

# Reed & Co.

ESTATE AGENTS

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## NOOSA PROPERTY MARKET UPDATE

3rd Quarter 2024

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### NOOSA WATERS WATERFRONT



[reedandco.co](http://reedandco.co)



This report has been carefully curated to help you navigate Noosa's real estate market with confidence and clarity.

If you would like to discuss your position in the current market further, or if I can be of any assistance throughout your property journey, please don't hesitate to contact me.

With compliments,

*Adrian Reed*

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adrian@reedandco.co

Scan the  
QR code to  
connect.



# Noosa Waters — Waterfront

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Population growth in Queensland, boosted by both interstate migration and overseas buyers, continues to bolster the South East Queensland housing market. Moreover, interest rate stability, with potential cuts anticipated in late 2024, could reignite buyer activity even further.

Amidst slightly lower sales volumes, the September quarter offered clear signs that property prices are stabilizing after their earlier pandemic-driven declines. Values have remained steady now across several consecutive quarters, with certain sub-markets even experiencing minor increases. Positive inflation figures and growing optimism that interest rates have peaked have helped reassure both buyers and media, leading to a more balanced outlook.

A mix of active local buyers, interstate and overseas demand continued to underpin the market, as a steady influx of young families pursuing a tree or sea-change, along with pre-retirees eager to secure their future homes, bolstered buyer activity.

Retirees, too, played a notable role, seeking both seasonal 'lock-up-and-leave' properties and more permanent residences. Unlike many other regional areas, this region has seen minimal out-migration, with recent relocators increasingly settling down, transitioning from renting to buying.

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*Buyer competition remained strong for high-quality, turnkey properties in prime locations, with multi-party bidding regularly driving prices to new records.*

Adrian Reed

In contrast, properties in less desirable locations or requiring significant renovations saw less competition, allowing prospective buyers more time to weigh their options. However, when these properties were appropriately priced and marketed, they still sold quickly and effectively.

The increase in ultra-high-net-worth individuals (with a net worth of \$40 million or more) is also fuelling prestige demand. Many wealthy buyers are cash-rich, allowing them to compete in the high-end market without needing finance, thereby pushing prices higher.

Sales volume has settled in to 5.4% turnover, with just 24 waterfront properties being sold in the 12 months. Median house price has also finally taken a downward turn with an over index of entry level homes being offered to the market and closing out the 12 months to the end of September at \$4,900,000 down 8.4%.





# Noosa Waters – Waterfront Recent Sales

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143 Shorehaven Drive, Noosa Waters  
5 bed | 6 bath | 3 car  
\$10,000,000 | SOLD February 2024

