Reed & Co.

ESTATE AGENTS

NOOSA PROPERTY MARKET UPDATE

3rd Quarter 2025

NOOSA HEADS

reedandco.co

This report has been carefully curated to help you navigate Noosa's property 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,

The Kate Cox Team

Scan the QR code to connect.

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Median House Price   Total Market Sales 12 Months   Change in Median House Price   Data from Oct 2024 - Sept 2025

Property Market Update — *Contents*

Noosa Heads — Houses

The median price continues to rise increasing 25% in the last rolling 12 months to now sit at $2.5 million. This figure is a little misleading as we continue to see properties with poor presentation and/or requiring work attract little interest. Buyers just want it done prior to purchase and if they do have the propensity for a little work, their opinion of value is reflected in the offer price.
The message is clear for potential sellers, unless the location is amazing don't expect top dollar if you haven't maintained your property.

Volume has declined again, dropping 10.8% from the preceding 12-month period. We feel there is still buyer caution, but also seller caution. We have seen the re-emergence of buyers wishing to purchase subject to sale and sellers pushing back a little on those specific conditions, wanting a cleaner contract and allowing them the opportunity to remain open to better offers, not necessarily higher offers.

What is happening on the ground? Buyers outside of trophy homes continue to be predominantly Brisbane and local. There has been movement in the Melbourne market, whether that is first home buyer incentives forcing a melt up from the lower price points or greater strength at all price levels remains to be seen. A Victorian market showing strength across all levels is likely to be positive for our market, as sellers at the middle and upper middle level can have certainty around transitioning.

Days on market have drawn out to 72 days, an increase of 14.3%. When you add in the volume decline Noosa could be the best spot to purchase a low mileage prestige car in the near future as real estate agents reconsider their occupation.

At a deeper level we feel a shift in people's attitude to debt and what they deem as a 'need' versus a 'want' is taking place. A new 'conservatism' around spending is beginning to emerge as many seek a simpler life.

Last 12 Months Activity

Realestate.com.au, Oct 2024 - Sept 2025

Median Sale Price
$2,500,000
Up 25% from last year

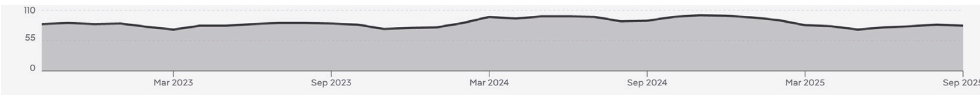
Sold Volume
82 sold
Down 10.8% from last year

Price Growth
Up +25%

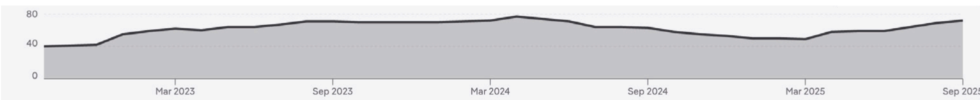
Median Days on Market
72 days
Up 14.3% from last year

Median Sale Price (2 years)

Sold Volume (2 years)



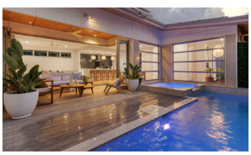
Median Days on Market (2 years)



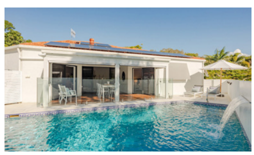
Top 8 Sales (Houses)

11 Little Cove Road
Noosa Heads
$13,250,000
4 bed | 4 bath | 2 car
SOLD August 2025

16 Berrima Row
Noosa Heads
$2,060,000
3 bed | 2 bath | 3 car
SOLD July 2025



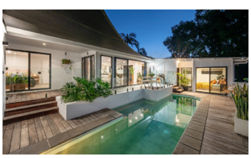
14 Coral Tree Avenue
Noosa Heads
$2,750,000
5 bed | 4 bath | 3 car
SOLD July 2025



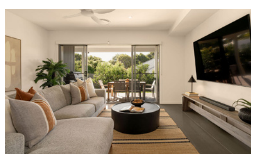
1 Thornbill Court
Noosa Heads
$1,875,000
3 bed | 3 bath | 2 car
SOLD August 2025

20 Warana Street
Noosa Heads
$2,500,000
4 bed | 2 bath | 3 car
SOLD July 2025

5 Kiata Court
Noosa Heads
$1,815,000
3 bed | 2 bath | 2 car
SOLD August 2025



41 Arkana Drive
Noosa Heads
$2,250,000
4 bed | 3 bath | 2 car
SOLD July 2025



12 White Beech Road
Noosa Heads
$1,610,000
4 bed | 2 bath | 2 car
SOLD September 2025

Noosa Heads — Apartments

This is our last market update prior to the Festive Season and my team and I wish you all the best for the coming season. As usual, when next in Noosa please feel free to contact me for a real estate or non-real estate chat.

Median sale price for apartments has dropped to $1.9 million, a decrease of 9.1%. Much of this is being driven by a proliferation of one and two-bedroom transactions. Yields are coming under a little pressure as accommodation managers adjust either room rates or minimum stays to keep occupancy ticking over.

The number of transactions has declined almost 10% in the last 12 months as buyers engage the market with greater caution, seeking adequate returns as a key criteria, especially in the low to middle price levels.

Days on market have blown out 16.1% to 65 days highlighting the lack of engagement of southern buyers. Green shoots are emerging in the Victorian property market which may translate into stronger buyer engagement going forward.

