

LJ Hooker

Real Estate News

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Q3 2026 | Quarterly Review

Buyers Stay Active Through Another Rate Rise

The September quarter showed buyers remaining active across Alice Springs, even as the Reserve Bank lifted the cash rate for the fourth time this year. A total of 169 residential properties changed hands, worth a combined \$81.49 million, at a median price of \$460,000.

Demand was strongest through the heart of the market. Of the 166 residential sales with a disclosed price, 96 sold between \$300,000 and \$500,000 and a further 40 between \$500,000 and \$700,000. Together, these two brackets made up more than four in every five sales, confirming that well-priced family homes and investment properties continue to attract strong interest.

Houses recorded 131 sales at a median of \$485,000, an increase from the June quarter in both volume and median price.

Units and apartments recorded 38 sales at a median of \$359,000, up from \$340,000 in the June quarter but a fall in the number of unit sales from 60 in the June quarter.

The upper end of the market also performed well, with 17 residential sales between \$700,000 and \$999,999 and two above \$1 million. The top residential result of the quarter was \$1,300,000 million in Desert Springs at 4 Olive Pink Grove. The second, a rural property at 15 Schaber Road, achieved \$1,280,000. LJ Hooker was entrusted with both aforementioned sales.

Suburb Snapshot

Gillen was the busiest suburb of the quarter, followed closely by Braitling and Araluen, houses and units combined. East Side achieved the highest median of the most active suburbs at \$522,500, while Sadadeen and Larapinta continue to offer some of the town's most accessible entry points. Together, these six suburbs accounted for 146 of the quarter's 169 residential sales.

Commercial and Industrial Market

Ciccone was the standout for industrial activity, accounting for nine of the quarter's 10 industrial sales at a median of \$900,000. In total, industrial transactions were worth \$10.17 million, with a median of \$822,500. Notable sales included:

- 2/34 Stuart Highway \$2,400,000
- 18 Elder Street \$1,400,000
- 7 Dowdy Court \$900,000
- 1 Power Street \$721,600

Official Cash Rate Changes

On 29 September, the Reserve Bank's Monetary Policy Board voted unanimously to lift the cash rate by 25 basis points to 4.60%, effective 30 September. It is the fourth rise this year and takes the cash rate to its highest level in 15 years.

The September increase follows rises in February, March and May, taking the cash rate from 3.60% at the start of the year to 4.60% – a full percentage point in nine months.

The Board pointed to inflation running hotter than expected, with disrupted global oil supply pushing up fuel prices – something Central Australians will have noticed at the bowser – and those costs flowing through to other goods and services. Headline inflation rose to 4.0% in the 12 months to August.

Looking Ahead

The RBA has kept the door open to further rises, saying it will “do what it considers necessary” to bring inflation back to target, “including increasing the cash rate target further if needed”.

The major banks are divided on what comes next. ANZ and Westpac expect another 25 basis point rise to 4.85% at the 3 November meeting, while CBA sees a hold as more likely and NAB believes rates have already peaked. Much will depend on the September quarter inflation figures, due on 28 October.

Despite higher borrowing costs, buyers remained active through the September quarter. If you are planning a purchase or a refinance, now is a good time to talk with your lender about how further rises could affect your repayments and borrowing capacity.

Doug Fraser, Managing Director

Figures cover Alice Springs residential and industrial sales, July–September 2026. General information only, not financial advice; consult a licensed adviser before making investment decisions.

Sales Statistics Q3

September Quarter 2026

Suburb	Median House Price June 2026 quarter	No. Sales	Median House Price September 2026 quarter	No. Sales	% Change	Median Unit Price June 2026 quarter	No. Sales	Median Unit Price September 2026 quarter	No. Sales	% Change
Araluen	500,000	16	560,000	17	+12.0%	365,000	9	401,000	5	+9.9%
Braitling & Stuart	440,000	23	465,000	27	+5.7%	289,000	3	295,000	3	+2.1%
Desert Springs & Mount Johns	792,500	2	795,000	6	+0.3%	199,000	11	437,000	5	+119.6%
East Side	479,000	15	522,500	15	+9.1%	447,500	10	412,500	6	-7.8%
Gillen	468,000	23	480,000	29	+2.6%	290,000	5	325,000	3	+12.1%
Kilgariff & South Edge	795,000	2	n/a	0	Insufficient Data	0	0	n/a	0	Insufficient Data
Larapinta	321,000	11	442,500	16	+37.9%	280,000	7	350,000	4	+25.0%
Rural	1,270,000	5	840,000	3	-33.9%	165,000	2	370,000	1	Insufficient Data
Sadadeen	420,000	3	455,000	13	+8.3%	340,000	7	327,250	8	-3.7%
The Gap	380,000	5	410,000	5	+7.9%	295,000	6	300,000	3	+1.7%
Total	470,000	105	485,000	131	+3.19%	340,000	60	359,000	38	+5.6%

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

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Is Now a Good Time to Sell?

