

# Sight Unseen



Interstate & International  
Buyer Trends in the  
Australian Property Market

December  
**2022**



# Key Insights

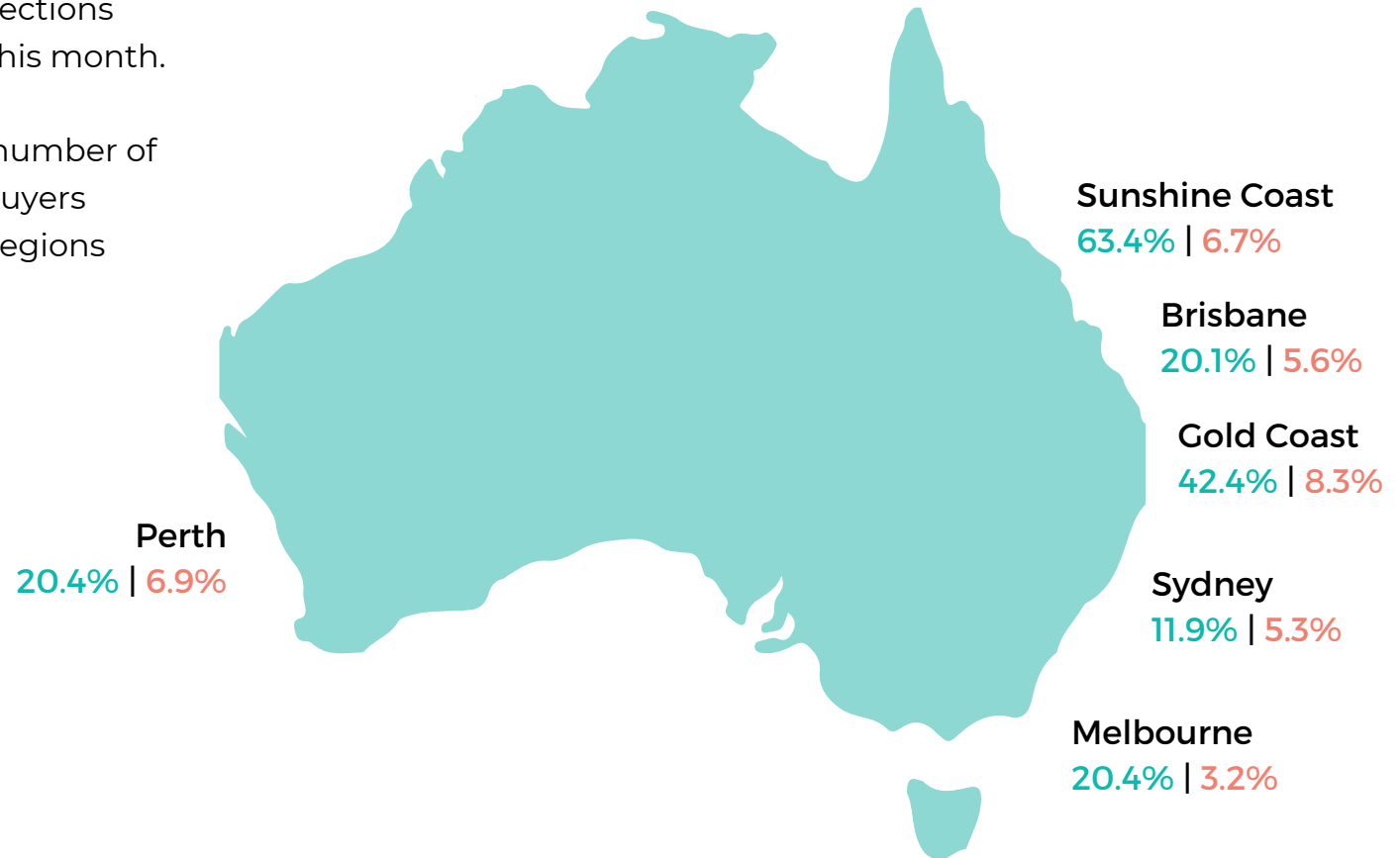
In December 2022, the major regions around Australia saw an average of 28.4% of properties inspected from interstate. This is down from 29.4% November. International inspections increased from 4.7% to 6.9% this month.

