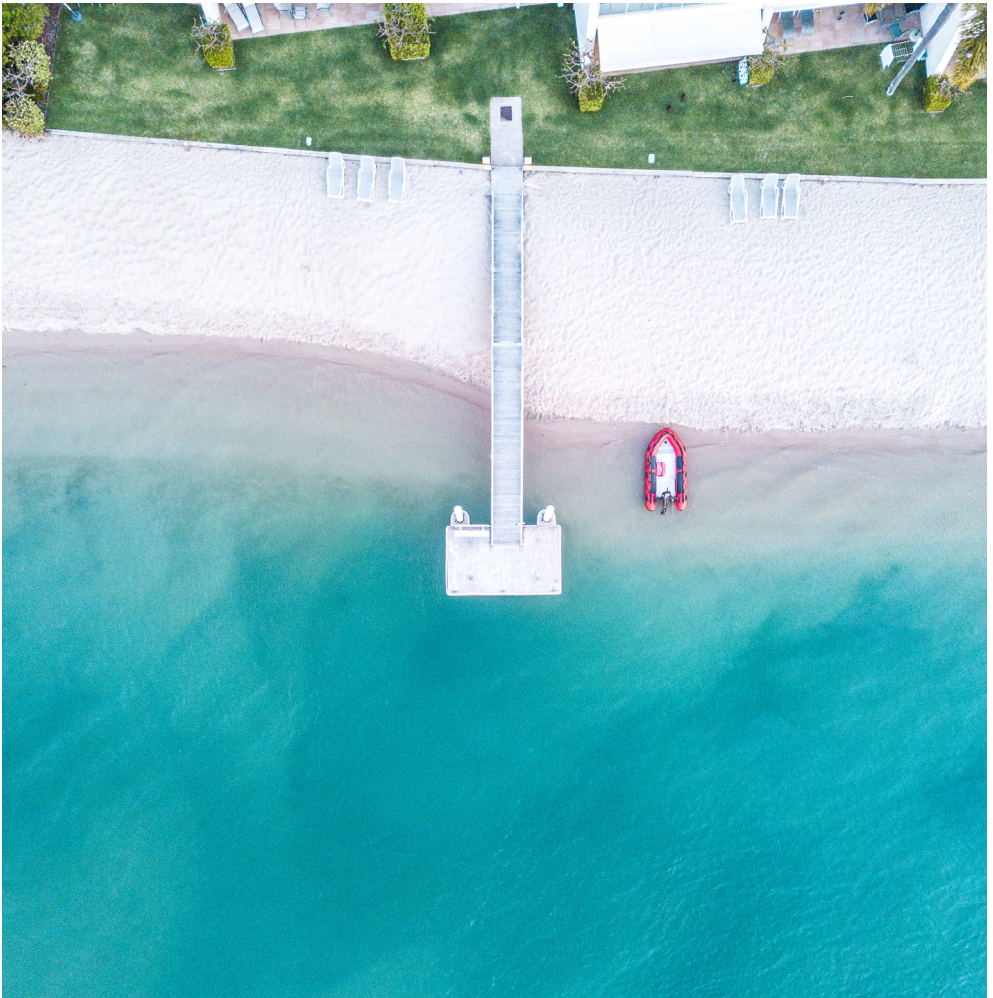

NOOSA PROPERTY MARKET REPORT

Year 2025 in Review





Noosa Heads — Houses

Welcome to our annual Noosa Heads Houses Report and again there appears to be an air of caution around the market.

Raw data shows the median house price is \$2.35 million, an increase of 11.2% on 12 months ago. A closer look at the median shows it has come off approximately \$170,000 in the last quarter of 2025 from just over \$2.5 million or 6.7% in the last quarter of 2025.

Is the market running out of steam or was it a confidence shift as the much-touted interest rate drops were appearing to reverse with the narrative shifting to future interest rate movements being to the upside?

