REA Group
Listings Report

Data powered by 🏠 PropTrack

New listing volumes hit seven-year high in January

Key findings:

- New listings increased 2.7% year-on-year in January - the highest volume of new listings for the month of January since 2018.
- Across the combined capital cities in January, new listing volumes increased 3.5% year-on-year, which was the highest volume for the month since 2012. New listings across regional markets were up 1.3%.
- New listings typically fall in December and rebound in January, and this year was the largest month-on-month increase (+71.1%) in new listings between December and January on record.
- The monthly increase in new listings was much larger across the combined capital cities (+121.3%) than it was across regional markets (+23.2%).
- Total listing volumes were 5.3% higher year-on-year in January.
- Total listings across the combined capital cities were 6.4% higher year-on-year, while regional markets saw a 4.2% rise in total listings over the same period.

After a slow start to January, new listing volumes recorded a large increase in the second half of the month.

The increasing prospect of a February rate cut may have boosted vendor confidence to list their properties for sale in January.

Buyers now have more choice, with the persistent strength of new listings resulting in the highest volume of total listings since January 2021.

In most capital cities there are more properties for sale than the same time last year - only Darwin and Adelaide have recorded fewer properties for sale compared to a year ago.

The increase in homes for sale has given buyers more choice and tempered house price growth.
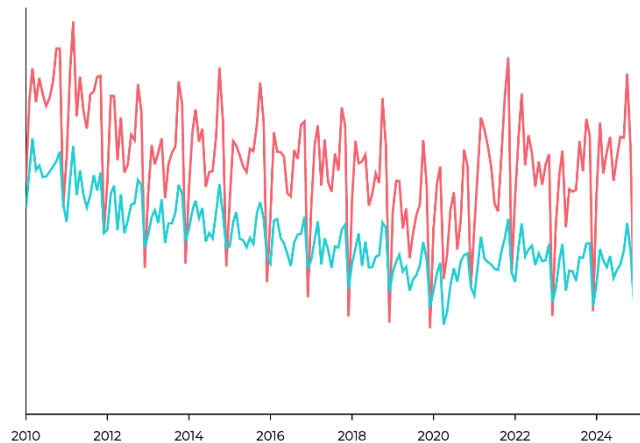
Despite house prices moderating, sales volumes have remained strong, pointing to persistent buyer demand.

PropTrack Listings Report January 2025

Area	New buy listings		Total buy listings	
	Month-on-month	Year-on-year	Month-on-month	Year-on-year
Sydney	203.1%	5.3%	2.6%	13.2%
Melbourne	116.6%	-2.2%	-3.6%	5.4%
Brisbane	120.3%	6.6%	1.7%	0.5%
Adelaide	123.1%	0.6%	-1.3%	-3.6%
Perth	56.6%	11.0%	0.5%	8.2%
Hobart	54.0%	-8.7%	3.5%	4.8%
Darwin	98.8%	-27.1%	-5.3%	-29.4%
Canberra	120.5%	21.7%	-0.7%	27.2%
Capital cities	**121.3%**	**3.5%**	**-0.4%**	**6.4%**
Regional NSW	24.7%	-1.8%	-1.1%	8.0%
Regional Vic	1.3%	-5.3%	-0.5%	11.7%
Regional Qld	51.2%	10.3%	-0.2%	-3.2%
Regional SA	0.8%	-11.4%	-0.3%	2.5%
Regional WA	3.8%	-1.6%	-1.7%	-13.5%
Regional Tas	10.4%	6.7%	3.5%	11.1%
Regional NT	39.5%	-3.6%	-2.2%	4.6%
Regional areas	**23.2%**	**1.3%**	**-0.5%**	**4.2%**
Total	**71.1%**	**2.7%**	**-0.4%**	**5.3%**

REA Group PropTrack

Monthly new for sale listings

■ Capital cities ■ Regional

2010 2012 2014 2016 2018 2020 2022 2024

Source: realestate.com.au

● PropTrack

Monthly total for sale listings

■ Capital cities ■ Regional

2010 2012 2014 2016 2018 2020 2022 2024

Source: realestate.com.au

● PropTrack

Key state-level highlights

New listing volumes recorded their largest month-on-month increases for January in **Sydney** (+203.1%), **Adelaide** (+123.1%) and **Canberra** (+120.5%), while the smallest increases were in **Hobart** (+54.0%), **Perth** (+56.6%) and **Darwin** (+98.8%). While the increase is seasonal, the rebound in new listings was much greater than typical, which shows ongoing willingness from vendors to list in capital cities.

The largest year-on-year increases in new listings among the capital cities were in **Canberra** (+21.7%), **Perth** (+11.0%) and **Brisbane** (+6.6%), meanwhile **Darwin** (-27.1%), **Hobart** (-8.7%) and **Melbourne** (-2.2%) were the only capital cities to record declines.

Total listings were 6.4% higher over the year across the combined capital cities with increases in most cities. The largest increases in total listing volumes over the year were in **Canberra** (+27.2%), **Sydney** (+13.2%) and **Perth** (+8.2%) with only **Darwin** (-29.4%) and **Adelaide** (-3.6%) recording falls in total listings.

Regional markets saw new listings in January 2025 1.3% higher than they were a year ago.

Regional Queensland (+10.3%) and **regional Tasmania** (+6.7%) were the only non-capital city markets to see a year-on-year increase in new listings with **regional SA** (-11.4%), **regional Victoria** (-5.3%) and **regional NT** (-3.6%) seeing the largest declines.

Overall stock levels regionally remain mixed with year-on-year falls in **regional Queensland** (-3.2%) and **regional WA** (-13.5%), while there have been double-digit increases in **regional Victoria** (+11.7%), along with **regional Tasmania** (+11.1%).

Methodology

The 'REA Group Listings Report' details monthly changes in the number of properties listed for sale on realestate.com.au. The listings are split into 'new' and 'total' listings.

New listings consist of properties that were newly listed for sale on realestate.com.au within the reported month.

Total listings is the total supply of properties for sale in the reported month. It consists of all listings which were for sale during that month (including new listings) irrespective of the date they first appeared on site.

The geographical areas described in this report are based on the Greater Capital City Statistical Area (GCCSA) as defined by the Australian Bureau of Statistics.

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