



Sight Unseen

Interstate & International
Trends in the Australian
Property Market

Sales
December
2025



Key Insights

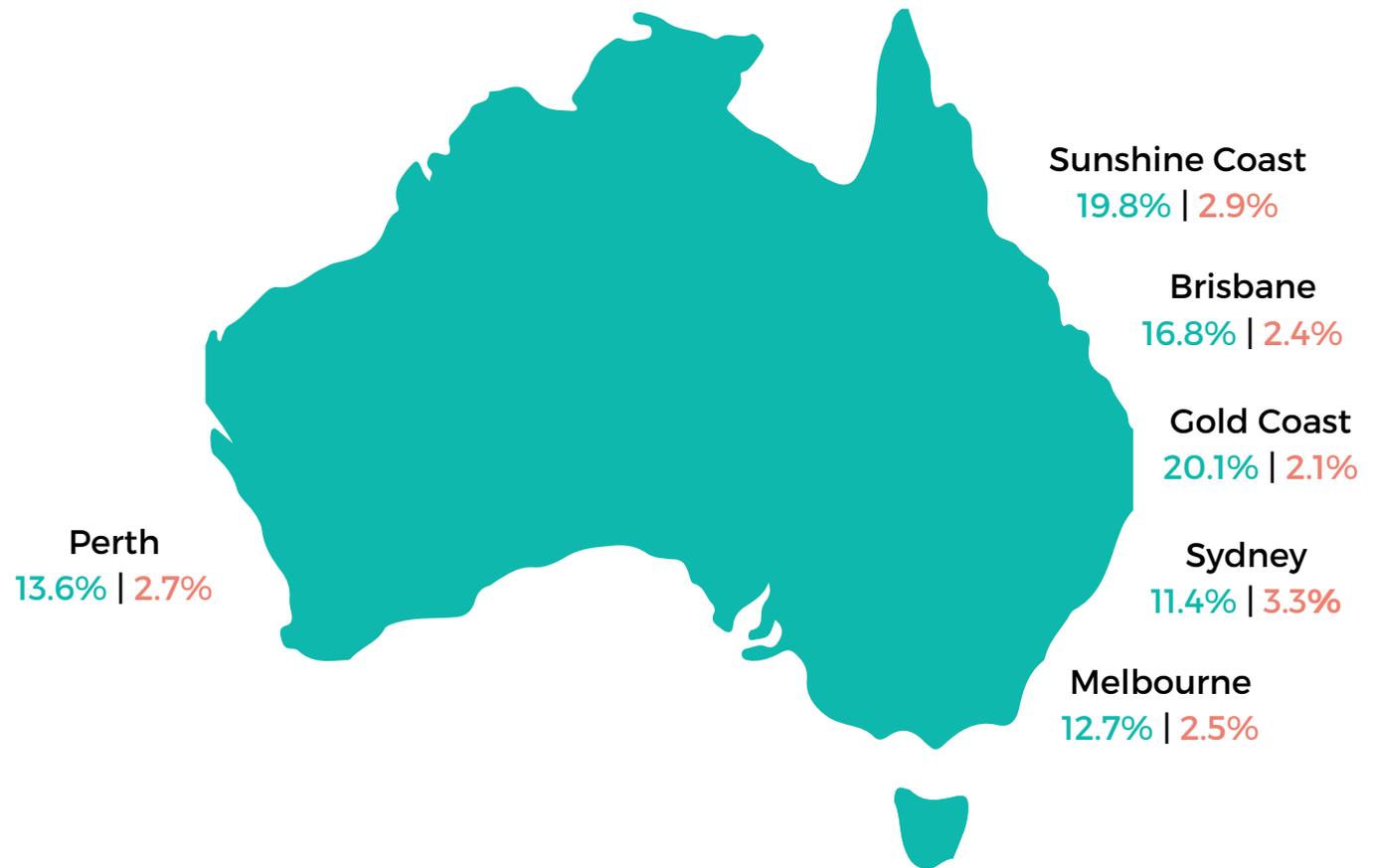
In December, Australia's sales market experienced a seasonal slowdown in digital buyer activity. Interstate inspections declined to 15.7%, down from 20.5% in November, and international interest declined to 2.6%.

This pattern is consistent with end-of-year behaviour, as buyer mobility typically slows heading into the holiday period.

Key Property Markets

INTERSTATE
Average 15.7%

INTERNATIONAL
Average 2.6%





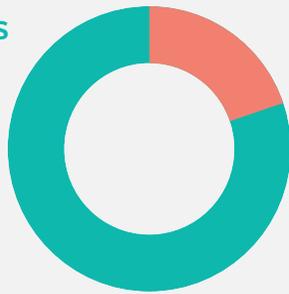
City Spotlights

City Spotlight — Sunshine Coast



INTERSTATE

Local buyers
80.2%



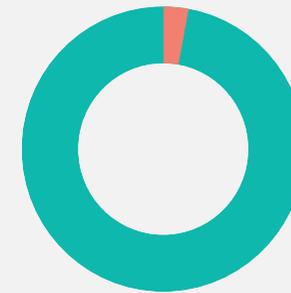
Interstate buyers
19.8%

Interstate buyer interest decreased to 19.8% (-4.8%), while international interest also decreased to 2.9% (-1.8%). Despite the December slowdown, the region continues to attract lifestyle-driven buyers during peak periods.



