MONTHLY Market update

impact REALTY GROUP

It's hard to believe we're already in April and that Easter is just around the corner! For those travelling over the break, we hope you have a wonderful Easter period with your family.

The Melbourne property market is showing early signs of recovery, with prices rising 0.7% this quarter – a positive shift following a 1.3% decline in the previous quarter. The median house price across Melbourne now sits at $895,000.

As always, it's important to keep a close eye on the local market, especially as median prices in our specific areas remain well above the broader Melbourne average.

SUBURB	CURRENT	PREVIOUS	MTHLY %	2025 CHANGE %	12 MTH LOW	ALL TIME HIGH	PEAK CHANGE%
Mount Eliza	$1,588,500	$1,610,200	-1.3%	2.4%	$1,535,200	$1,769,200	-11.4%
Frankston South	$1,160,000	$1,139,300	1.8%	-3.2%	$1,031,800	$1,244,400	-7.3%
Mornington	$1,080,300	$1,101,700	-1.9%	-2.3%	$1,102,800	$1,183,700	-9.6%
Mount Martha	$1,517,500	$1,521,000	-0.2%	2.5%	$1,333,000	$1,746,000	-15.1%
Frankston	$734,800	$737,300	-0.3%	0.5%	$724,000	$805,600	-9.6%
Langwarrin	$855,000	$865,000	-1.2%	-0.1%	$824,000	$897,000	-4.9%

Mount Eliza

Although we've seen one interest rate cut recently, with the RBA remaining on hold, Mount Eliza continues to be a price-sensitive market — which is expected given the suburb's higher-value positioning.

While the start of 2025 has shown some signs of improvement, Mount Eliza did experience a slight decline last month, down -1.3%, bringing the median price below the $1.6M mark to currently sit at $1,588,500.

Live Activity

There are currently 142 properties on the market in Mount Eliza, which is a relatively high number. Of these, only 6 properties are under offer, and 69 have been on the market for over 90 days — reinforcing the ongoing sensitivity to pricing in the area.

Lower-value properties are continuing to perform well, while higher-end homes remain more challenging due to the impact of current interest rates. We expect this trend to continue throughout the remainder of 2025.

Frankston South

Following a strong year in 2024 — largely driven by increased buyer affordability — the Frankston South market has experienced a slight pullback in early 2025, down -3.2% overall.

However, encouragingly, the suburb recorded a 1.8% increase last month, bringing the median home price to $1,160,000.

impact
REALTY GROUP

The market is still good when you get everything right

When it comes to selling your home, understanding the current market dynamics in your suburb is crucial. Despite the challenges at the higher end of the market, there is still strong buyer demand.

If you get the three key factors right, you will give yourself the best chance of a successful campaign:

Pricing: This is the most critical. You can have the best marketing strategy and perfectly presented home, but if the price is unrealistic, the result will suffer.

Marketing: A tailored and well-executed strategy that targets the right buyers.

Presentation: First impressions matter — well-presented homes always attract more interest.

Incorrect pricing can lead to a frustrating experience, especially if the agent over-promises and then spends the campaign conditioning you to reduce your expectations.

Remember — you only get one chance to launch your property correctly. Your best opportunity to maximise your price is typically within the first 30–40 days on market.

If you're considering a move in 2025, we're here to guide you through it with the right strategy from day one.

Recent results

92 Quinns Parade, Mount Eliza
SOLD $1,250,000

66 Two Bays Road, Mount Eliza
SOLD $1,495,000

89 Bellbird Road, Mount Eliza
CONTACT AGENT

Thinking of selling and need expert advice?

Feel free to scan the QR code to schedule your appointment or contact us on 9787 7308. We're here to guide you through every step of your transition and look forward to assisting you!

SCAN TO REQUEST AN APPRAISAL

Mount Eliza
2/70 Mountain View Road

Mount Eliza Village
55 Mount Eliza Way

9787 7308
IMPACTREALTYGOUP.COM.AU