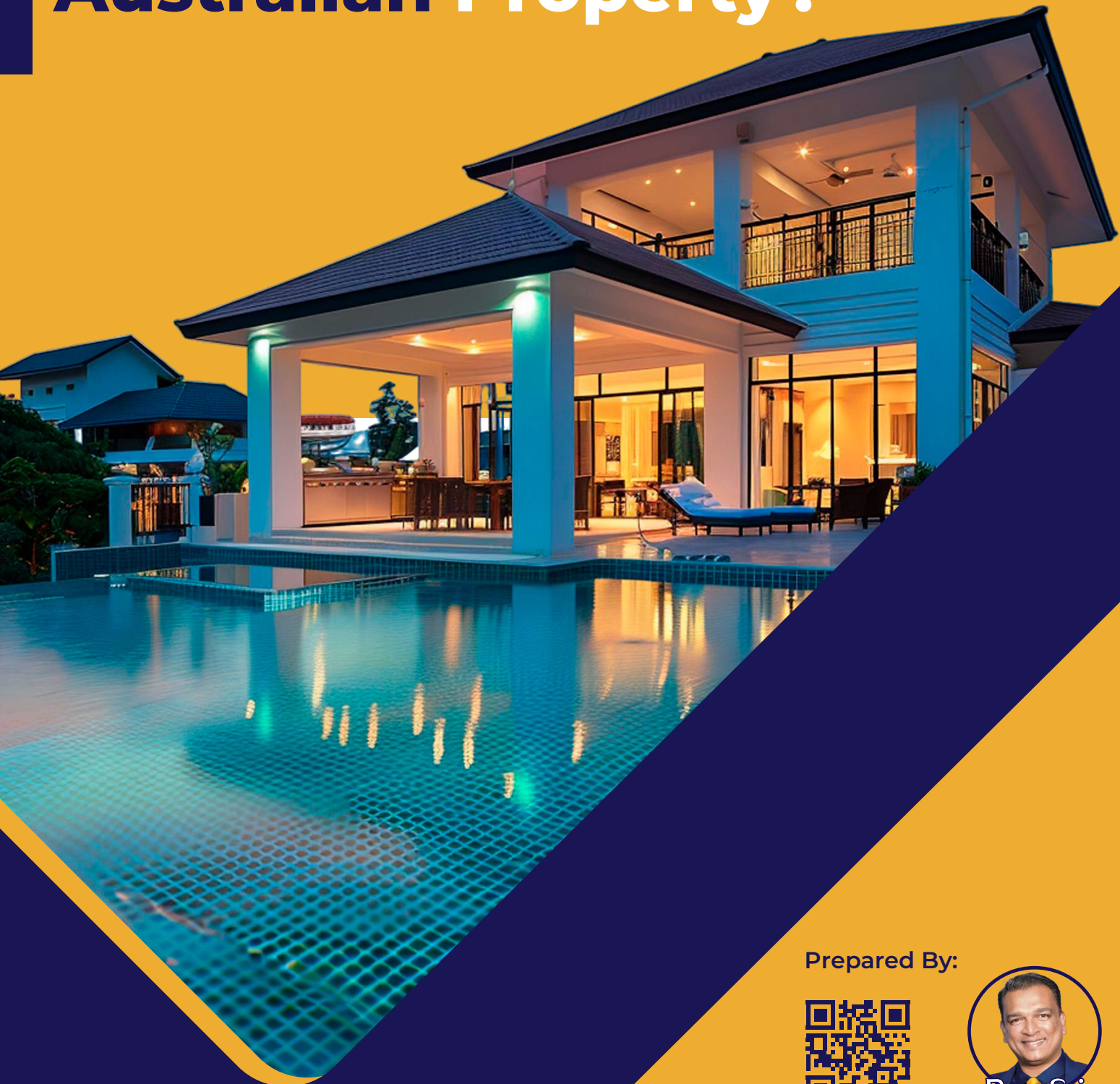




# Is 2026 - 2027 a Good Time to Invest in **Australian Property?**



Prepared By:





## Is 2026–2027 a Good Time to Invest in Australian Property?

From the desk of Rav Sri, Award-Winning Real Estate Marketer & Founder of Ravs Realtors

### A Personal Opening

I get asked this question almost every day.