INTERNATIONAL

International buyers
2.9%



Domestic buyers
97.1%

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



New Zealand



USA



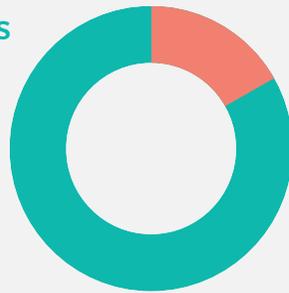
UK

City Spotlight — Brisbane



INTERSTATE

Local buyers
83.2%



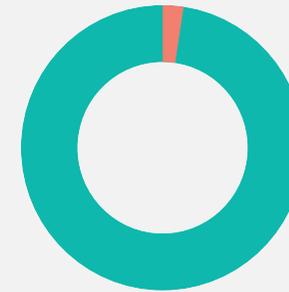
Interstate buyers
16.8%

Interstate buyer interest decreased to 16.8% (-4.6%), while international interest also decreased to 2.4% (-2.3%). This reflects a quieter December across both domestic and overseas segments.



INTERNATIONAL

International buyers
2.4%



Domestic buyers
97.6%

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



New Zealand



UK



USA

City Spotlight — Gold Coast



INTERSTATE

Local buyers
79.9%



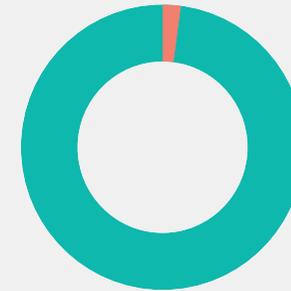
Interstate buyers
20.1%

Interstate buyer interest decreased to 20.1% (-5.3%), while international interest also decreased to 2.1% (-2.2%). This aligns with seasonal trends following stronger activity earlier in the quarter.



INTERNATIONAL

International buyers
2.1%



Domestic buyers
97.9%

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



New Zealand



Japan



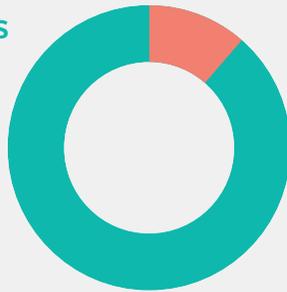
UK

City Spotlight — Sydney



INTERSTATE

Local buyers
88.6%



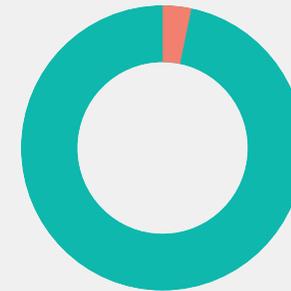
Interstate buyers
11.4%

Interstate buyer interest decreased to 11.4% (-3.0%), while international interest also decreased to 3.3% (-3.5%). Despite the December slowdown, Sydney remains one of the strongest markets for international buyer activity outside seasonal lows.



INTERNATIONAL

International buyers
3.3%



Domestic buyers
96.7%

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



USA



Philippines



Thailand

City Spotlight — Melbourne



INTERSTATE

Local buyers
87.3%



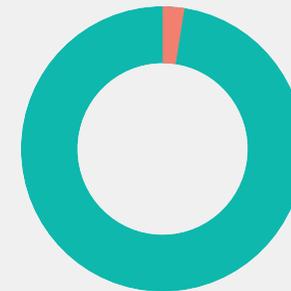
Interstate buyers
12.7%

Interstate buyer interest decreased to 12.7% (-5.7%), while international interest also decreased to 2.5% (-3.7%). This marked one of the quietest months of the year.



INTERNATIONAL

International buyers
2.5%



Domestic buyers
97.5%

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



New Zealand



Japan



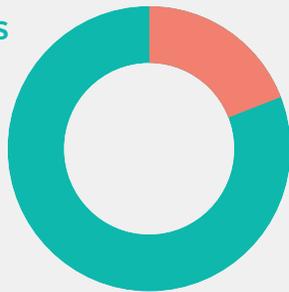
USA

City Spotlight — Perth



INTERSTATE

Local buyers
86.4%



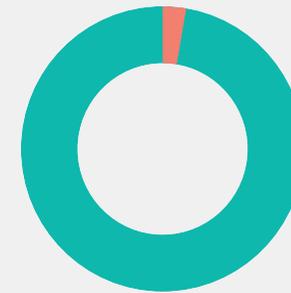
Interstate buyers
13.6%

Interstate buyer interest decreased to 13.6% (-5.5%), while international interest also decreased to 2.7% (-2.9%). This is consistent with broader national patterns.



INTERNATIONAL

Domestic buyers
97.3%



International buyers
2.7%

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



UK



Japan



Singapore

Methodology

The main sections of this report are based on the analysis of December 2025 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 December 2025 and 30 December 2025.

This dataset represents Australia's most unique collection of digital property inspection analytics, providing unique insights into buyer behaviour and market trends across major metropolitan regions.

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 digitise property transactions.

To book a virtual tour for your listing:



vt@littlehinges.com.au



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Book direct via our website at
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