

BTA MONTHLY

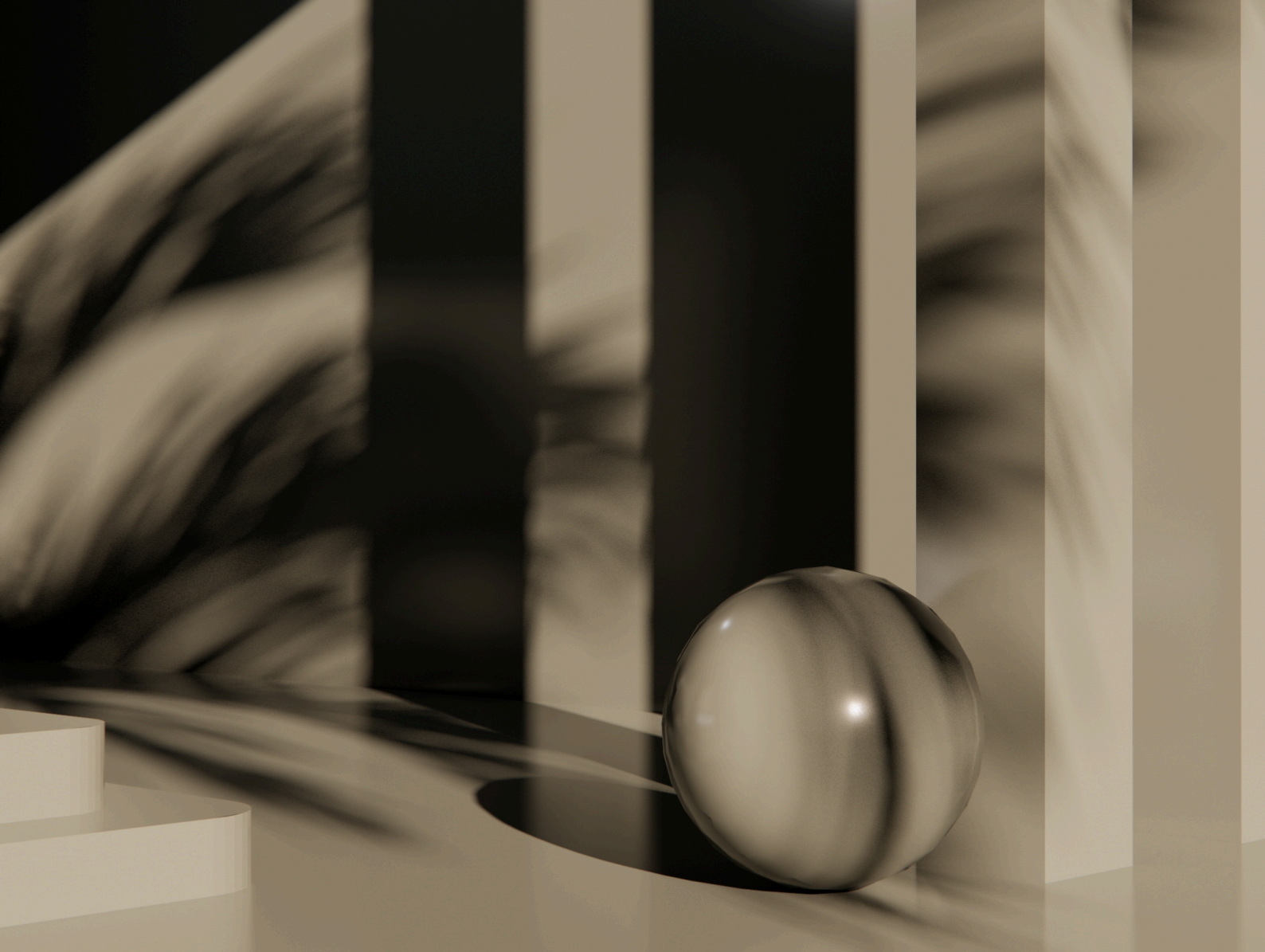
Before The Agent APRIL MARKET REPORT



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Welcome to our monthly newsletter, and thank you for staying connected with us.