Sometimes it's over coffee with a family looking to buy their first home. Sometimes it's a WhatsApp message from an investor in Dubai or Colombo at 11pm my time. And sometimes it's someone who's been watching the market for years, waiting for the "perfect moment."

The truth? There's no magic bell that rings saying "invest now!"

But if you look closely - at the data, at the trends, at the human behaviour behind the numbers - 2026 and 2027 are shaping up to be one of those rare windows of opportunity.

Let me explain why.

### The Three Pillars of My Market Outlook

I've been in marketing and sales for over 22 years. I've learned that property, like any market, moves on three things:

1. Supply and demand
2. Interest rates and buyer confidence
3. Human behaviour (fear and hope)

Right now, all three are pointing in a direction that favours the prepared investor.

#### Pillar 1 : Supply - We Simply Don't Have Enough Homes

Australia is facing a housing shortfall that hasn't been seen in decades.

KPMG's latest analysis shows that new dwelling supply over the next two years will fall around 30% below the national target.

What does that mean in plain language?

- Fewer homes being built
- More people needing places to live
- Existing properties becoming more valuable

When supply is tight, prices don't crash. They hold firm. And in growth corridors like Melbourne's west and Brisbane's fringe, they rise.

I see this every day in suburbs like Tarneit, Truganina, and Cranbourne. Families are desperate for homes. Investors are competing for quality properties. And those who act early secure the best positions.

#### Pillar 2 : Interest Rates - The Tide Is Turning

We've been through a tough cycle. Rates rose faster and higher than most expected. But look at where we are now:

- The RBA has signalled that the tightening phase is nearing its end
- Some experts even predict rate cuts later in 2026
- Buyer confidence is slowly returning

Here's what I tell my clients: The best time to buy is often when everyone else is still nervous. When rates eventually come down (and history shows they always do), two things happen:

1. More buyers enter the market
2. Prices push upward

The investors who bought during the "nervous" times are the ones who benefit most when the market swings back.



Opening Doors, Elevating Lives



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### Pillar 3 : Human Behaviour - Fear vs. Opportunity

I've seen this pattern repeat for over two decades.

When there's uncertainty - whether from global conflict, interest rate news, or election cycles - many investors freeze. They wait. They watch. They do nothing.

And while they're waiting, the smart ones are:

- Securing land in growth corridors
- Locking in house and land packages before prices adjust
- Building relationships with trusted agents (like me) who give them first access

I'm not saying this to create fear. I'm saying it because I've lived it. The clients who trusted me during the "slow" times are the ones who call me years later to say: "Rav, that was the best decision we ever made."

#### So, Is 2026-2027 a Good Time?

Yes. But not for everyone.

It's a good time if you:

- Have a clear goal (growth, cash flow, or both)
- Are willing to act before the crowd
- Work with someone who knows the landscape

It's not a good time if you:

- Wait for the "perfect" moment that never comes
- Let fear make your decisions
- Try to navigate a complex market alone

Where I See Opportunity

Based on what I'm seeing on the ground, here's where I'm directing my own clients' attention:

Location	Opportunity
<b>Melbourne growth corridors</b>	Tarneit, Truganina, Clyde North - strong demand, house & land packages
<b>Brisbane</b>	Olympic infrastructure spending, population growth
<b>Regional pockets</b>	Where tree-changers and investors are competing

I'm not guessing. I'm watching sales data, talking to builders (Metrickon, Shape, Hattan, Asialand), and listening to what buyers are telling me every single day.

A Personal Invitation

If you're reading this and wondering whether 2026 is your year, I'd love to help you find the answer. Not with pressure. Not with sales talk.

Just with honest conversation, clear data, and the kind of advice I'd give my own family.

Because at the end of the day, that's who I am. A husband. A father. Someone who believes that property, done right, builds more than wealth - it builds legacy.





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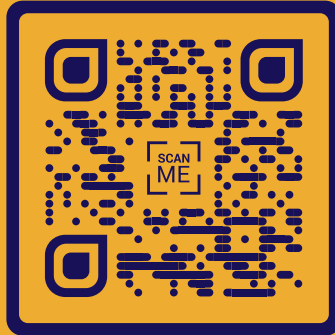


WINNER  
2022 & 2025  
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OF THE YEAR



Rav Sri

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