Buyer depth continues to wane with an almost 25% decline in the number of potential buyers seriously interested in houses in Noosa Heads. Days on market is starting to drift back out, reflecting softer buyer interest.

The prestige end of the market continues to be immune from the mainstream with waterfront Noosa Sound and Little Cove achieving great results.

Volumes continue to reduce as owners sit tight, waiting for more positive conditions to sell into if indeed they wish to sell at all. Noosa isn't a bad spot to be positioned

lifestyle-wise whilst waiting for the cycle to turn.

From a qualitative viewpoint, properties that are well presented continue to attract most of the buyer interest. If your property isn't presented well, you won't attract an opportunistic buyer. Buyers will either sit and wait for a price reduction to a level supported by comparable sales or just disengage totally from your property.

More importantly, the good restaurant operators continue to provide a great experience. Whether it be a lunch at Sails overlooking Main Beach whilst enjoying a vinous offer from their vast selection, catching the afternoon north-easter at Gusto on Gympie Terrace, getting a more brooding city-style fix at Locale or watching the river drift by at Lucio's Marina or any of the other quality eateries in the vicinity, the attraction of Noosa as a destination remains ever-popular.

When in town, if you would like to catch up for a quick coffee or a glass of wine to discuss what is happening, please reach out.

Best Regards,

Kate Cox
(m) 0438 695 505

Last 12 Months Activity

Noosa Heads (Houses) Realstate.com.au, Jan 2025 - Dec 2025

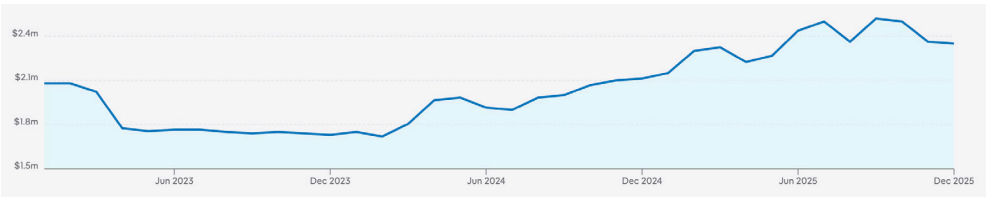
Median Sale Price
 **\$2,350,000**
Up 11.2% from last year

Sold Volume
 **79 sold**
Down 21.8% from last year

Price Growth
 **Up +11.2%**

Median Days on Market
 **65 days**
Up 22.6% from last year

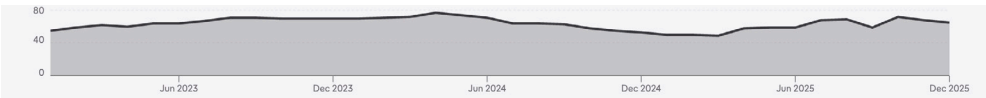
Median Sale Price (2 years)



Sold Volume (2 years)



Median Days on Market (2 years)



Top 8 Sales



17 Mossman Court
Noosa Heads
\$14,445,000
4 bed | 4 bath | 2 car
SOLD June 2025



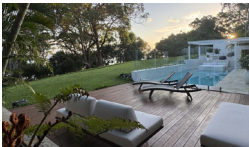
13 Weyba Esplanade
Noosa Heads
\$3,200,000
4 bed | 3 bath | 2 car
SOLD October 2025



4 Little Cove Road
Noosa Heads
\$7,500,000
3 bed | 3 bath | 2 car
SOLD December 2025



8 Berrima Row
Noosa Heads
\$2,725,000
4 bed | 2 bath | 1 car
SOLD September 2025



751/61 Noosa Springs Dr
Noosa Heads
\$5,700,000
4 bed | 4 bath | 2 car
SOLD September 2025



50 Arkana Drive
Noosa Heads
\$2,575,200
5 bed | 3 bath | 2 car
SOLD October 2025



24 Witta Circle
Noosa Heads
\$5,600,000
3 bed | 2 bath | 3 car
SOLD October 2025



131 Cooyar Street
Noosa Heads
\$1,444,000
3 bed | 3 bath | 2 car
SOLD October 2025



Noosa Heads — Units

Welcome to the annual Noosa Heads apartment report for calendar 2025. There has been an inverse relationship between the median house and apartment prices in Noosa Heads over the last 12 months with the median apartment price sitting at \$1.935 million, a 6.3% decrease from 12 months ago.