Each month, we'll bring you a curated update on the Melbourne real estate market, including key trends, price movements, and insights into what's shaping buyer and seller activity.

We'll also highlight important policy changes and regulatory updates that may impact your property decisions, along with other relevant news and opportunities across the market.

Our aim is to provide clear, practical information to help you navigate the evolving property landscape with confidence.

If there are specific topics you'd like us to cover, we'd love to hear from you.

KEY DATA – APRIL 2026



RESIDENTIAL

Median house prices across metropolitan Melbourne are now around \$1,000,000, while the median unit price sits at \$620,000.

The market remains notably “two-speed”, with strongest demand for affordable, sub-\$1 million homes driven by new deposit incentives.

There also appears to be an exodus of investors due to rising holding costs and compliance requirements.

Overall, well-located, turnkey family homes continue to perform best.



COMMERCIAL

Office markets, particularly in the CBD, remain under pressure due to elevated vacancy rates and hybrid working trends, while investor demand has shifted toward more resilient asset classes.

Industrial and logistics properties continue to be the standout performers, underpinned by e-commerce growth, limited supply, and strong rental growth, making them among the most sought-after commercial assets.



FINANCE & POLICY

Interest rates remain a key influence on the property market, The cash rate sits at 4.1% with further hikes predicted. This has continued to constrain borrowing capacity and temper price growth, particularly in more rate-sensitive markets .

At the same time, proposed Federal Budget changes to capital gains tax (CGT) and negative gearing are creating uncertainty for investors. Reforms under consideration include reducing or replacing the 50% CGT discount and limiting negative gearing.

The implications are mixed, however, there are concerns that reduced incentives may discourage investment overall, potentially tightening rental supply and placing upward pressure on rents over time.

PROPERTY OF THE MONTH

1D TYRELL STREET, MONT ALBERT NORTH

Client: Developer

Price: \$1,600,000 - \$1,700,000

Pre Sale: Coordination and project management of blinds/curtain quotes and installation, garden maintenance and landscaping, home styling and three agent proposals.



NICK & EXPERTS

Each Month I will be inviting an expert to shed light on various sectors of all things property.

I have been selling real estate in Melbourne's North Eastern Suburbs since 2012 and a licensed estate agent since 2013.

I recently noticed a huge shift in the level of service and professionalism being offered by the industry and good quality agents are few and far between.

With the average commission in Melbourne now sitting at around \$20,000 and some clients paying in the vicinity of \$50,000, I think more accountability is needed in an industry charging so much.

It has been amazing to see both past and new clients warm to the idea of keeping the industry accountable. Thank you for the support!

April was a great month for us. We onboarded 7 new clients with an average property value at \$1,450,000.

We have identified that residential investors are fed up and buyers are willing to pay more for a turn key, move in ready home. So we have set up each home to present as best it can. On average our clients have spent a little over \$10,000 preparing their homes for sale and we have seen appraisal prices increase significantly with these investments.

Nick Dinakis.



HOW WE WORK:

01 Engagement

We will shortly provide a brief engagement letter for your review and signature so we can formally commence the process.

02 Property Walk-Through

We will arrange a suitable time to conduct a walk-through of your property. This allows us to gain a detailed understanding of the home and identify opportunities to maximise its presentation and market appeal.

03 Pre-sale Presentation

Following the inspection, we will identify and oversee any recommended pre-sale presentation improvements. Our role is to ensure the property is positioned to achieve the strongest possible result in the market.

04 Agent Selection Process

Once the property is prepared, we will introduce your home to a carefully selected shortlist of suitable agents. We will review their proposals, assess their strategies, and guide you through the selection process to ensure the right agent is appointed.

05 Listing the Property for Sale

After an agent has been engaged and the campaign strategy agreed, the property will be launched to market.

06 Duing the Sales Campaign

Once your property is on the market, we will continue to oversee the process to ensure the appointed agent meets agreed service standards and expectations.

We will provide ongoing advice and guidance as required and act as your conduit to the agent, ensuring clear communication and accountability throughout the campaign.

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