

Real Estate News

Alice Springs



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Q1 in review

Residential market update

The first quarter of 2025 saw steady sales activity, although slightly lower than the December quarter. A total of 62 houses were sold, with a median price of \$557,500 – down from the December quarter's 78 sales and \$561,000 median. In the unit market, 38 sales were recorded with a median price of \$280,000, compared to 52 sales at a median of \$285,000 in the previous quarter.

The top end of the market remained strong, with six sales exceeding \$1 million – three in Desert Springs and three in the rural area. The highest sale recorded was \$1,590,000 for a property on Minahan Road. The unit market also saw strong high-end activity, with five sales surpassing \$500,000. The top unit sale was \$629,000 for a property on Tmara Mara Circuit.

A shift in buyer demographics is becoming apparent, with long-term residents leaving town – likely influenced by rising costs of living and social challenges. However, an encouraging trend is the growing presence of migrant buyers, as well as companies investing in residential properties to accommodate staff.

Commercial & Industrial market update

The commercial and industrial markets continued their momentum, with several key sales recorded:

- Heavitree Gap Tavern site – \$700,000 (LJ Hooker sale)
- Industrial property, Coulthard Court – \$1,100,000 (LJ Hooker sale)
- Commercial property, Palm Circuit – \$1,300,000
- Industrial property, Cameron Street – \$2,100,000 (LJ Hooker sale)
- Industrial property, Price Street – \$3,100,000

Market resilience & economic outlook

While Alice Springs is facing challenges in the property market, history shows its ability to bounce back. The town has weathered major disruptions before, including:

- The 1989 pilots' strike, which halted domestic flights for nine months.
- The mid-1980s interest rate surge to 17%.

- The 2008–2010 Global Financial Crisis.
- The 2020–2022 COVID–19 pandemic.

Alice Springs remains the economic and service hub for Central Australia, with key industries including mining, tourism, and primary industries. Healthcare is playing an increasing role in the local economy, as demonstrated by the construction of 71 new apartments at 113 Todd Street – fully leased to the Department of Health – and a proposed 140 unit development on the old Melanka site, of which 70 units will also be leased to Health.

In response to concerns about crime and social issues, the Northern Territory Government has reaffirmed its commitment to improving safety and ensuring Alice Springs remains an attractive destination. The success of the tourism sector is critical to the town's economy, and the construction of the Aboriginal Art Gallery at Anzac Oval is a significant step in securing its future growth.

RBA Interest rate decision

Following its April meeting, the Reserve Bank of Australia (RBA) announced that the cash rate would remain at 4.1%. This follows the mid-February decision to cut the rate by 0.25 percentage points – the first rate reduction since November 2020.

The RBA emphasized its commitment to controlling inflation, stating that while progress is being made, economic risks remain. Market analysts now estimate a 70% chance of a further rate cut in May. This decision also marked a structural change within the RBA, as its Board has been divided into two separate entities – one overseeing interest rate policy and the other focused on corporate governance.

Looking ahead

Despite the challenges, Alice Springs continues to demonstrate resilience and adaptability. With evolving buyer demographics, strategic investments in infrastructure, and a proactive approach to economic development, the town remains well-positioned for future growth.

For more insights or to discuss your property needs, reach out to the team at LJ Hooker Alice Springs. We're here to help you navigate the market with confidence.

Doug Fraser, Managing Director



Sales Statistics Q1

March Quarter 2025

Suburb	Median House Price Dec 2024 quarter	No. Sales	Median House Price Mar 2025 quarter	No. Sales	% Change for Mar	Median Unit Price Dec 2024 quarter	No. Sales	Median Unit Price Mar 2025 quarter	No. Sales	% Change for Mar
Araluen	529,000	11	690,000	7	+ 30.43	400,000	1	310,000	5	Insufficient Data
Braitling & Stuart	525,000	11	515,000	10	- 1.9	262,500	4	431,000	2	Insufficient Data
Desert Springs & Mount Johns	715,000	8	715,000	8	0.0	427,500	8	367,500	2	Insufficient Data
East Side	600,000	9	515,000	5	+ 14.17	338,500	10	312,500	4	- 7.68
Gillen	458,750	8	460,000	9	+ 0.27	275,000	11	275,000	13	0.0
Kilgariff & South Edge	682,500	2	752,500	2	Insufficient Data	415,000	1	N/A	0	Insufficient Data
Larapinta	465,000	7	380,000	7	- 18.28	260,000	10	255,000	3	- 1.92
Rural	810,000	11	1,150,000	7	+ 41.98	N/A	0	165,000	1	Insufficient Data
Sadadeen	430,000	7	490,000	5	+ 13.95	268,000	4	280,000	5	+ 4.48
The Gap	375,000	4	402,000	2	+ 7.2	270,750	4	311,500	4	+ 15.05
Total	561,000	78	557,500	62	- 0.62	285,000	53	280,000	39	- 1.75

Median House Price and Sales Numbers since 2011

Year ending June	Median Price \$	Number of Sales	% change per annum
2011	461,000	359	+7.34
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

Median Unit Price and Sales Numbers since 2011

Year ending June	Median Price \$	Number of Sales	% change per annum
2011	346,000	196	+8.60
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

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.