This report breaks down the number of interstate and international buyers looking at property in major regions around Australia.

## Key Property Markets

**INTERSTATE**  
Average 28.4%

**INTERNATIONAL**  
Average 6.9%





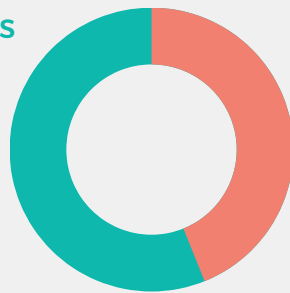
# City Spotlights

# City Spotlight — Gold Coast



## INTERSTATE

Local buyers  
57.6%



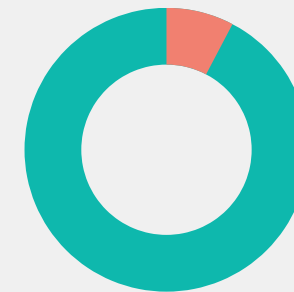
Interstate buyers  
42.4% (-0.8%)

Almost 43% of buyers looking to purchase property on the Gold Coast are inspecting from other states. This is down slightly from 43.2% in November '22. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
8.3%



Domestic buyers  
91.7%

Most popular countries of origin for international migrants looking to move to the Gold Coast:



NZ



USA



UK

# City Spotlight — Sunshine Coast



## INTERSTATE

Local buyers  
36.6%



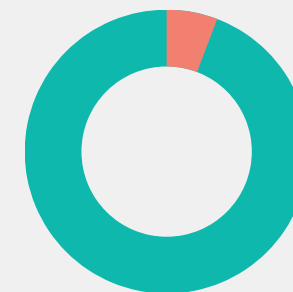
Interstate buyers  
63.4% (+28.6%)

Over 60% of buyers looking to purchase property on the Sunshine Coast are inspecting from other states. This is up a massive 29% from 32.6% in November '22. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

Domestic buyers  
93.3%



International buyers  
6.7%

Most popular countries of origin for international migrants looking to move to the Sunshine Coast:



NZ



UK



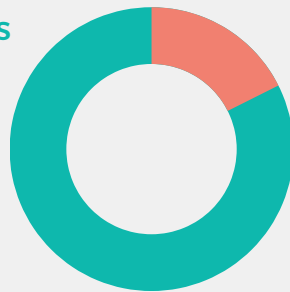
USA

# City Spotlight — Brisbane



## INTERSTATE

Local buyers  
79.9%



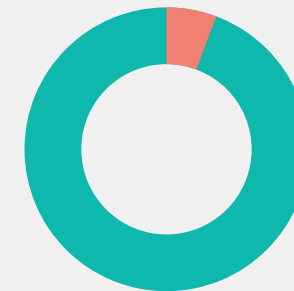
Interstate buyers  
20.1% (+0.8%)

20% of buyers looking to purchase property in Brisbane are inspecting from other states, up from last month's 19.2%. Buyers from **NSW** and **VIC** make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
5.6%



Domestic buyers  
94.4%

Most popular countries of origin for international migrants looking to move to Brisbane:



NZ



UK



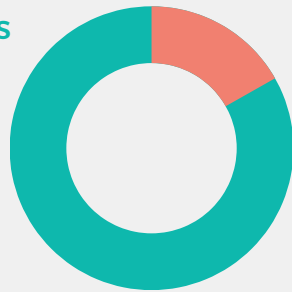
USA

# City Spotlight — Melbourne



## INTERSTATE

Local buyers  
79.6%



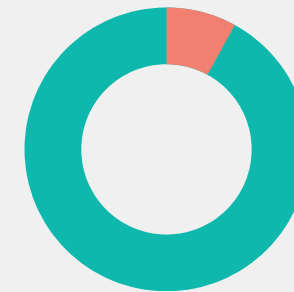
Interstate buyers  
20.4% (+2.5%)

