

# Sight Unseen



Interstate & International  
Buyer Trends in the  
Australian Property Market

October  
**2022**



# Key Insights

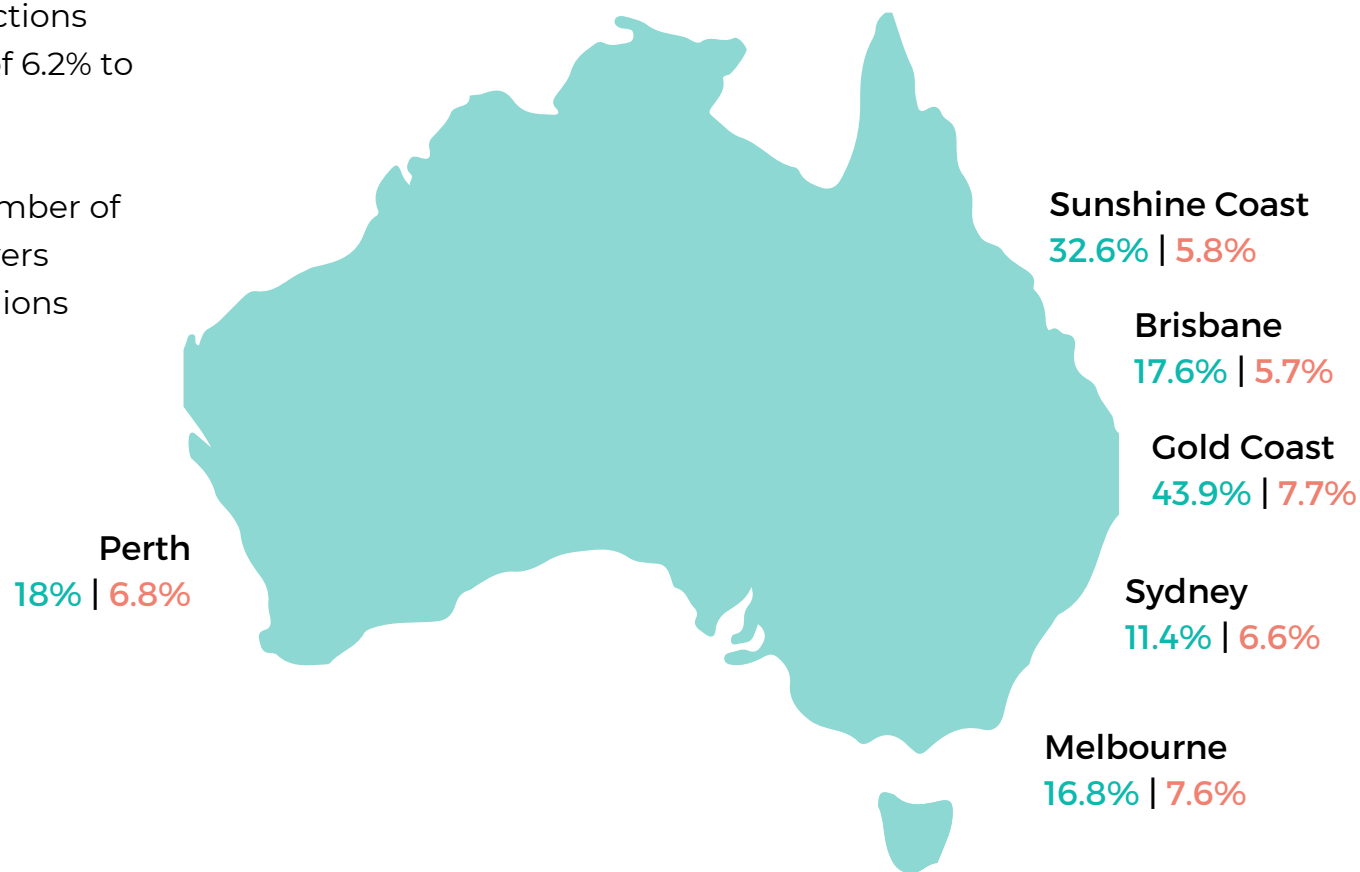
In October 2022, the major regions around Australia saw an average of 24.6% of properties inspected from interstate. This is down from 30% in September. International inspections also dropped from an average of 6.2% to 4% from the previous month.

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

## Key Property Markets

**INTERSTATE**  
Average 24.6%

**INTERNATIONAL**  
Average 4.7%





# City Spotlights

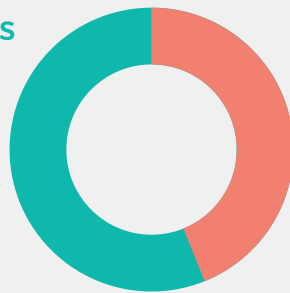


# City Spotlight — Gold Coast



## INTERSTATE

Local buyers  
56.1%



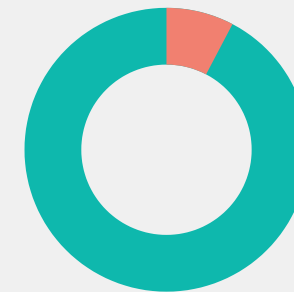
Interstate buyers  
43.9% (+3.5%)

Almost 44% of buyers looking to purchase on the Gold Coast are inspecting from other states. This is up from just over 40% in September '22. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
7.7%



