



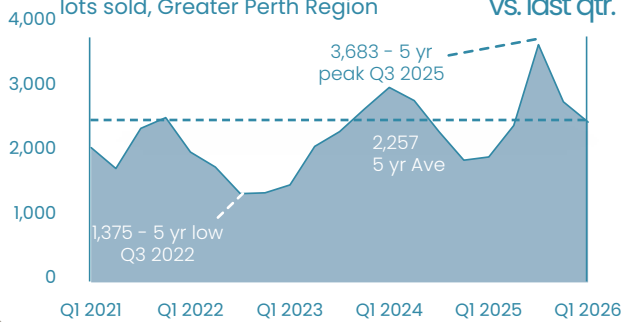
For the community creators

# UDIA WA Urban Development Index Q1 2026

# 2,484

lots sold, Greater Perth Region

-11.3%  
vs. last qtr.



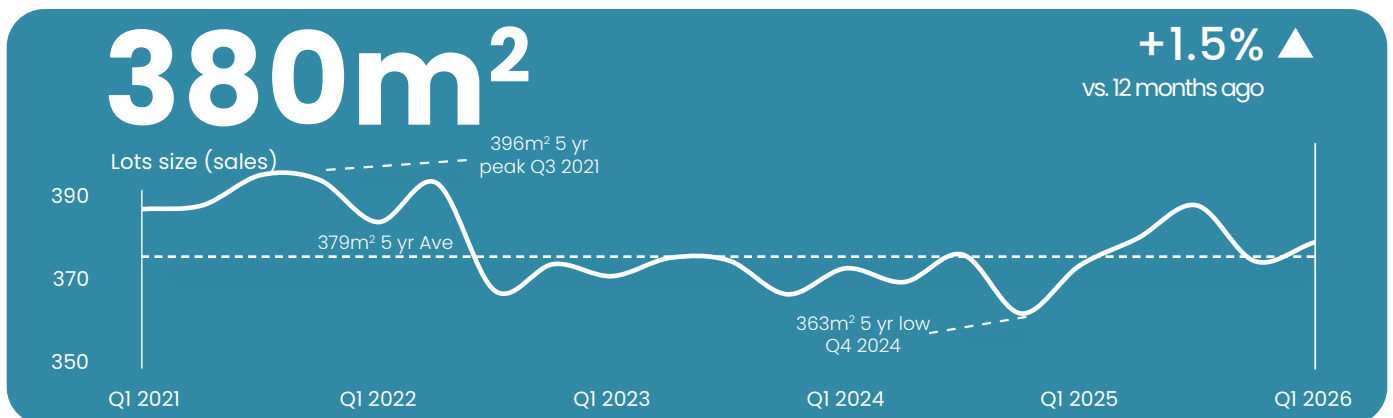
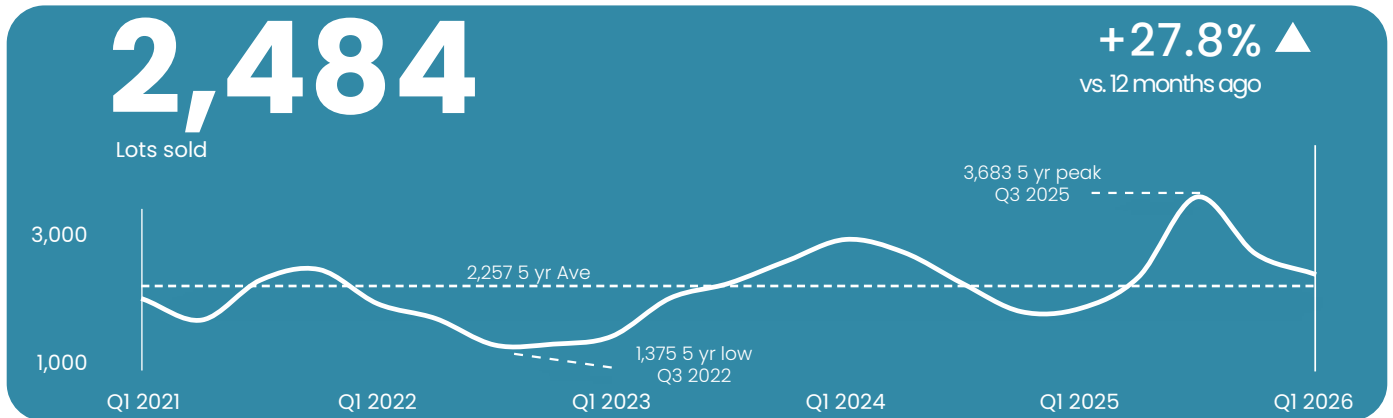
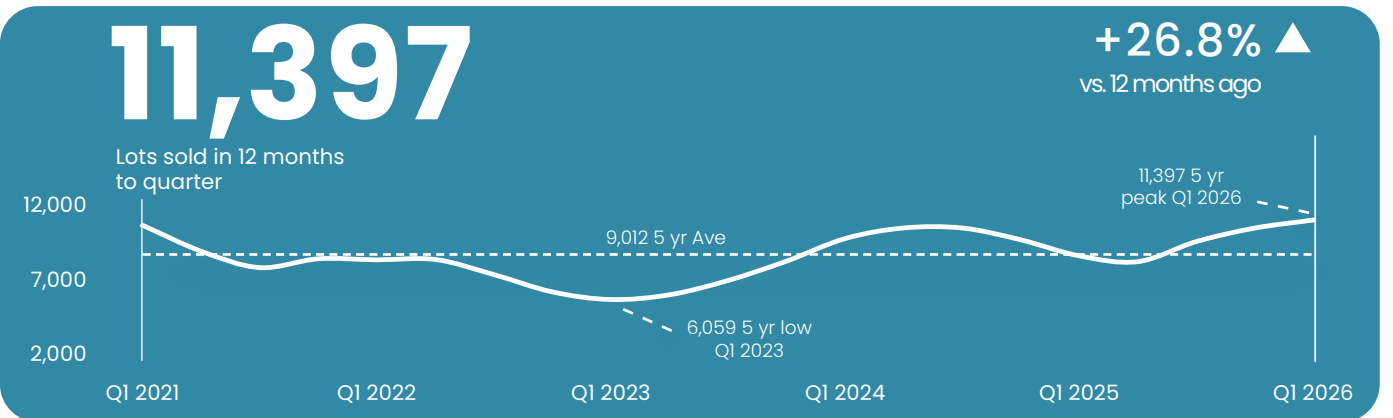
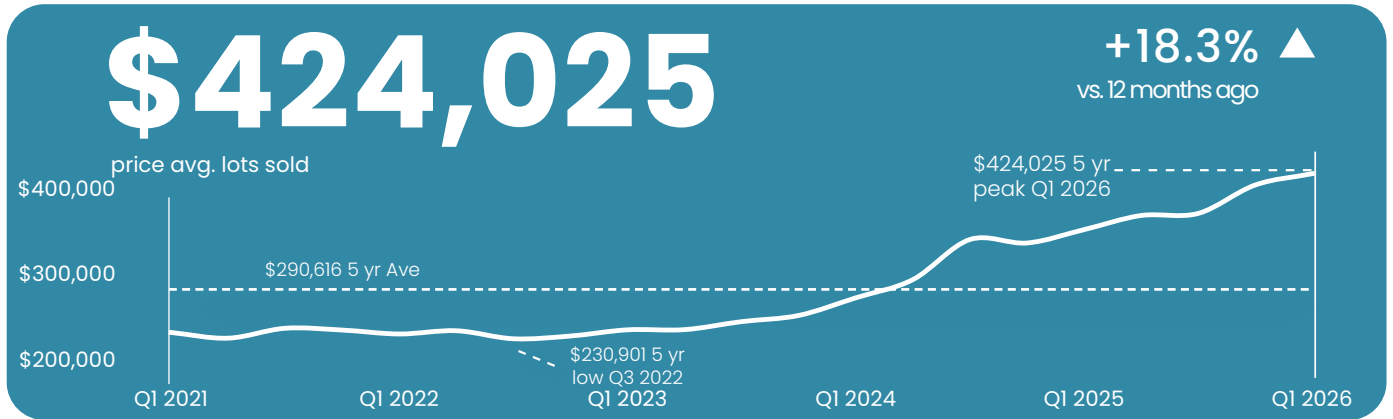
UDIA WA Principal Research Partners



