



WHAT DO THE NEW AML LAWS MEAN FOR REAL ESTATE?

Big changes are coming to the Australian property industry, with new Anti-Money Laundering and Counter-Terrorism Financing (AML/CTF) laws set to apply to real estate professionals from 1 July 2026.

For the first time, real estate agents, buyer's agents and property developers will fall under the same type of compliance framework already used by banks and financial institutions.

So what does this actually mean for buyers and sellers?

In simple terms, agents will be required to:

- Verify client identities more thoroughly
- Understand who is behind trusts or companies purchasing property
- Keep additional records
- Report suspicious activity to AUSTRAC where required.

The reforms are designed to help prevent criminals from using Australian property to move or hide illegal funds. Australia has been under increasing international pressure to tighten these regulations and bring the property sector in line with global standards.

While the changes will add extra administration across the industry, most everyday buyers and sellers are unlikely to notice major differences beyond additional ID checks and paperwork during transactions.

The industry is currently preparing for the rollout, with many agencies implementing new systems and training over the coming months.

As always, if you have any questions about how these changes may impact your next property move, feel free to contact Peter Kuhne.

MARKET INSIGHTS

Why Perth Buyers Are Falling in Love With “Move-In Ready” Homes

One of the biggest trends we’re seeing in the Perth market right now is buyers chasing homes they can move straight into – and it’s creating some surprising competition.

With building costs still high and renovation timelines dragging out, many buyers are saying: “Just give me something clean, comfortable, and ready to enjoy.”

That means homes with:

- Fresh paint
- Updated kitchens or bathrooms
- Low-maintenance gardens
- Outdoor entertaining areas
- Good presentation online

...are standing out immediately.

Interestingly, it’s not always the biggest or most expensive homes getting the strongest interest. Often, it’s the properties that feel **“easy”** for buyers.

At recent home opens, we’ve noticed buyers spending more time discussing lifestyle:

- “Can we entertain here?”
- “Could the kids play in this backyard?”
- “Could we move in without doing work?”

That emotional connection is becoming a major factor in today’s market.

MARKET INSIGHTS

What This Means for Sellers

If you're thinking about selling in the next 6–12 months, small improvements can make a big difference. Sometimes simple touches like fresh mulch, updated lighting, decluttering, or a fresh coat of paint can help create stronger buyer competition.

What This Means for Buyers

Well-presented homes are moving quickly, so being finance-ready and prepared to act confidently is becoming increasingly important.

The Perth market continues to show resilience, and while headlines often focus on interest rates, the real story on the ground is simple:
Good homes are still attracting strong attention.

If you'd like an updated idea of what your property could be worth in today's market, feel free to contact the team.



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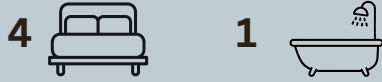
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PROPERTY COMING SOON

FOR LEASE

Available from late August

12 Shalford Way, Girrawheen WA 6064



This spacious 4-bedroom, 1-bathroom home offers comfortable living with ample car parking and a fantastic undercover deck, perfect for entertaining or relaxing year-round. Conveniently located and packed with practical features, this property will be available from late August. Get in contact today to register your interest or arrange further details.



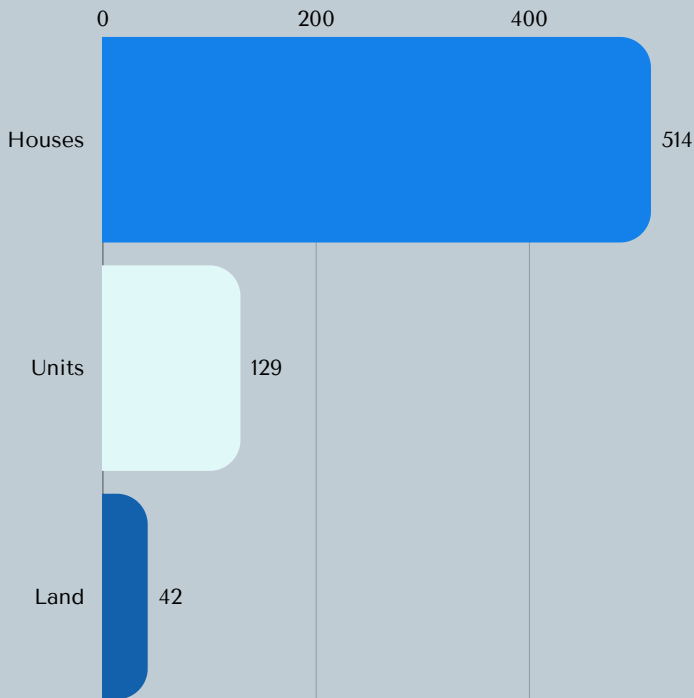
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MARKET INSIGHTS