33 Saltwater Avenue, Noosa Waters  
4 bed | 4 bath | 2 car  
\$9,300,000 | SOLD August 2024

4 Seahorse Place, Noosa Waters  
5 bed | 4 bath | 3 car  
\$6,800,000 | SOLD February 2024

10 The Promontory, Noosa Waters  
4 bed | 3 bath | 3 car  
\$6,500,000 | SOLD August 2024

38 The Promontory, Noosa Waters  
3 bed | 3 bath | 3 car  
\$6,125,000 | SOLD August 2024

21 Mermaid Quay, Noosa Waters  
4 bed | 3 bath | 4 car  
\$5,900,000 | SOLD October 2023

8 The Peninsula, Noosa Waters  
4 bed | 3 bath | 2 car  
\$5,800,000 | SOLD September 2024

39 The Anchorage, Noosa Waters  
5 bed | 3 bath | 2 car  
\$5,300,000 | SOLD March 2024

69 Shorehaven Drive, Noosa Waters  
4 bed | 2 bath | 2 car  
\$5,200,000 | SOLD November 2023

9 Saltwater Avenue, Noosa Waters  
4 bed | 4 bath | 2 car  
\$5,000,000 | SOLD September 2024

18 Seahorse Place, Noosa Waters  
5 bed | 3 bath | 2 car  
\$4,800,000 | SOLD August 2024

22 Seamount Quay, Noosa Waters  
4 bed | 3 bath | 2 car  
\$4,550,000 | SOLD May 2024

117 Shorehaven Drive, Noosa Waters  
4 bed | 3 bath | 2 car  
\$4,500,000 | SOLD August 2024

23 Shorehaven Drive, Noosa Waters  
4 bed | 3 bath | 2 car  
\$4,000,000 | SOLD June 2024

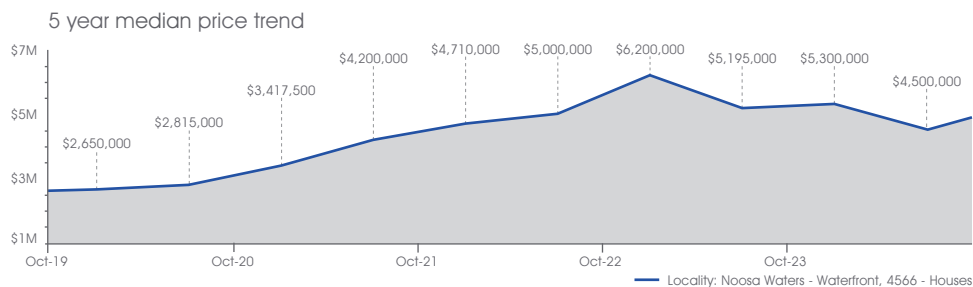
37 Shorehaven Drive, Noosa Waters  
4 bed | 2 bath | 2 car  
\$4,000,000 | SOLD March 2024

14 The Promontory, Noosa Waters  
5 bed | 2 bath | 2 car  
\$3,900,000 | SOLD February 2024



Anna Whilshire

## Houses Waterfront



Median House Price

 **\$4,900,000**

October 2023 - September 2024  
RP Data, October 2024

12 month growth

 **Down -8.41%**

October 2023 - September 2024  
RP Data, October 2024

On the market

 **8 houses**

available in the last month  
Realestate.com.au, October 2024

Total sales

 **24 sold**

October 2023 - September 2024  
RP Data, October 2024

Median time on market

 **65 days**

October 2023 - September 2024  
Realestate.com.au, October 2024



Neale Bertram

# The Carol Cruise presented by Reed & Co.



The Noosa community is set to celebrate the festive season with joy as Reed & Co. Estate Agents proudly presents their annual Carol Cruise on Saturday, 14th December. This event promises an unforgettable evening for locals and visitors alike, teaming up once again with the iconic Noosa Ferry, Oriana Choir, AV Partners & Sunshine Coast Youth Choir.

This year's cruise will include stops at popular riverside parks, including Lions Park, Noosa Park West, The Sound Park, and the foreshore outside The Noosa Boathouse. As the beautifully decorated M.V. Miss Tewantin glides along the river, a spectacular flotilla of watercrafts will accompany her, enjoying Christmas carols sung by the renowned Oriana Choir.

Audiences along the riverbanks can expect an enjoyable performance, as the choir brings festive classics to life. At each stop, the Sunshine Coast Youth Choir will continue the festivities, enhancing the joyful ambience with their renditions of holiday favourites as the ferry motors onto the next stop.

'The Carol Cruise represents everything we love about Noosa, which is bringing people together outdoors to celebrate the festive season, our lifestyle on the water and just sharing fabulous moments with family and friends. We could not be more proud to

present the Noosa community with this event again this year', says Adrian Reed.

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*The Carol Cruise has become a highlight of the holiday season in Noosa. Each year, it grows, bringing our community closer together through music, laughter, and the spirit of Christmas.*

If you are located along the route and are hosting Christmas celebrations on Saturday, 14th December, why not request the Carol Cruise to stop by and spread the festive cheer! Please scan the QR code above and enter your details.

With the river illuminated by festive lights and the sound of carols drifting through the air, Noosa's Carol Cruise will once again capture the hearts of the community. This evening of melody and joy will create lasting memories with friends and family, lighting up the riverbanks with the true spirit of Christmas.

For more information and to add this event to your calendar, please; scan the QR Code above or visit [reedandco.co/carolcruise2024/](https://reedandco.co/carolcruise2024/)

\$1M

### *Community Fundraising*

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Together with the generous Noosa community, we have now raised \$1,098,872.11, purchasing 88 pieces of vital paediatric medical equipment for our local Noosa and regional hospitals across Australia.

67

### *Collaborations*

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In the pursuit to innovate & grow, we strive to collaborate at every opportunity. In doing so, we can proudly say we have facilitated 67 high performance & community-based events since opening in 2018.

455

### *Five-Star Reviews*

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Great service underlies a great sales experience, as well as a great result. This is evident in our 455 five-star reviews across realestate.com.au & RateMyAgent.

996

### *Valued Clients*

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We deliver a world class, complete end to end service to our clients. We have proven our ability to achieve extraordinary results, helping 996 buyers & sellers in the most desired sectors of the Noosa property market.

\$1B

### *Total Sales*

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We are grateful for the opportunity to have facilitated \$1,122,185,047.10 in total sales since opening our doors in 2018, a huge achievement for our small team of high performing agents.

\*Total agency statistics since launch in September 2018