# Buyer Demand



## Greater Perth Region



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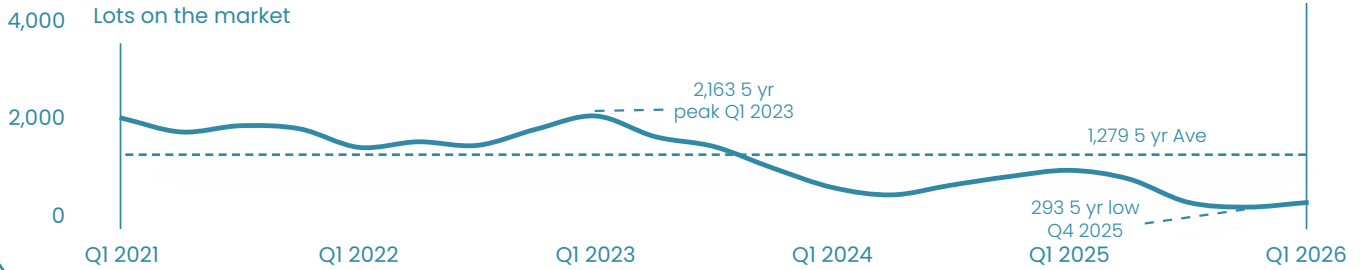
# Lot Supply



