QON No. 37

Legislative Assembly for the
Australian Capital Territory
Select Committee on the Fiscal
Sustainability of the ACT

Inquiry into the Fiscal Sustainability of the ACT

Answer to question on notice

Asked by: Caitlin Tough MLA

Addressed to: Chief Minister

Redirected to: Treasurer

Reference: Fiscal Sustainability

Hearing: 16 June 2026
In relation to: **Revenue from Land Sales**
Question received: 7 July 2026
Answer Due: 14 July 2026

Has the revenue from land sales declined as a percentage of the ACT budget over the last decade?

What impact does the decline in land sales revenue have on the ACT Government's ability to fund infrastructure from land sale revenue?

Chris Steel MLA: The answer to the Member's question is as follows:

Has the revenue from land sales declined as a percentage of the ACT budget over the last decade?

Land sales revenue can be volatile and depends on both prevailing market conditions and the scheduled pipeline of land releases. Key drivers on demand include population growth, labour market conditions, interest rates, borrowing capacity and construction costs. Revenue outcomes are also affected by the timing of land releases and settlements, infrastructure readiness, development feasibility, planning and environmental approvals, and industry delivery capacity. Broader economic conditions, including inflation, supply-chain disruptions and consumer confidence, can influence both demand for land and the value realised from sales.

The trend in revenue from land sales, as a proportion of total Territory revenue is shown in the table below. This proportion is expected to decline from over 9 per cent in 2027-18 and 2018-19 to 4.9 per cent in 2026-27.

	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022
Land revenue	512,458	603,442	349,688	731,157	354,508
Total revenue	5,648,799	6,077,179	6,119,537	6,439,098	6,920,700
	9.1%	9.9%	5.7%	11.4%	5.1%

	2022-2023	2023-2024	2024-2025	2025-2026	2026-2027
Land revenue	320,775	318,596	407,736	468,575	497,791
Total revenue	7,417,706	8,113,456	8,601,430	9,388,434	10,103,505
	4.3%	3.9%	4.7%	5.0%	4.9%

As noted in the 2020-21 Budget, the outcome for 2020-21 reflected temporary stamp duty concessions for the purchase of single dwelling blocks and off-the-plan apartments by owner-occupiers from 4 June 2020 to 30 June 2021. It also reflected a significant bring forward of land sales under the Indicative Land Release Program.

Since 2021-22, the proportion of land sales revenue to total revenue has generally been in the range from 4 per cent to 5 per cent.

What impact does the decline in land sales revenue have on the ACT Government's ability to fund infrastructure from land sale revenue?

In setting priorities through the Budget process, the Government considers estimates of all revenue categories, not just land sales revenue, noting that variations in one category can be offset elsewhere. The Government also takes a long-term approach to infrastructure planning, noting the intergenerational benefits the Infrastructure Investment Program delivers. The Program is regularly reviewed and updated to ensure our investment is aligned with population growth, enables economic development and delivers the essential services Canberrans need.

Approved for circulation to the Select Committee on the Fiscal Sustainability of the ACT.

Signature: Date: 20/7/26

By the Treasurer, Chris Steel MLA