

BTA MONTHLY

Before The Agent JUNE MARKET REPORT



beforetheagent.com.au



info@beforetheagent.com.au





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 - JUNE 2026



RESIDENTIAL

Median House prices closed the financial year at the same level they opened, circa \$1m.

We end the year in a two speed market with entry level properties remaining resilient and a noticeable pull back in the prestige market.



COMMERCIAL

KEY NUMBERS FOR 25/26

Investor enquiries

Up

Transaction volumes

Up significantly from 2025

Industrial assets

Strong demand

Retail assets

Appear to be recovering

Office assets

Very Challenging



FINANCE & POLICY

We end the year with a cash rate of 4.35% following three consecutive rises in 2026. The year low was 3.6% between August 25 and Jan 26.

Westpac reports consumer sentiment fell nearly 13% in the past year, leading to more cautious spending and softer auction clearance rates.

PROPERTY OF THE MONTH

151/95 ROUSE STREET PORT MELBOURNE

Client: Owner Occupier

Price: \$4,000,000 to \$4,400,000

Pre Sale: Before The Agent interviewed four local agents, coordinated minor cosmetic improvements, and arranged partial home staging to prepare the property for sale.



NICK & EXPERTS

Christina Dinakis - NAB Premier Banker

In my role as a Premier Banker, I've seen the home loan landscape has continued to evolve over recent months, and it's something I'm seeing reflected in conversations with customers every day.

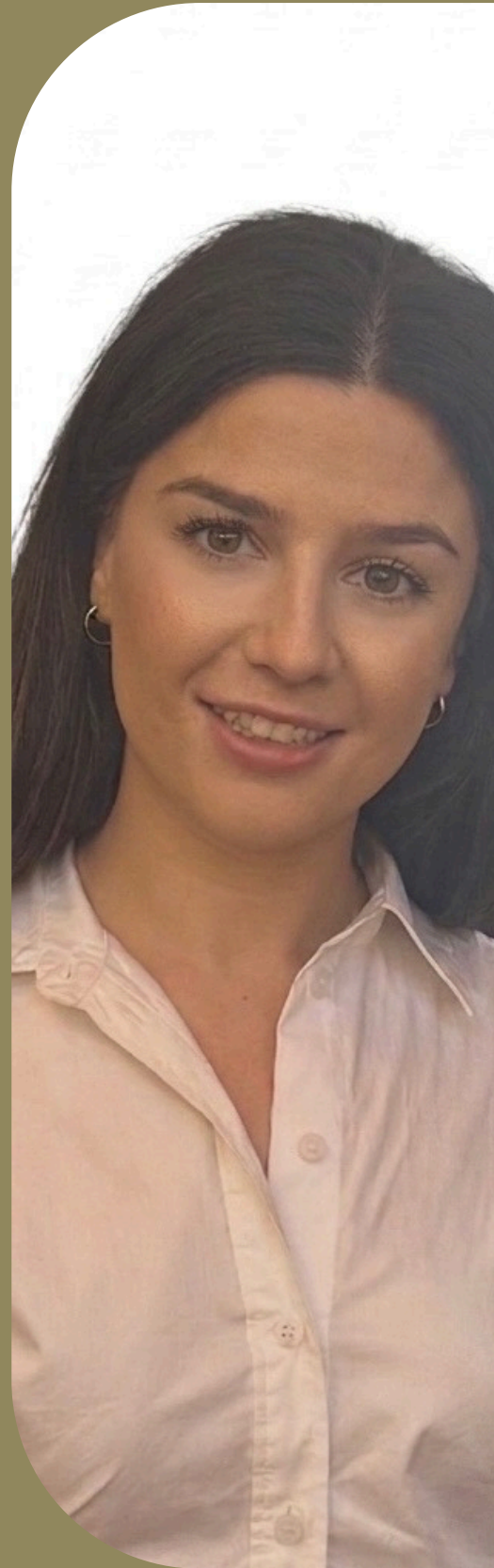
With interest rates remaining elevated and ongoing uncertainty in the market, borrowers are approaching decisions more thoughtfully than ever. For some, rising household costs continue to place pressure on affordability, while others are reassessing what's achievable in today's environment.

The recent Federal Budget has also added another layer to these conversations, with initiatives aimed at improving housing affordability prompting many Australians to reconsider their pathways into the property market.

Despite these challenges, there remains a sense of cautious optimism. Customers continue to explore opportunities to purchase, refinance and plan ahead, but they're doing so with a stronger focus on long-term financial outcomes. Rather than simply asking, "Can I buy?" many are now asking, "Can I comfortably afford this, and will it support the future I want to build?" This reflects a broader shift towards making informed, sustainable financial decisions.

Especially in today's market, the value of a lender extends beyond arranging finance. It's about helping customers understand their options, navigate an evolving market with confidence, and make informed lending decisions that align with their goals, while working collaboratively with accountants, financial advisers and other trusted professionals to support their broader financial future.

The views expressed are my own and don't represent NAB.



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.

FOLLOW US ON SOCIAL
MEDIA FOR MORE UPDATES



@before.the.agent

FOR YOU - WITH YOU