## Greater Perth Region

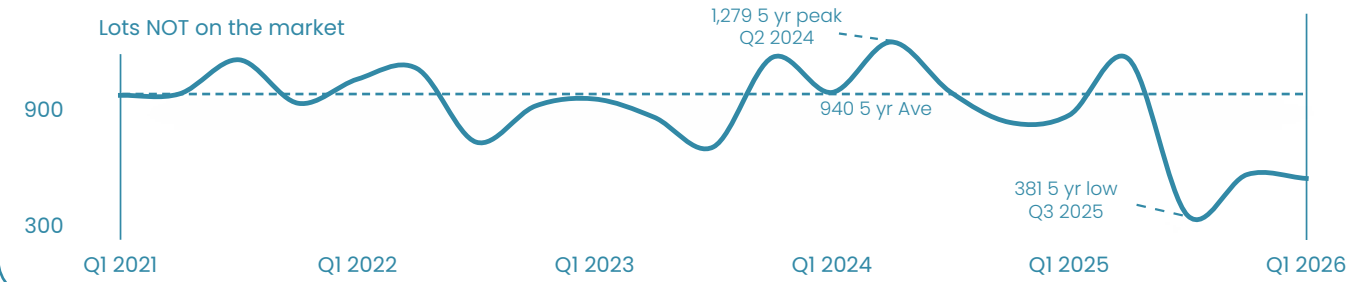
# 386

**+31.7% ▲**  
vs. last qtr



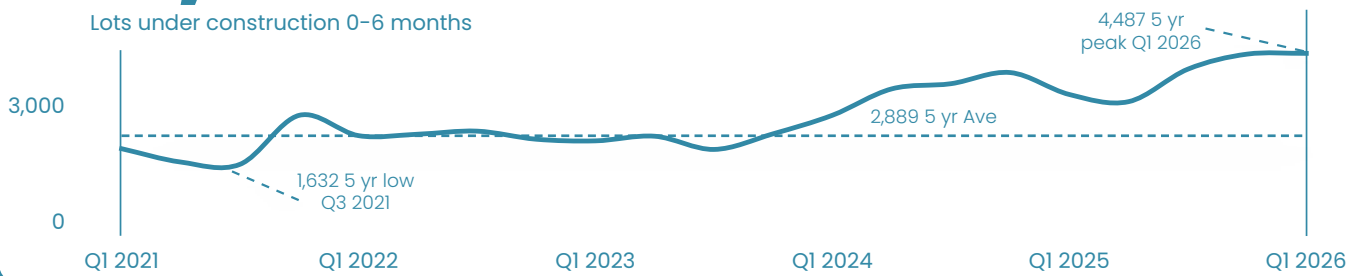
# 573

**-3.4% ▼**  
vs. last qtr



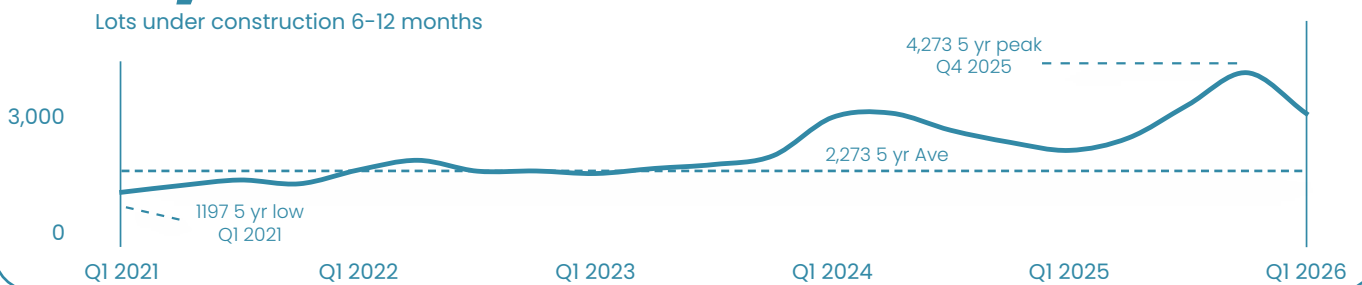
# 4,487

**+0.4% ▲**  
vs. last qtr



# 3,224

**-24.5% ▼**  
vs. last qtr



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# Executive Summary

Greater Perth Region	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 year Rolling Av.
Lots Sold (# of Lots)	2,484	2,799	-11.3%	1,943	27.8%	2,266
Lots Sold (\$ millions)*	\$1,053	\$1,150	-8.4%	\$697	51.2%	\$344
Average Size of Lots Sold (m <sup>2</sup> )	380	376	1.2%	374	1.5%	379
Average Price of Lots Sold	\$424,025	\$410,784	3.2%	\$358,574	18.3%	\$293,234
Average Price of Lots Sold per m <sup>2</sup>	\$1,127	\$1,128	-0.1%	\$925	21.8%	\$774
Lots on the Market	386	293	31.7%	1,048	-63.2%	1,237
Lots on the Market (\$ millions)*	\$147	\$126	16.7%	\$398	-63.0%	\$379
Average Price of Lots on the Market	\$381,949	\$431,129	-11.4%	\$379,783	0.6%	\$306,618
Average Size of Lots on the Market (m <sup>2</sup> )	399	406	-1.6%	391	2.2%	380
Lots NOT on the Market	573	593	-3.4%	900	-36.3%	936
Lots Under Construction Release w/in 0 - 12 months	7,711	8,740	-11.8%	5,713	35.0%	5,261
Average Size of Lots Under Construction Release w/in 0-12 months (m <sup>2</sup> )	333	385	-13.4%	353	-5.6%	370

## Quarterly Commentary

David Cresp – Director, Urbis

Western Australia's residential land market has entered a new phase of the cycle, one defined not by weakening demand but by intensifying delivery constraints. Population growth remains robust – Greater Perth is adding over 1,000 people per week – yet the housing system is struggling to convert that demand into supply. Strong underlying buyer appetite is colliding with a supply chain under stress, focusing attention on delivery capacity, rising costs, and land availability

Demand vs. Delivery – the key shift: Today's affordability pressures stem largely from supply-side limitations. Perth's housing demand is buoyed by solid economic and population growth, but the cost and complexity of delivering new homes – from labour and materials to planning and infrastructure – has become the core challenge. Buyers remain eligible and motivated, yet confidence isn't matching those fundamentals: many are now more cautious, slower to commit, and price-sensitive given higher interest rates and cost-of-living pressures. Even so, supply cannot respond quickly enough, so prices continue to rise. In short, delivery constraints – not a lack of demand – are now the main drivers of WA's housing affordability issues.

Current market conditions confirm this trend. Perth metro land sales moderated to 2,310 lots in the March quarter 2026, down 12% from last quarter (2,628) but still 31% higher than the same quarter last year (1,767) and above the five-year quarterly average (2,083). Demand therefore remains well above historical norms, but the market has virtually run out of readily available stock. At quarter's

end, only 371 lots were on the market – up 42% quarter on quarter (from 261) but still 62% below the 965 lots on the market a year ago. Under such scarcity, even moderate enquiry can rapidly translate into competitive price pressure.

