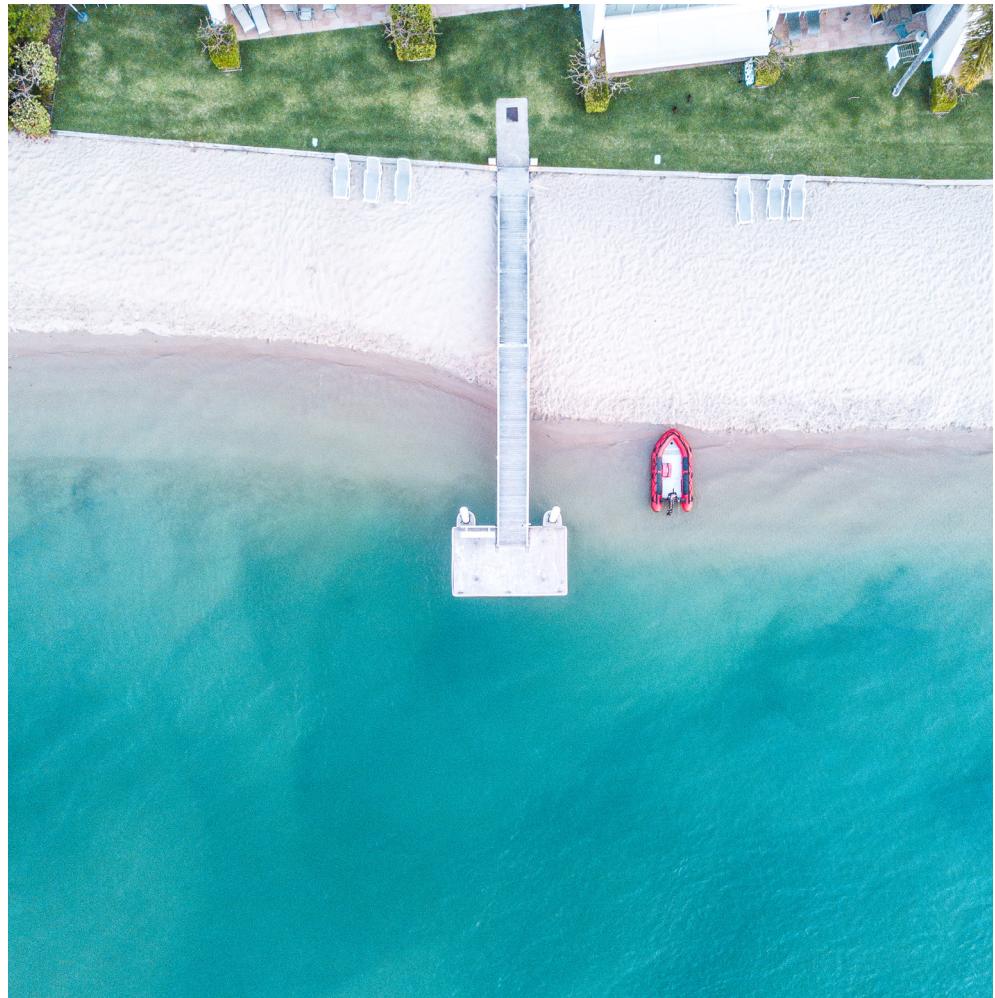


Reed & Co.

ESTATE AGENTS

NOOSA PROPERTY MARKET REPORT

Year 2025 in Review





Noosa Waters — Waterfront

Over the past 12 months the Noosa Waters Waterfront market has transitioned from the exuberance of the post-pandemic boom into a more disciplined, needs-driven phase. Transaction volumes eased from 28 to 24 sales, yet pricing held firm, with the median sale price lifting to approximately \$5.25 million and the upper quartile remaining notably resilient. This combination of lower turnover and stable values reflects a market where sellers are realistic, but not distressed, and buyers are highly selective rather than speculative.

At the prestige end, the \$6 million-plus segment again defined the character of the market. While the number of ultra-luxury sales softened marginally, this tier increased its share of total turnover, confirming that waterfront, architecturally informed homes continue to attract the most committed capital. The absence of \$10 million-plus transactions in 2025 was less a signal of weakening demand and more a function of limited A-grade supply. When genuinely irreplaceable assets are offered, competitive tension remains intense, as demonstrated by landmark transactions across the wider Noosa River precinct.

Buyer behaviour has continued to evolve. The pandemic-era “anywhere will do” mentality has given way to a more discerning brief, with purchasers prioritising

orientation, privacy, water interface and quality of finish over sheer house size. Rising construction and holding costs mean many buyers now prefer turnkey or recently renovated homes, effectively capitalising future build risk into today’s purchase price. As a result, well-presented properties are enjoying shorter days on market, even as secondary stock lingers.

Geographically, demand is increasingly anchored in southeast Queensland, with a high proportion of purchasers now upgrading from Brisbane and the Sunshine Coast rather than making one-off interstate lifestyle moves. These buyers arrive better educated on Noosa’s price benchmarks, are typically less sensitive to interest-rate movements and often transact without significant finance contingencies. Their focus is on securing long-term family bases in irreplaceable positions, rather than trading in and out of the market.

Looking ahead to 2026, Noosa Waters appears poised for continued consolidation at elevated price levels. Limited new supply, high replacement costs and a lifestyle-motivated buyer pool suggest that quality waterfront assets will remain tightly held. For owners, the current phase rewards patience and considered presentation; for buyers, it demands readiness to act decisively when the right home surfaces.