Over 20% of buyers looking to purchase property in Melbourne are inspecting from other states, up from 18% last month. Buyers from NSW and QLD make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
3.2%



Domestic buyers  
96.8%

Most popular countries of origin for international migrants looking to move to Melbourne:



New Zealand



USA



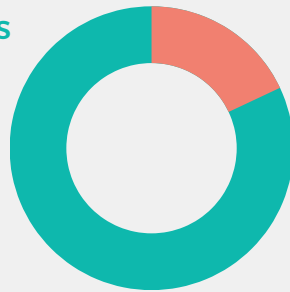
UK

# City Spotlight — Perth



## INTERSTATE

Local buyers  
79.6%



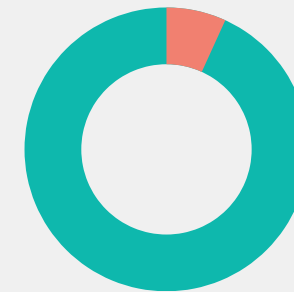
Interstate buyers  
20.4% (+2.4%)

Over 20% of buyers looking to purchase property in Perth are inspecting from other states, on par with last month. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
6.9%



Domestic buyers  
93.1%

Most popular countries of origin for international migrants looking to move to Perth:



USA



UK



NZ

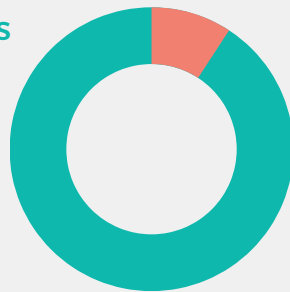


# City Spotlight — Sydney



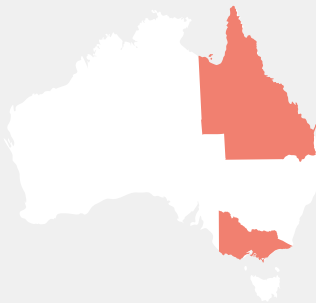
## INTERSTATE

Local buyers  
88.1%



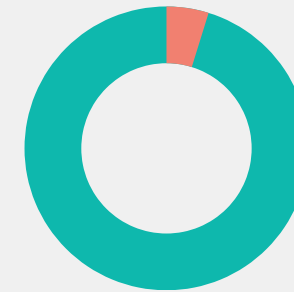
Interstate buyers  
11.9% (+2.7%)

Almost 12% of buyers looking to purchase property in Sydney are inspecting from other states this month. Buyers from VIC and QLD make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
5.3%



Domestic buyers  
94.7%

Most popular countries of origin for international migrants looking to move to Sydney:



India



UK



USA

# Methodology

The main sections of this report are based on the analysis of December 2022 virtual inspections data recorded by Little Hinges Pty Ltd, unless otherwise stated.

Commentary in this report relating to interstate migration, consumer sentiment and purchasing behaviour is based on an extrapolation of this data.

A virtual inspection is defined as one unique session or viewing of a virtual tour by an individual. Property markets discussed have a minimum of 1,000 virtual inspections, areas with less virtual inspections than this benchmark have been excluded for data robustness.

# References

Proprietary virtual inspection data is sourced from Little Hinges virtual inspections conducted between 1/12/2022 and 31/12/2022 (December 2022). This data set represents Australia's largest for digital property inspection numbers.



# About Little Hinges

Little Hinges is Australia's largest virtual inspection platform, combining world class Matterport 3D technology with our nationwide team of experts and our world-first analytics and insights portal.

Our goal is to change the way Australians transact property.

To book a virtual tour for your listing:



[vt@littlehinges.com.au](mailto:vt@littlehinges.com.au)



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