Price signals reflect this acute shortage. The average Perth lot price rose to \$427,247 this quarter, up 2.9% quarter on quarter and 18% year on year – a new cyclical high. Lot sizes have remained broadly stable (around 380 sqm, roughly unchanged from a year ago), confirming that rising prices are driven by under-supply and higher delivery costs rather than a shift to larger lot sizes. *In other words, when supply is extremely tight and construction costs surge, prices remain elevated even as buyers show caution.*

Critically, industry remains at or above capacity with lot and housing creation. Developers and builders are pushing hard to bring on new supply: lots under construction for release within 12 months stand at 6,869 across Perth – just below last quarter's high (down 12% quarter on quarter as some stages were completed) but nearly 30% above the level a year ago. This elevated pipeline means more stock will gradually come to market through 2026/2027, helping to relieve the shortage. However, conversion pipelines take time, and many builders are limiting new sales to manage stretched workforces and fixed-price contract pressures.

The nature of developable land is another challenge. A key theme in 2026 is the gap between "zoned" land and truly deliverable land. Large areas may have urban zoning,

Commentary continues on next page

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but delays in infrastructure, environmental approvals, and service delivery mean only a fraction of that land can be brought to market quickly. At present, ready-to-sell lot supply sits at historically low levels even as substantial land is zoned and planned. This disconnect keeps upward pressure on prices because even moderated demand outruns practical supply. As industry observers note: “zoned land is not the same as deliverable land” – highlighting why unlocking more serviced land and speeding up approvals are critical now.

Looking ahead, the WA land market faces a balancing act. On one hand, higher interest rates and declining consumer confidence could moderate buyer urgency slightly, providing a welcome breather for supply to catch up. Indeed, rising borrowing costs and affordability constraints may temper demand just enough to curb runaway price growth without undermining underlying fundamentals. On the other hand, if delivery lags persist, scarcity will sustain upward pressure on prices. Industry capacity remains the core constraint – the system cannot immediately absorb demand surges without creating bottlenecks in labour, materials, and infrastructure.

It is great to see that state and federal governments are responding. In early May, a joint State–Federal housing support package of around \$2 billion was announced to invest in enabling infrastructure and accelerate housing supply. This initiative should help ease structural bottlenecks over the medium term, though its impact will depend on swift implementation and how quickly it yields more deliverable lots on the ground.

In summary, the March 2026 quarter underscores a market transitioning, not retreating. Demand remains fundamentally strong and population growth sustained. The limiting factor now is delivering sufficient supply efficiently and affordably. West Australians’ need for housing is clearly present; the task ahead is ensuring today’s latent demand is translated into tomorrow’s delivered homes – without simply pushing prices higher. This is now the central challenge and priority for industry and government alike.

## Perth Metropolitan Market Summary

**Sales & Demand:** The Perth metropolitan region recorded 2,310 lot sales in Q1 2026, a 12% decrease from last quarter’s record high (2,628) but 31% higher than the same period last year (1,767). Despite this moderation, sales volumes remain above the five-year quarterly average of 2,083, underscoring the strength of underlying demand. All major growth corridors continued to see active buyer interest.

**Prices & Product:** Lot prices continued to climb amid tight supply. The average lot price reached \$427,000, rising +2.9% from last quarter and +18% compared to a year ago – setting a new high for this cycle. Average lot size sold was 380 sqm, roughly unchanged from a year earlier. These trends indicate that price growth is being driven by scarcity and increased delivery costs, rather than shifts in product mix.

**Available Supply:** Titled stock remains extremely limited, though there was a slight improvement from last quarter. Only 371 lots were on the market at quarter’s end – up 42% quarter on quarter (from 261) but still 62% below the level a year ago (965). This inventory is also markedly below the pre-pandemic norm, reflecting the severe supply-side constraint. Pipeline stock (lots in projects still pre-selling and not yet titled) fell to 512 this quarter (–11% quarter on quarter, –33% year on year).

**Pipeline & Future Release:** Future supply is in progress,

albeit with some delays. Lots under construction (for release within 12 months) stood at 6,869 – down 12% from last quarter’s peak (7,820) as recent stages reached completion, but still up 30% year on year (5,306). This elevated pipeline suggests more stock will be delivered through 2026, gradually alleviating the shortage of titled lots. Nonetheless, current supply falls far short of demand, and upcoming releases will need to be substantial and timely to fully rebalance the market.

**Market Balance:** Overall, the Perth land market remains undersupplied. Quarterly sales continued to vastly exceed immediate supply, keeping the ratio of stock to sales at extremely low levels (around 0.16 lots available per lot sold). Strong price growth over the past year (18%) underscores this imbalance. Buyer demand remains largely owner-occupier driven – first-home buyers especially have maintained a significant presence – while investor activity is comparatively limited. The key message is that housing demand in Perth remains well ahead of what the delivery system can presently accommodate, a situation that will only ease once the current pipeline of new lots is fully realised.

## Peel and Regional WA

**Peel Region:** The Peel region recorded 174 lot sales in Q1 2026 – up 1.8% from last quarter (171) and broadly unchanged month on month (176, a 1.1% dip). This stable level of demand was driven mainly by local owner-occupiers taking advantage of Peel’s relative affordability and lifestyle appeal. Lot prices in Peel moved higher, with the average lot price reaching \$381,000 (+11% quarter on quarter, +22% year on year) amid rising costs and improved buyer preference for coastal lifestyle. Titled stock on the market remained limited but roughly balanced with demand, at 173 lots available (virtually unchanged from December’s 171, though 19% below the 214 lots on market a year prior). Future supply is strengthening: 842 lots were under construction in Peel for release within 12 months – more than double the volume of a year ago – which should help ease any impending shortages if delivered on schedule.