Australians Still Dreaming of Homeownership Despite Market Challenge

Despite rising property prices and increasing mortgage pressures, LJ Hooker's latest Australian Homeownership Aspiration report shows the Great Australian Dream is alive and well. In fact, 74% of Australians surveyed still aspire to own a home – with younger generations leading the charge.

Homeownership remains a priority

While long-term renting is growing globally, Australians remain deeply committed to owning property. Gen Z and Gen Y, in particular, are highly motivated to enter the market. Across all age groups, homeownership is still viewed as a smart, long-term investment that brings both financial security and a sense of belonging.

“Property provides people with financial security and the knowledge they can build equity over time,” said LJ Hooker Head of Network Australia, Chris Keating. “More importantly, owning a home helps families build community connections and foster a true sense of place.”

What’s holding buyers back?

The desire is strong, but the road isn’t easy. Affordability is the biggest challenge – 97% of respondents listed property prices as a top barrier. Other major concerns include maintaining a regular income (71%) and managing mortgage repayments (70%).

Still, Australians are determined. Many are exploring alternative paths into the market, including First Home Buyer Grants, rentvesting, and family support.

“Paying off a mortgage takes determination and dedication,” said Mr Keating. “But people are prepared to make it happen.”

Sustainability is a focus

Today’s buyers are also more eco-conscious. The report found 95% of respondents would prioritise sustainable features in their next home – not just for the environment, but to reduce utility bills too.

Key eco-friendly inclusions:

- Double-glazed windows and insulation
- Solar panels and greywater systems
- Smart home technology
- Water-saving features

Air-conditioning remains high on the list of essentials, with more than two-thirds citing its absence as a dealbreaker. Ceiling fans were also noted as a must-have by 39% of buyers.

Carpet versus timber – The great debate

The survey also revealed a surprising difference between Australians and New Zealanders when it comes to flooring preferences.

While 61 per cent of Australians prefer timber floors, 59 per cent of Kiwis opt for the warmth and comfort of carpet.

“Timber flooring is just so much more practical in Australia; it is better suited to our climate, is more durable and just looks good,” Mr Keating said.

More than two-thirds of respondents cited the absence of air conditioning as the biggest drawback when considering a property purchase.



A garden is no longer necessary

Interestingly, nearly half of Australians no longer see a lawn or garden as essential. While outdoor space is still valued, lifestyle changes and time pressures mean many buyers now prefer low-maintenance homes.

“It’s not just one type of property that people aspire to anymore,” said Mr Keating. “We’re seeing a real shift in preferences, and we need diverse housing options to meet that.”

Gen Z’s dream homes, gym included

Dream home wish lists vary across generations, but certain features remain popular – outdoor entertaining areas, high-end kitchens, and even infinity pools.

Gen Z, however, are bringing new ideas to the table. Nearly half (48%) said a home gym was a top dream feature – compared to just 20% of Gen X.

“Lifestyle and flexibility are key drivers,” said Mr Keating. “Different stages of life bring different priorities, but there are many shared values too.”

Other key insights from the survey

Australians aren’t just dreaming – they’re improving. Renovating remains a popular way to enhance both value and liveability.

Top reasons for renovating:

- 59% want to improve the functionality of their home
- 26% focus on energy efficiency
- 29% renovate to increase property value
- Only 15% renovate purely to prepare for sale

Most are also mindful of budget, with 43% saying they’d spend no more than 10–20% of the property’s value on renovations.

The future of homeownership in Australia

The aspiration to own a home runs deep in Australian culture. It’s not just about dollars and cents – it’s about security, stability and creating a personal sanctuary.

“Australians know the path to homeownership isn’t always easy,” said Mr Keating. “But the dream is still very much alive – and people are finding new and creative ways to make it a reality.”

Prepare Your Property for Autumn With Our Home Maintenance Checklist

As the crisp air rolls in and temperatures start to dip, now's the perfect time to give your home a little extra attention. Whether you're planning to sell or simply want to stay cosy and secure, a bit of proactive maintenance in autumn can go a long way.