Domestic buyers  
92.3%

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



NZ



USA



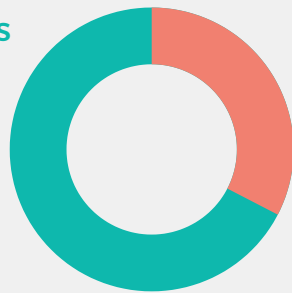
UK

# City Spotlight — Sunshine Coast



## INTERSTATE

Local buyers  
67.4%



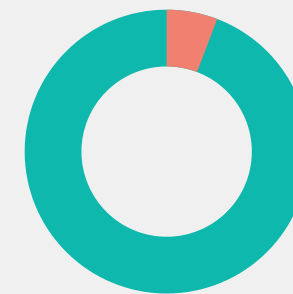
Interstate buyers  
32.6% (-8.2%)

Over 32% of buyers looking to purchase on the Sunshine Coast are inspecting from other states. This is down 8.2% from September '22. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

Domestic buyers  
94.2%



International buyers  
5.8%

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



NZ



UK



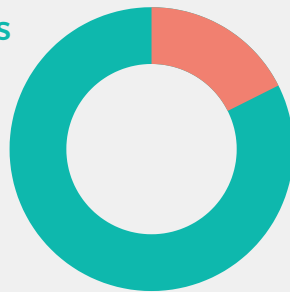
USA

# City Spotlight — Brisbane



## INTERSTATE

Local buyers  
82.4%



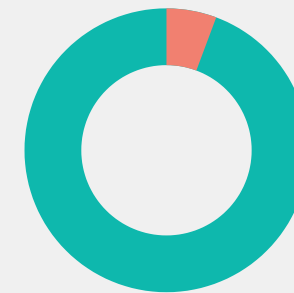
Interstate buyers  
17.6% (-3.6%)

Almost 18% of buyers looking to purchase in Brisbane are inspecting from other states, less than last month's 21.2%. Buyers from **NSW** and **VIC** make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

Domestic buyers  
94.3%



International buyers  
5.7%

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



NZ



UK



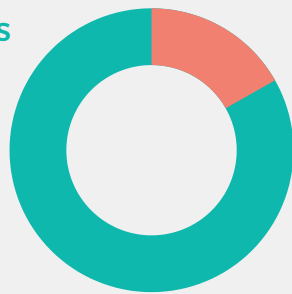
USA

# City Spotlight — Melbourne



## INTERSTATE

Local buyers  
83.2%



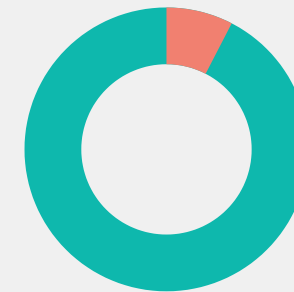
Interstate buyers  
16.8%

Just over 16% of buyers looking to purchase in Melbourne are inspecting from other states. Buyers from NSW and QLD make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

International buyers  
7.6%



Domestic buyers  
92.4%

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



New Zealand



USA



American Samoa

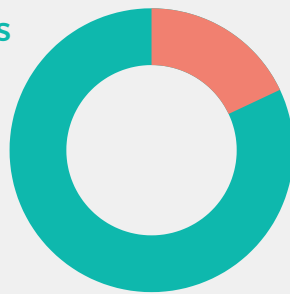


# City Spotlight — Perth



## INTERSTATE

Local buyers  
82%



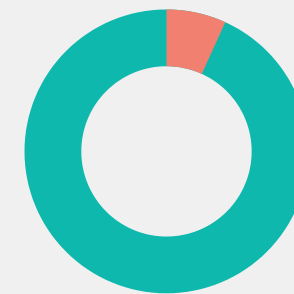
Interstate buyers  
18% (-1.4%)

18% of buyers looking to purchase in Perth are inspecting from other states, down from 19.4% in September '22. Buyers from NSW and VIC make up the largest percentages of buyers looking to migrate.



## INTERNATIONAL

Domestic buyers  
93.2%



International buyers  
6.8%

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



United States



UK



NZ

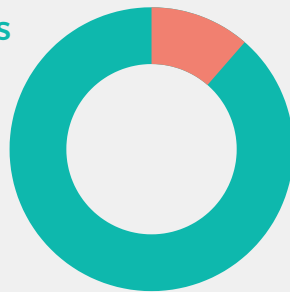


# City Spotlight — Sydney



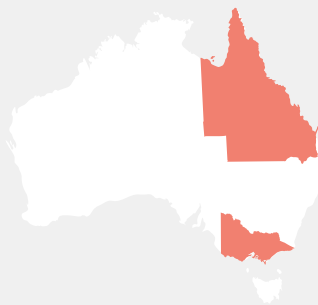
## INTERSTATE

Local buyers  
88.6%



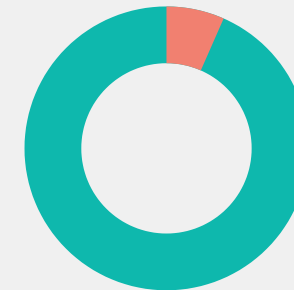
Interstate buyers  
11.4% (-3.6%)

Just over 11% of buyers looking to purchase 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  
6.6%



Domestic buyers  
93.4%

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



NZ



Hong Kong



USA

# Methodology

The main sections of this report are based on the analysis of October 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 1/10/2022 and 31/10/2022 (October 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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