**Regional WA (outside Perth & Peel):** Non-metro land markets remain subdued due to chronic under-supply. Regional WA saw 103 lot sales in Q1 2026 – a 29% decline from last quarter’s 145 (which had been boosted by stage releases in a few Pilbara projects) and 14% lower than a year ago (120). Limited stock continues to cap sales in many regional centres: for example, just 103 titled lots were on the market state-wide at quarter’s end, leaving only small volumes of stock in most country towns. That said, some pipeline is beginning to emerge. There were 259 regional lots under construction (due within 12 months) – a modest 4.4% increase quarter on quarter but over triple the extremely low level of a year earlier. Developers and government are responding in areas of identified demand (e.g. the South West and Pilbara regions), which should gradually improve supply as 2026 progresses. Frontline housing support is also a focus: In late April, the State Government announced a “Seven Cities” vision, aiming to deliver 500 new dwellings in key regional centres over five years (with partnerships to boost construction for essential-worker housing). If implemented effectively, this could start to ease regional housing shortfalls over the medium term, although the near-term market remains highly constrained.

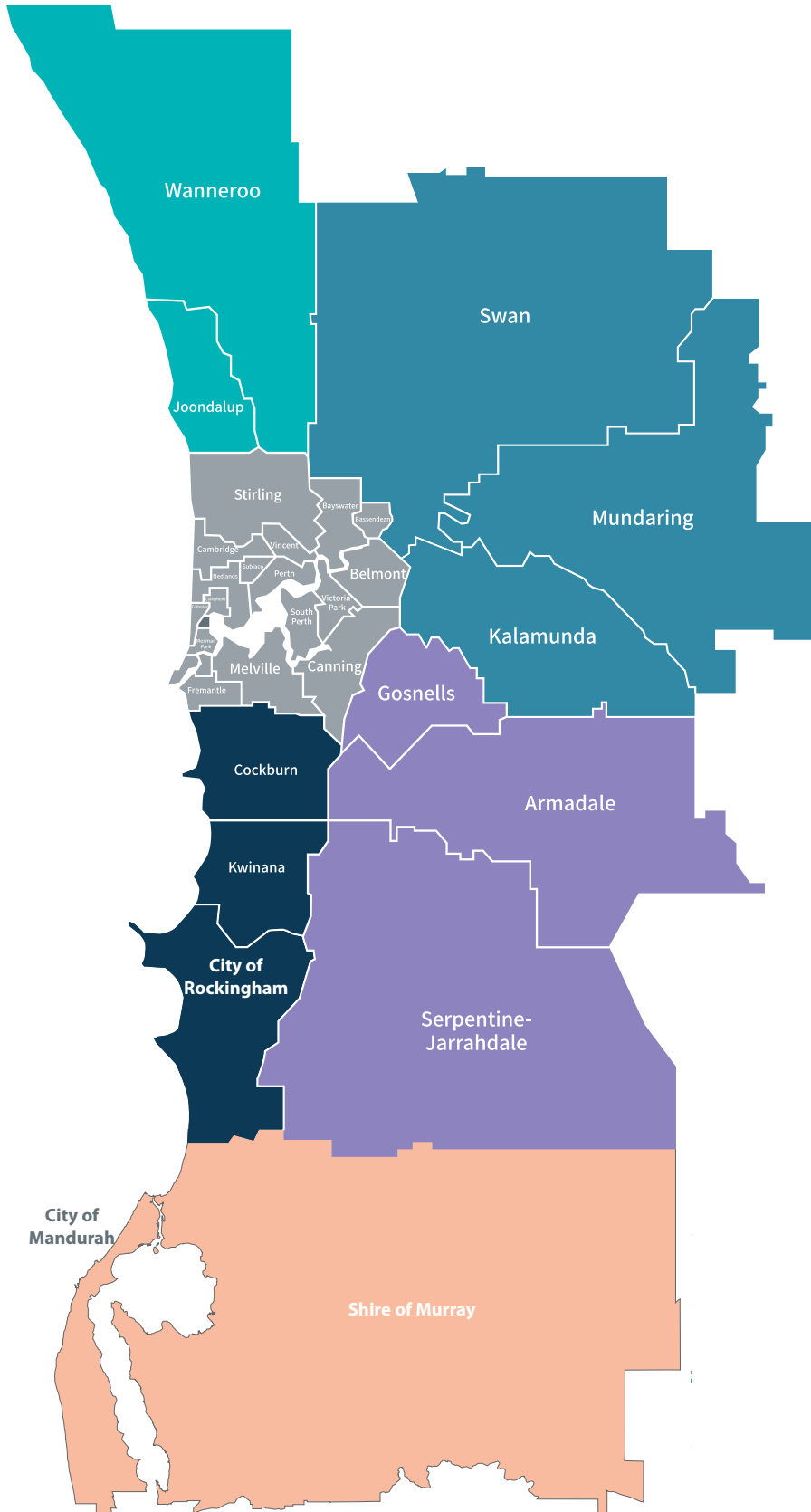
Despite these initiatives, regional WA’s land supply is still catching up. Underlying demand in growth hubs – like the South-West and selected mining centres – remains solid, but significantly more deliverable stock will be needed in coming quarters to meet local housing needs and temper further price pressures.

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# Corridor Snapshots



North-West Corridor	Q1 2026
Lots sold	1,018
Lots on the market	134
Lots NOT on the market	204
Lots U/C (release 0-6 months)	1,298
Lots U/C (release 6-12 months)	1,209

North-East Corridor	Q1 2026
Lots sold	283
Lots on the market	117
Lots NOT on the market	89
Lots U/C (release 0-6 months)	949
Lots U/C (release 6-12 months)	618

South-West Corridor	Q1 2026
Lots sold	388
Lots on the market	60
Lots NOT on the market	103
Lots U/C (release 0-6 months)	647
Lots U/C (release 6-12 months)	248

South-East Corridor	Q1 2026
Lots sold	590
Lots on the market	59
Lots NOT on the market	104
Lots U/C (release 0-6 months)	962
Lots U/C (release 6-12 months)	777

Peel Region	Q1 2026
Lots sold	174
Lots on the market	15
Lots NOT on the market	61
Lots U/C (release 0-6 months)	505
Lots U/C (release 6-12 months)	337