Last 12 Months Activity

Noosa Waters (Waterfront) CoreLogic, Jan 2025 - Dec 2025

Median Sale Price

 **\$5,250,000**

Up 5% from last year

Sold Volume

 **24 sold**

Down 16.6% from last year

Price Growth

 **Up +5%**

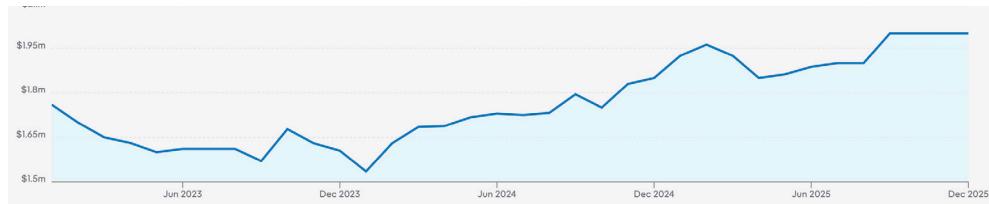
Up 5% from last year

Median Days on Market

 **59 days**

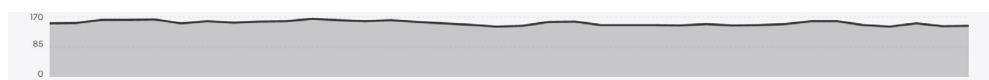
Realestate.com.au, Dec 2025

Median Sale Price (2 years)



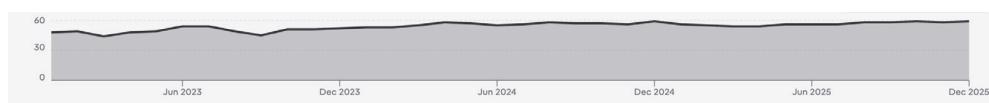
Sold Volume (2 years)

Noosaville 4566 (Houses) Realestate.com.au, Jan 2025 - Dec 2025



Median Days on Market (2 years)

Noosaville 4566 (Houses) Realestate.com.au, Jan 2025 - Dec 2025



Top 8 Sales



157 Shorehaven Drive
Noosaville

\$7,800,000

4 bed | 3 bath | 2 car
SOLD August 2025



10 The Promontory
Noosaville

\$6,725,000

4 bed | 3 bath | 3 car
SOLD July 2025



27 Seamount Quay
Noosaville

\$7,250,000

5 bed | 4 bath | 2 car
SOLD October 2025



9 Waterside Court
Noosaville

\$6,550,000

4 bed | 3 bath | 2 car
SOLD March 2025



13 The Promontory
Noosaville

\$7,200,000

5 bed | 3 bath | 2 car
SOLD February 2025



23 Mermaid Quay
Noosaville

\$6,450,000

4 bed | 3 bath | 2 car
SOLD April 2025



17 Waterside Court
Noosaville

\$6,850,000

4 bed | 4 bath | 2 car
SOLD October 2025



9 The Anchorage
Noosaville

\$6,325,000

4 bed | 4 bath | 3 car
SOLD September 2025

Reed & Community 2025 in Review

We believe that real estate is not just about buying or selling properties, but about creating meaningful connections and contributing to the overall well-being of the community. We strive to give back and support causes that are important to the Noosa community, whether it's through sponsorships, donations, or volunteering our time and resources. Ultimately, our commitment to the Noosa community is the driving force behind everything we do at Reed & Co. Estate Agents.



6 Peaks in 1 Day

May 2025

In a remarkable show of endurance, community spirit and generosity, 75 participants braved the incline of six Sunshine Coast peaks in just one day, raising \$63,210 for paediatric medical equipment in local and regional hospitals.



Charity Gala

June 2025

In a powerful demonstration of community, compassion and purpose, Reed & Co. Estate Agents hosted our 2025 Charity Gala at the Sofitel Noosa Pacific Resort. The event raised an outstanding \$216,061, funding vital pieces of paediatric medical equipment in collaboration with the Humpty Dumpty Foundation. This equipment is expected to save the lives of hundreds of children annually across regional Queensland hospitals and the Royal Flying Doctors Service.



Primavera All’Italiana Ladies Luncheon

October 2025

Noosa turned out in style and spirit as Reed & Co. Estate Agents hosted our annual Primavera All’Italiana Ladies Luncheon at Locale Noosa. The sell-out afternoon gathered 143 guests and raised an impressive \$34,000 to support Santa’s Classy Helpers, helping bring the joy of Christmas to local families doing it tough over the Christmas period.



The Carol Cruise

December 2025

Noosa glowed with Christmas magic during a memorable Carol Cruise this year. Featuring the award-winning Oriana Choir atop the Noosa Ferry, M.V. Miss Tewantin, captivating boating enthusiasts and picnic-goers with timeless carols throughout the flotilla, igniting the festive spirit across the waterways of Noosa.



Scan the QR
code for more
information

Reed & Co. — Our Team

Reed & Co. Estate Agents is a values-driven real estate brand founded on authenticity, trust and local heritage.

With a proven ability to achieve exceptional results across the most sought-after sectors of the Noosa property market, our reputation is built on long-standing relationships and consistently strong outcomes. We are a smart, strategic property partner for buyers and sellers who value integrity, insight and performance.

As marketers in a digital-first world, we engage consumers long before they become buyers. Great teams drive great

results, and we work alongside the very best local talent in Noosa to deliver a seamless, high-quality experience at every stage of the property journey.

Blending youthful energy with multi-generational expertise, our team brings together more than 80 years of combined real estate experience, deeply rooted in Noosa and supported by national experience across the southern states. This depth of involvement gives us genuine insight into historical trends, current market conditions and future opportunities.



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Thinking of selling?

*Scan the QR code to
value your property.*



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