Property Sales



Top Selling Suburbs

Perth:	13
Yanchep:	12
Armadale:	11
Gosnells:	10
Halls Head:	9
Baldivis:	9
Subiaco:	7

Comparison

This week: 685

Four Weeks Ago: 768

Same Week Last Year: 979

Median Sales Prices



\$910,000

2BR

\$870K

3BR

\$848K

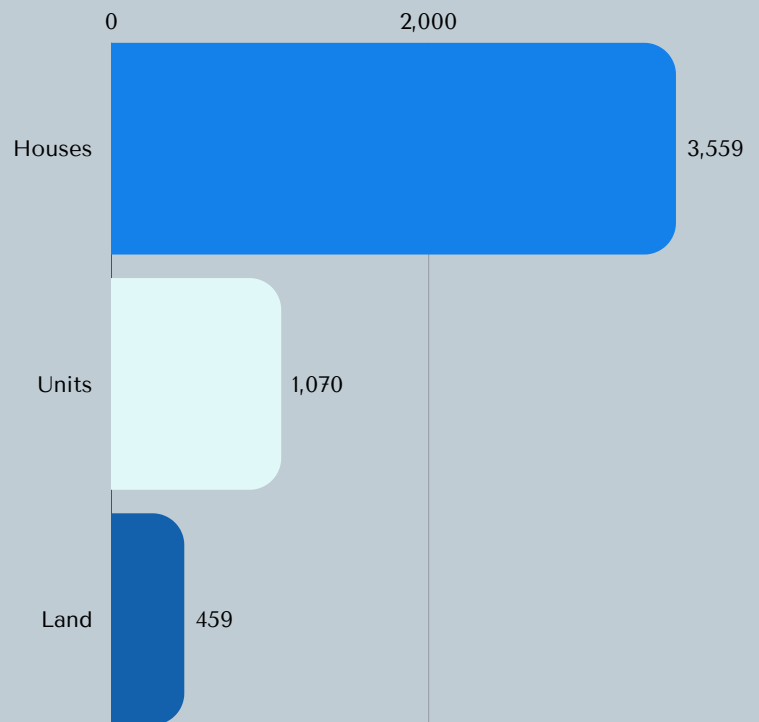
4BR

\$980K

Median Selling Days

11

Properties Listed for Sales



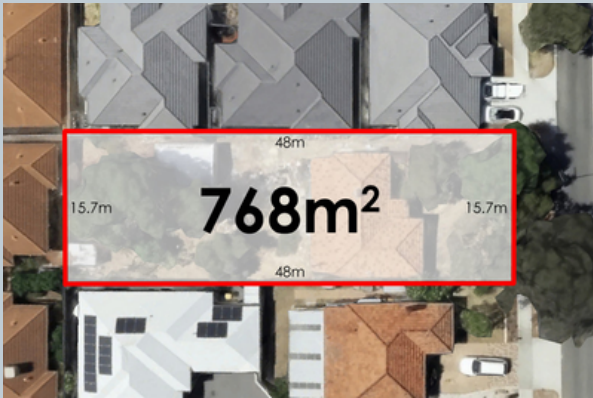
Comparison

This week: 5,088

Four Weeks Ago: 4,182

Same Week Last Year: 4,546

RECENTLY SOLD



\$1,000,000

35 Boundary Road, St James

House



2



1

\$1,700,000

697 Solomon Road, Perenjori

Cropping/Mixed Farming



QUOTE OF THE WEEK

I looked in your cup to see if you had enough. You looked in mine to see if I had more than you. That difference says everything. We are not the same. Pay attention to what people measure.



Leslie Hepworth

Client of Peter Kuhne Real Estate