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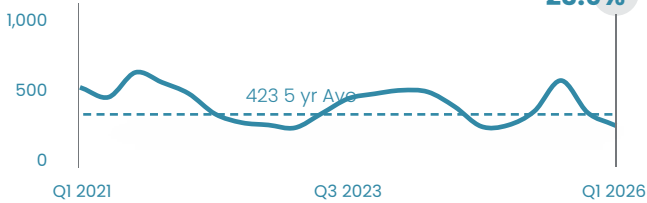
# North East Corridor

North East Metropolitan Corridor	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of PMR Sales	11.4%	13.3%	-1.9%	14.5%	-3.1%	19.0%
Lots sold (# of lots)	283	372	-23.9%	281	0.7%	423
Lots sold (\$ millions)	128	155	-17.7%	109	17.4%	125
Avg. size of lots sold (m <sup>2</sup> )	381	376	1.3%	408	-6.5%	376
Avg. price of lots sold	\$452,172	\$417,854	8.2%	\$387,743	16.6%	\$302,813
Avg. price of lots sold per m <sup>2</sup>	1,193	1,120	6.5%	925	29.0%	805
Lots on the market	117	46	154.3%	113	3.5%	225
Lots on the market (\$ millions)	33	16	115.3%	37	-10.5%	59
Avg. price of lots on the market	\$285,873	\$337,650	-15.3%	\$330,575	-13.5%	\$282,222
Avg. size of lots on the market (m <sup>2</sup> )	439	427	2.7%	394	11.4%	392
Lots NOT on the market	89	38	134.2%	179	-50.3%	207
Lots under construction release w/in 0-12 months	1,567	1,577	-0.6%	787	99.1%	944
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	358	372	-3.8%	377	-5.0%	372

## 283

Number of lots sold (vs. last qtr.)

-23.9%



## \$452,172

Average price of lots sold (vs. last qtr.)

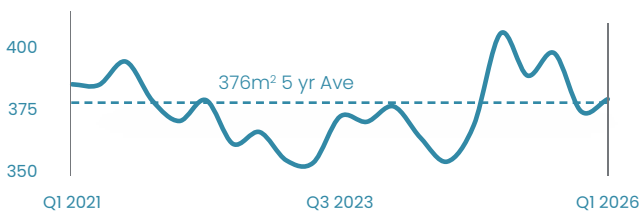
+8.2%



## 381m<sup>2</sup>

Average size of lots sold (vs. last qtr.)

+1.3%

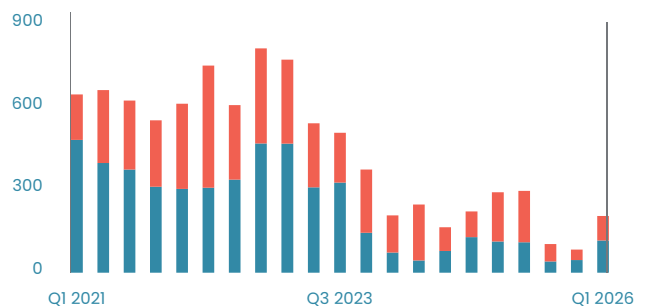


## 117

Lots on the market

## 89

Lots not on the market



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# North West Corridor

North West Metropolitan Corridor	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of PMR Sales	41.0%	41.6%	-0.6%	36.7%	4.2%	33.7%
Lots sold (# of lots)	1,018	1,165	-12.6%	714	42.6%	772
Lots sold (\$ millions)	436	480	-9.2%	257	69.3%	242
Avg. size of lots sold (m <sup>2</sup> )	382	376	1.5%	355	7.5%	380
Avg. price of lots sold	\$427,842	\$411,809	3.9%	\$360,282	18.8%	\$299,789
Avg. price of lots sold per m <sup>2</sup>	1,147	1,112	3.1%	1,034	11.0%	798
Lots on the market	134	98	36.7%	383	-65.0%	393
Lots on the market (\$ millions)	64	41	54.0%	161	-60.5%	119
Avg. price of lots on the market	\$476,124	\$422,720	12.6%	\$421,283	13.0%	\$328,376
Avg. size of lots on the market (m <sup>2</sup> )	384	369	4.1%	379	1.4%	382
Lots NOT on the market	204	226	-9.7%	295	-30.8%	301
Lots under construction release w/in 0-12 months	2,507	2,698	-7.1%	2,276	10.1%	1,883
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	347	363	-4.5%	364	-4.5%	366

1,018

Number of lots sold (vs. last qtr.)

-12.6%



\$427,842

Average price of lots sold (vs. last qtr.)

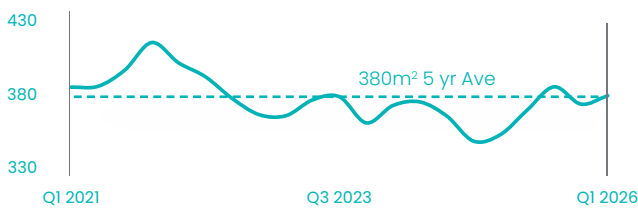
+3.9%



382m<sup>2</sup>

Average size of lots sold (vs. last qtr.)