We are seeing strong demand for large, high quality, residential apartments at the top end of the market, with the Settlers' Cove precinct and Parkridge achieving some strong results. 21/16 Serenity Close recently transacted at $7.05 million and 1733/15 Lakeview Rise achieving $3.45 million.

Sales in the $800,000 to $2.5 million range continue to tick over with Quamby Place, Noosa Parade, Edgar Bennett Ave and non-beachfront Hastings St ticking over.

Beachfront stock is thin on the ground with sales confined pretty much to one bedroom stock. Two apartments in the twin Noosa Parade properties, Commodore and Aqua Linea, have recently sold achieving $2.65 million for 6/80 Noosa Parade and $2.775 million for 4/82 Noosa Parade, having been held for 21 years and 30 years respectively. These sales highlight how tightly held the most desired precincts are.

The Westpac Consumer Confidence Index declined in September, no doubt the much-touted interest rate decline that never eventuated a contributing factor. With the purchase of holiday properties being heavily linked to confidence and buyers' future circumstances, an uplift in this area would be greatly welcomed.

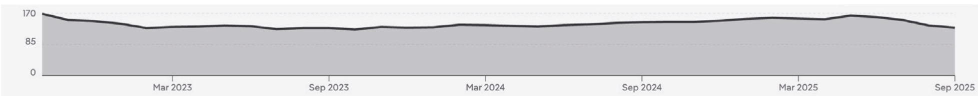
Last 12 Months Activity

Realestate.com.au, Oct 2024 - Sept 2025

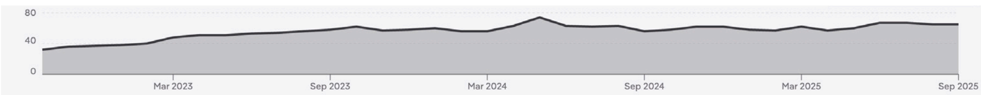
Median Sale Price	Sold Volume	Price Growth	Median Days on Market
$1,900,000	*131 sold*	*Down -9.1%*	*65 days*
Down 9.1% from last year			Up 16.1% from last year

Median Sale Price (2 years)

Sold Volume (2 years)



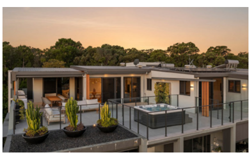
Median Days on Market (2 years)



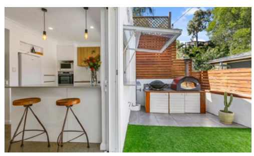
Top 8 Sales (Houses)

21/16 Serenity Close
Noosa Heads
$7,050,000
3 bed | 2 bath | 2 car
SOLD August 2025

347/61 Noosa Springs Drive
Noosa Heads
$1,550,000
3 bed | 2 bath | 2 car
SOLD August 2025



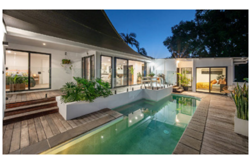
223/15 Lakeview Rise
Noosa Heads
$4,100,000
4 bed | 3 bath | 2 car
SOLD August 2025



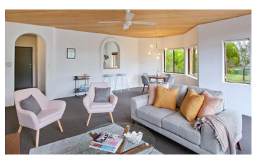
2/21 Bottlebrush Avenue
Noosa Heads
$1,145,000
2 bed | 2 bath | 1 car
SOLD September 2025

4/82 Noosa Parade
Noosa Heads
$2,775,000
2 bed | 1 bath | 1 car
SOLD September 2025

122/16 Noosa Drive
Noosa Heads
$920,000
1 bed | 1 bath | 1 car
SOLD September 2025



4/6 Edgar Bennett Avenue
Noosa Heads
$1,696,000
2 bed | 1 bath | 1 car
SOLD September 2025



2/95 Noosa Parade
Noosa Heads
$725,000
2 bed | 2 bath | 1 car
SOLD July 2025

The Carol Cruise presented by Reed & Co.

We invite you to join us for our
annual Carol Cruise.

Saturday, 13th of December from 4:30PM.

Set up with your family and friends at one of
the four stops along the riverbank,

OR

Get your boat ready to follow the Noosa Ferry,
Miss Tewantin, along the Noosa River!

Let's celebrate the festive season together,
singing along to carols by the Oriana Choir
and the Sunshine Coast Youth Choir.

Stop 1, 4:30pm Lions Park | Stop 2, 5pm Noosa Park West
Stop 3, 5:30pm The Sound Park | Stop 4, Noosa Boathouse

$1M

Community Fundraising

Together with the generous Noosa community, we have now raised $1,378,143, purchasing 106 pieces of vital paediatric medical equipment for our local Noosa and regional hospitals across Australia.

73

Collaborations

In the pursuit to innovate and grow, we strive to collaborate at every opportunity. In doing so, we can proudly say we have facilitated 73 high performance and community-based events since opening in 2018.

488

Five-Star Reviews

Great service underlies a great sales experience, as well as a great result. This is evident in our 488 five-star reviews across realestate.com.au and RateMyAgent.

1,164

Valued Clients

We deliver a world class, complete end to end service to our clients.
We have proven our ability to achieve extraordinary results, helping 1,164 buyers and sellers in the most desired sectors of the Noosa property market.

$1B

Total Sales

We are grateful for the opportunity to have facilitated $1,366,157,047 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

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Thinking of selling?

Scan the QR code to value your home.