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## Australian Real Estate Market Update State Analysis, February 25

### Impact of Interest Rate Cuts

Even if the recent interest rate drop is small, it offers psychological comfort, easing concerns about rising mortgage rates and enticing prospective purchasers to re-enter the market.

### Segmenting the market

The real estate markets in Australia are dispersed, and performance varies by price range. In most cities, the rise of lower-priced homes is more robust than that of the top quartile.

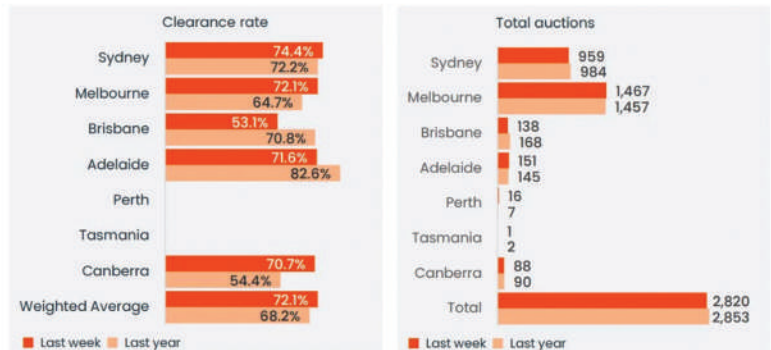
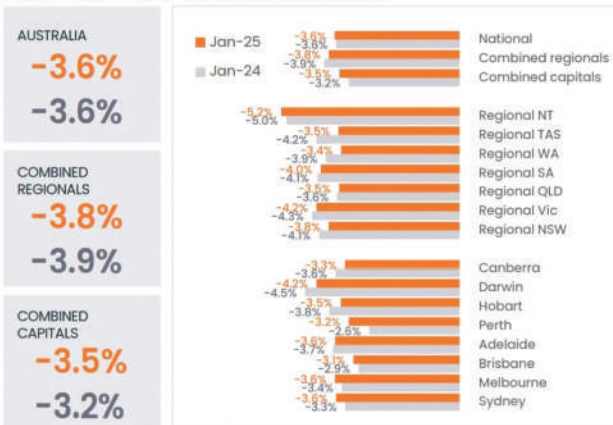
### Success Rates for Auctions

Strong auction clearing rates—72.1%—indicate that buyers are becoming more confident. This increase points to market stability and a promising future for real estate deals.

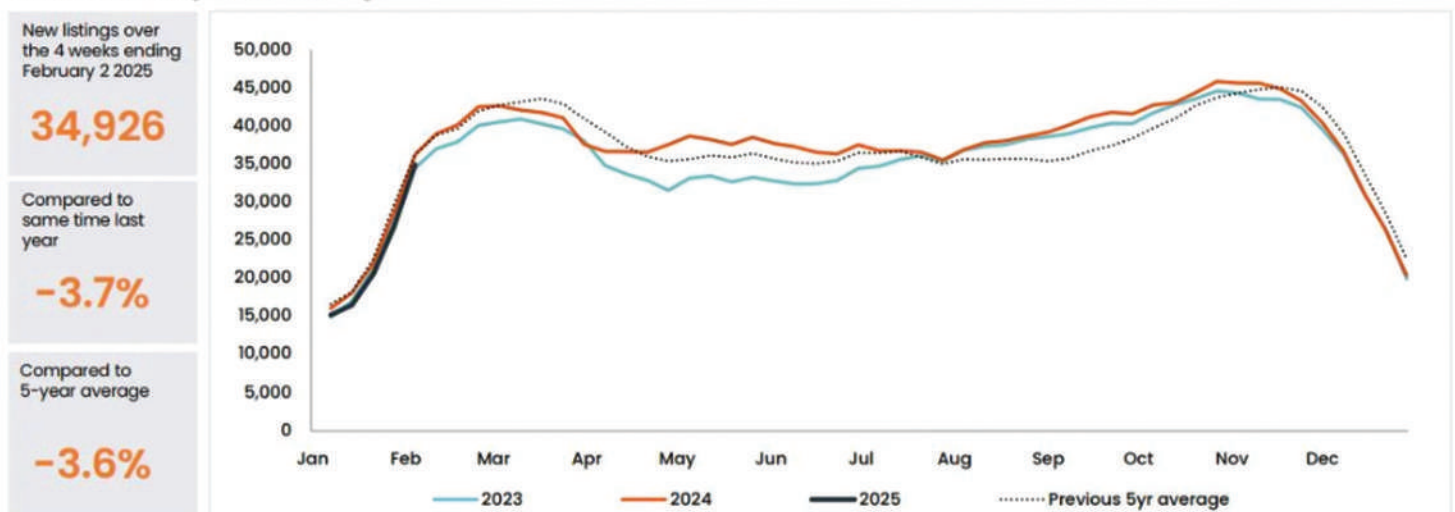
### Trends in the Rental Market

With an annual increase of 4.4%, rental growth has slowed. A more balanced supply-demand dynamic across Australia's real estate markets is reflected in the lowering of rent prices.

Median vendor discount – three months to January 2025



Number of new listings, National Dwellings



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