+1.5%

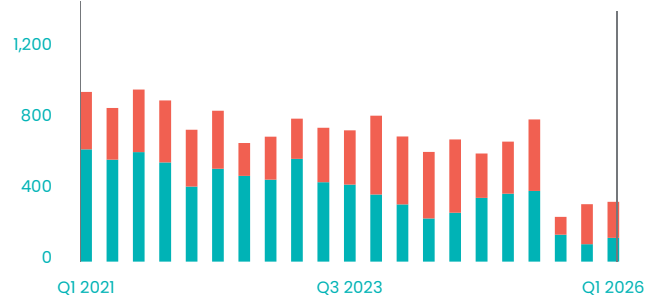


134

Lots on the market

204

Lots not on the market

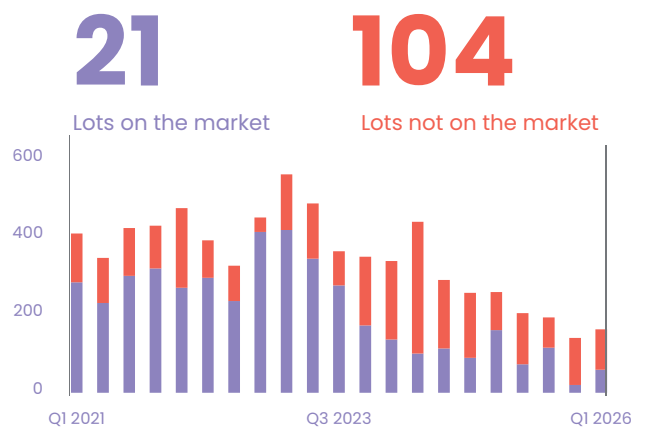
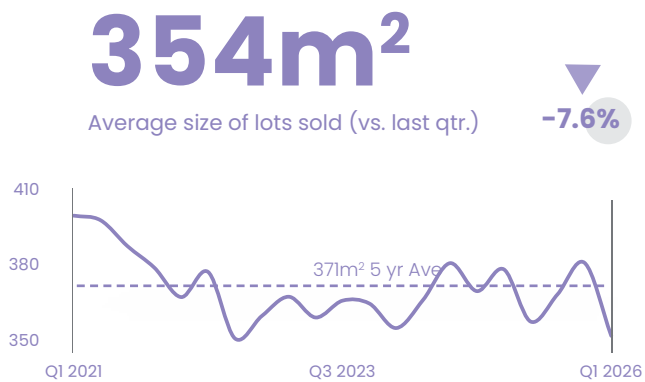
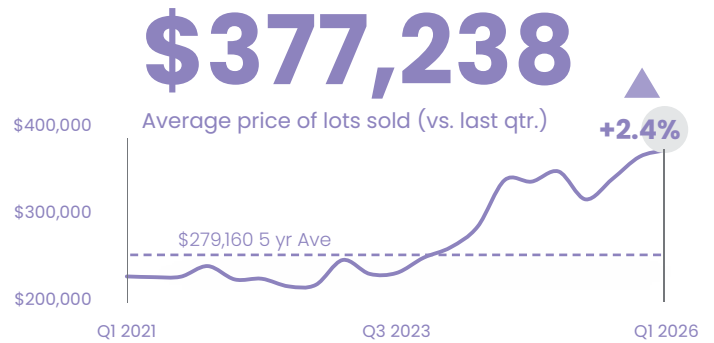
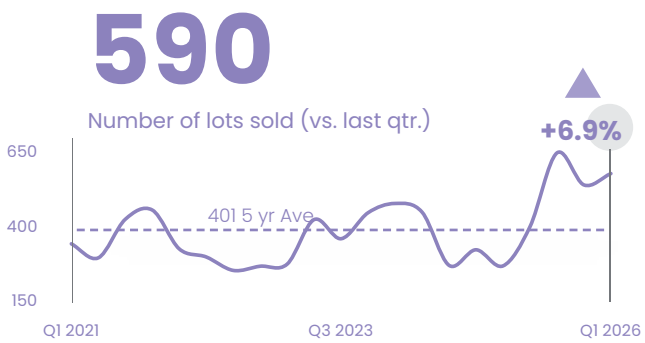


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# South East Corridor

South East Metropolitan Corridor	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of PMR Sales	23.8%	19.7%	4.0%	14.5%	9.3%	17.8%
Lots sold (# of lots)	590	552	6.9%	281	110.0%	401
Lots sold (\$ millions)	223	204	9.2%	99	124.8%	115
Avg. size of lots sold (m <sup>2</sup> )	354	383	-7.6%	380	-6.9%	371
Avg. price of lots sold	\$377,238	\$369,214	2.2%	\$352,312	7.1%	\$279,160
Avg. price of lots sold per m <sup>2</sup>	1,062	1,016	4.5%	918	15.8%	750
Lots on the market	59	20	195.0%	161	-63.4%	208
Lots on the market (\$ millions)	21	8	165.4%	54	-61.0%	51
Avg. price of lots on the market	\$356,441	\$396,159	-10.0%	\$335,210	6.3%	\$279,800
Avg. size of lots on the market (m <sup>2</sup> )	352	343	2.5%	359	-2.2%	360
Lots NOT on the market	104	121	-14.0%	98	6.1%	137
Lots under construction release w/in 0-12 months	1,739	2,138	-18.7%	718	142.2%	810
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	224	392	-43.0%	248	-9.9%	354



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# South West Corridor

South West Metropolitan Corridor	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of PMR Sales	15.6%	16.2%	-0.6%	25.3%	-9.7%	20.6%
Lots sold (# of lots)	388	453	-14.3%	491	-21.0%	465
Lots sold (\$ millions)	179	188	-4.9%	176	1.6%	140
Avg. size of lots sold (m <sup>2</sup> )	417	386	7.9%	380	9.6%	380
Avg. price of lots sold	\$461,695	\$415,769	11.0%	\$359,140	28.6%	\$292,517
Avg. price of lots sold per m <sup>2</sup>	1,094	1,079	1.4%	803	36.2%	740
Lots on the market	60	86	-30.2%	297	-79.8%	279
Lots on the market (\$ millions)	23	37	-38.0%	118	-80.7%	80
Avg. price of lots on the market	\$379,878	\$427,676	-11.2%	\$397,828	-4.5%	\$320,155
Avg. size of lots on the market (m <sup>2</sup> )	408	485	-15.9%	428	-4.6%	382
Lots NOT on the market	103	172	-40.1%	174	-40.8%	175
Lots under construction release w/in 0-12 months	895	1,132	-20.9%	1,477	-39.4%	1,060
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	383	422	-9.1%	348	10.1%	384

**388**

Number of lots sold (vs. last qtr.)