Here's a simple checklist to help you protect your property, boost comfort, and even add value.

1. Keep the heat in and the cold out

Autumn is all about keeping the warmth in and the chill out. Start by checking for draughts, especially around older windows and doors. A quality sealer can quickly patch up gaps and help retain heat - saving on energy bills and keeping your home toasty.

2. Maintain your heating system

Don't wait for a cold snap to discover your heater isn't working. Whether you use a split system, gas fireplace or a traditional wood burner, make sure everything's serviced, clean and compliant.

- Clean filters in air conditioning units
- Check chimneys for blockages or soot build-up
- Ensure gas fireplaces meet safety standards - especially in rentals

A well-maintained heating system not only adds comfort, but creates a welcoming atmosphere for guests or potential buyers.

3. Test smoke alarms

With heaters and fireplaces firing up, autumn is a critical time to check your smoke alarms. Test each device, replace old batteries, and make sure your alarms are compliant with local legislation - especially if you're a landlord.

Older devices (7 - 10 years) may need replacing with newer, more reliable models.

4. Moisture management

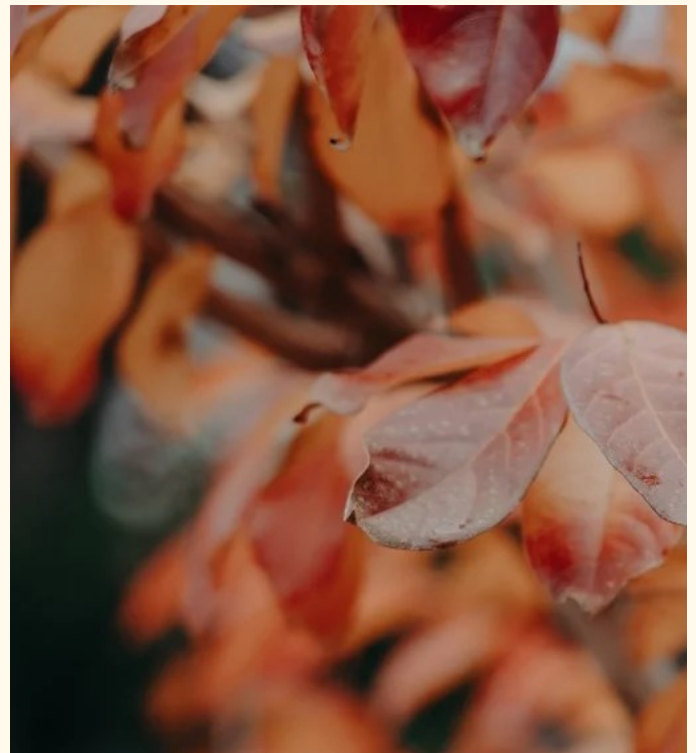
Cooler, wetter months can invite unwanted moisture - and with it, mould. A dehumidifier is a great solution, but don't forget to clean it, empty the water tank, and check filters to keep it working efficiently.

5. Protect outdoor furniture

Don't let unpredictable weather ruin your outdoor settings. Clean, dry and store your outdoor furniture or cover it with weatherproof protectors to guard against rain and frost.

6. Look after the lawn

Colder weather often means we forget the lawn - but first impressions count. Mow it regularly through autumn and, if you're putting the mower away for winter, don't forget to empty fuel canisters and store it safely.



7. The rest of the garden too

Just because the leaves are falling doesn't mean your garden has to lose its charm. Brighten things up with some seasonal plants in pots or garden beds. A splash of colour at the entrance can make your home feel more cheerful even on grey days.

8. Consider composting

Fallen leaves might be messy, but they're also gold for your garden. Rake them up and turn them into compost to boost your soil quality - an easy, eco-friendly win for your home and your garden.

9. Put away out of season accessories

With pool days and garden parties on pause, it's time to put away those summery accessories - think pool floats, watering cans, and garden lights. Clean and store them properly so they're ready to go next year.

You can also give your home an autumn refresh by swapping out outdoor décor for warm-toned mats, lanterns or seasonal wreaths to create a cosy, inviting feel.

10. Prepare for the next seasonal change

Ticking off your autumn maintenance early means fewer surprises in the colder months. It's also a great time to plan for what's next - whether that's prepping for winter, or even considering a move.

Thinking about selling? Book a free appraisal with your local LJ Hooker team and find out how your well-prepped home could perform in the market.

The difference between real estate and real results.

Book your appraisal today

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