Deciding when to sell is rarely straightforward. National trends offer useful insight, but they don't always reflect what is happening in your local market. Your reason for moving, your property type and your finances all play a part.

Local market performance

One of the strongest indicators that it may be a good time to sell is when property values in your area are outperforming the broader market. If the median house or unit price in your suburb has grown faster than the surrounding areas or the national average, it may signal robust buyer demand and favourable selling conditions. Monitoring local sales results and price trends can help you determine whether you are well-positioned to capitalise on recent growth and maximise your property's value.

Signs it may be a good time to sell:

- Local prices are outperforming the wider market
- Buyers are still turning up at open homes
- It's spring, with fewer new listings expected than usual
- Employment is strong, so buyers feel secure

Keep an eye on days on market and interest rates. They show how much negotiating power buyers have.

Sell before you buy?

Buying first gives you time and peace of mind, and lets you use equity for a deposit. But bridging finance has time limits, and pressure to sell quickly can mean a lower price. Your finances and comfort with risk should decide.

Alice Springs snapshot for Q3

- **Houses sold:** 105
- **Units sold:** 60
- **Median sold price:** \$485,000 for houses and \$359,000 for units.

Alice Springs is a small market, so results can swing. Rely on recent local sales rather than broad averages.

Does property type matter?

- **Houses:** median listing price up 3.78% over the past year.
- **Units:** median listing price up 9.94% over the past year, so pricing matters.
- **Investors:** house rents up 8.3% to \$650 a week, with a 7.3% yield (up 0.9 points).

Price it right

Set a price goal that matches current conditions. A free appraisal from your local LJ Hooker agent compares your home with similar recent sales and can suggest simple ways to help it stand out.

Talk to your local agent

A free appraisal gives you a detailed property report, a summary of current conditions and a proposed price guide, so you can see whether now is the right time.

Sources: (REINT) data for the June quarter 2026; Investar listing prices; Cotality national data. General information only. It does not replace independent legal, financial or business advice.

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Where to Buy an Investment Property in Australia

Property is one of the most popular ways to build wealth, with rental income, capital growth and tax benefits on offer. But where you buy matters as much as what you buy. Your local LJ Hooker agent can help you weigh up the rewards and risks before you commit.

Start with your goal

Decide whether you are investing for capital growth or for rental yield. Growth areas tend to have strong population growth and limited new supply. Yield-focused areas have low vacancy rates. Many investment properties are negatively geared, so make sure rent and price growth can justify your holding costs.

What to research

Look at supply, rental growth, population growth and buyer demand. Check job prospects and planned infrastructure such as new roads, rail or hospitals. Your local agent and council or state government websites are a good place to start. Major cities grab the headlines, but every market is driven by its own local factors.

Buy for the tenant, not for you

An investment is not an emotional purchase. Match the property to local demand: apartments suit areas near universities, while family homes suit lifestyle suburbs. Set a clear budget, shop around for lenders, and keep money aside for repairs and vacancy periods.

Cities or regional?

Capital cities offer a wider tenant pool and easier resale, but entry costs are higher. Regional areas can offer lower entry prices and portfolio diversification, though a smaller market can make finding tenants harder.

What landlords can claim

Investment property comes with plenty of tax benefits, and you may be surprised by what can be claimed. Common deductions include:

- Advertising to find a tenant, agent fees and legal expenses
- Land tax, council rates and strata fees



- Repairs, maintenance, pest control and garden upkeep
- Insurance, stationery and phone calls

Terms like negative gearing and the capital gains tax discount can seem complicated, so it pays to understand how they apply to you.

Before you buy

Know how long you plan to hold and have an exit plan. For apartments, read the strata report and check the sinking fund. Speak with an accountant about depreciation and capital gains.

Talk to us

Speak with your local LJ Hooker agent for market insights in your target area. Already own an investment property? A rental appraisal shows whether it is meeting market expectations.

General information only. It does not replace independent legal, financial or business advice.



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