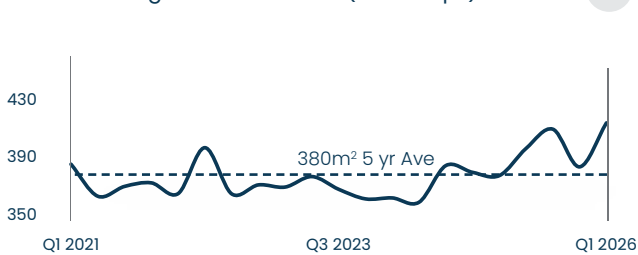
**\$461,695**

Average price of lots sold (vs. last qtr.)



**417m<sup>2</sup>**

Average size of lots sold (vs. last qtr.)

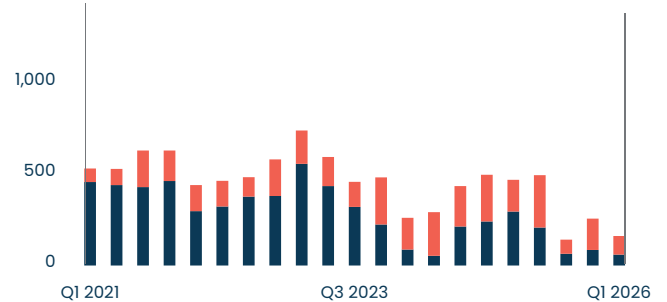


**60**

Lots on the market

**103**

Lots not on the market



For more detailed UDI data including land market activity by local government area within the Perth metropolitan area and the regions, visit the UDIA dashboard on the Urbis Loop platform. UDIA members have complimentary access to the UDIA Urban Development Index information and require a log in. Contact [udia@udiawa.com.au](mailto:udia@udiawa.com.au) if you require access details.

Information correct at time of publication and all information is subject to periodic reviews.

# Regional

Peel Region	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of Total State Sales	6.7%	5.8%	0.9%	8.5%	-1.8%	7.6%
Lots sold (# of lots)	174	171	1.8%	176	-1.1%	183
Lots sold (\$ millions)	66	59	12.9%	55	20.2%	48
Avg. size of lots sold (m <sup>2</sup> )	383	384	-0.1%	374	2.4%	416
Avg. price of lots sold	\$381,247	\$343,613	11.0%	\$313,494	21.6%	\$250,522
Avg. price of lots sold per m <sup>2</sup>	1,002	897	11.7%	839	19.4%	620
Lots on the market	15	32	-53.1%	80	-81.3%	99
Lots on the market (\$ millions)	6	11	-49.4%	26	-77.4%	23
Avg. price of lots on the market	\$384,800	\$356,500	7.9%	\$319,275	20.5%	\$258,546
Avg. size of lots on the market (m <sup>2</sup> )	384	398	-3.5%	400	-4.0%	412
Lots NOT on the market	61	16	281.3%	139	-56.1%	78
Lots under construction release w/in 0-12 months	842	920	-8.5%	407	106.9%	443
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	412	423	-2.5%	458	-9.9%	405

Regional WA	Current qtr	Last qtr (QoQ)	% QoQ	Same qtr last year (YoY)	% YoY	5 yr Average
Share of Total State Sales	4.0%	4.9%	-0.9%	5.8%	-1.8%	5.3%
Lots sold (# of lots)	103	145	-29.0%	120	-14.2%	123
Lots sold (\$ millions)	30	33	-7.4%	31	-2.1%	25
Avg. size of lots sold (m <sup>2</sup> )	664	643	3.4%	621	6.9%	602
Avg. price of lots sold	\$293,782	\$225,363	30.4%	\$257,483	14.1%	\$202,189
Avg. price of lots sold per m <sup>2</sup>	492	403	21.9%	445	10.4%	377
Lots on the market	57	103	-44.7%	162	-64.8%	378
Lots on the market (\$ millions)	13	16	-15.0%	22	-41.0%	46
Avg. price of lots on the market	\$232,298	\$151,218	53.6%	\$138,555	67.7%	\$129,683
Avg. size of lots on the market (m <sup>2</sup> )	685	658	4.1%	630	8.7%	676
Lots NOT on the market	121	216	-44.0%	292	-58.6%	303
Lots under construction release w/in 0-12 months	259	248	4.4%	76	240.8%	321
Avg. size of lots under construction Release w/in 0-12 months (m <sup>2</sup> )	712	545	30.7%	719	-0.9%	641



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## UDIA WA Presents Breakfast with the Premier

Thursday 18 June | 7.30-9.30am | Crown Perth



Scan the QR code  
for more information!

# Liveable communities

## Shaping WA's future

WA's greenfield sector is experiencing a renewed shift towards environmental sustainability, health and well-being, and affordability to deliver housing choice and amenity.

Urbis brings a unique integrated approach and national experience to unlock potential for our clients across the full project lifecycle from due diligence and strategic positioning, through to master planning and subdivision design.

We see an exciting opportunity to bring housing choice and innovation to a changing market.



## Liveable communities process



### *Due diligence*

Defining project viability



### *Strategic positioning*

Establishing unique proposition



### *Master planning*

Designing and testing concepts



### *Subdivision design*

Refining and optimising value



### *Approvals and delivery*

Taking plans to reality

Read our new guide

**Future Liveable Communities:**  
building for the next generation

Delivering the Great Australian Dream.

[Click here for the guide](#)

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