to stretch to the \$600,000 cap. Many excellent homes in Alice Springs sit in the \$350,000–\$550,000 bracket. Staying under budget gives you breathing room for fees, furnishings and those first few months of homeownership.

## 3. Choose wisely and inspect thoroughly

While a smaller deposit gets you in the door sooner, be sure to look closely at the property's structure, roof, plumbing and termite history. Many homes in the region are well-loved and a thorough inspection helps you buy with confidence.



## 4. Location Matters

Proximity to schools, shops and parks can make daily life easier and add value over time. Alice Springs offers great lifestyle variety — think family-friendly streets in Larapinta or elevated outlooks in Sadadeen.

## 5. Keep a buffer

Even without LMI, it's smart to hold a little extra for unexpected costs — a new air-con, plumbing fix or moving expenses.

## 6. Work with local experts

From finance brokers to conveyancers and your LJ Hooker team, surround yourself with people who understand the Alice Springs market. We'll help you navigate the process and find a home that fits both your needs and your budget.

With the 5% Deposit Scheme now in play, there's never been a better time to explore homeownership in Alice Springs. If you're ready to make your move, speak with our team today — we're here to guide you through every step, from pre-approval to handing over the keys.

Your local LJ Hooker Alice Springs team — helping more Territorians call Alice home.



Doug Fraser



Tabatha Ballard



Sam Linn



Dominic Miller



Gail Tuxworth



Scott Westover

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