What is really interesting is that the median decreased from \$2.05 million in November, a decline in the median of 5.6% in just one month, with volumes for the 12 months virtually line ball with the preceding year.

Days on market have slid out, experiencing an increase of close to 20% with the number of potential buyers peaking in November but encountering a 12% reduction in buyer numbers in December.

We are therefore experiencing less buyer competition, less urgency from buyers and a sliding median. This all seemed to correlate with the change in interest rate narrative suggesting the next interest rate movement was likely to be up, not down. We feel most participants or potential participants would have expected us to be further down the interest rate curve than what we are, hence, the caution.

Our most engaged buyers are local or Brisbane, with Melbourne not as active as previous years. With the Victorian economy

in dire position, we are unlikely to see big numbers of buyers from this segment in the lower and middle price points. There has been no significant release of beachfront three-bedroom apartments for some time.

There continues to be solid local demand for quality downsizer apartments, especially through Settlers Cove and Parkridge Terraces, with these developments being new or near-new, offering quality finishes, generous size and good garaging options.

Going forward, there is still plenty of interest in downsizer apartments as locals rejig how they live, adjusting to the next stage of life.

With regards lifestyle properties, at the lower and middle end of the market there appears to be greater consideration given to both location for amenity but also the numbers have to add up. With uncertainty around rates this is the area that will be the most interesting going forward.

Regardless of economic conditions Noosa is always framed by the pristine beach, National Park and sophisticated offer of Hastings Street. When next in town please feel free to reach out to discuss all things Noosa.

Best Regards,

Kate Cox
(m) 0438 695 505

Last 12 Months Activity

Noosa Heads (Units) Realstate.com.au, Jan 2025 - Dec 2025

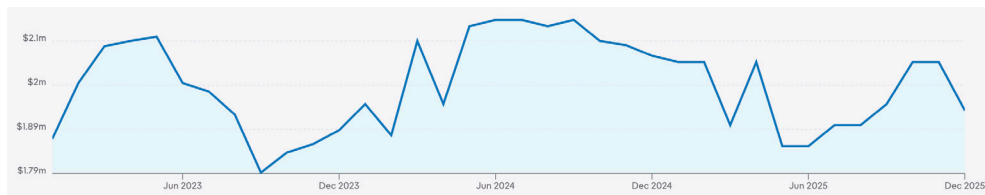
Median Sale Price
 **\$1,935,000**
 Down 6.3% from last year

Sold Volume
 **154 sold**
 Up 0.6% from last year

Price Growth
 **Down -6.3%**

Median Days on Market
 **73 days**
 Up 17.7% from last year

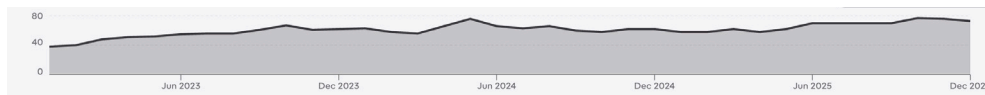
Median Sale Price (2 years)



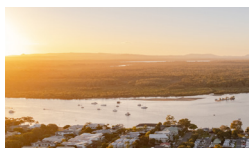
Sold Volume (2 years)



Median Days on Market (2 years)



Top 8 Sales



8/70 Upper Hastings Street
 Noosa Heads
\$6,450,000
 3 bed | 2 bath | 2 car
 SOLD May 2025



17/49 Hastings Street
 Noosa Heads
\$3,605,000
 1 bed | 1 bath | 1 car
 SOLD October 2025



6/4 Quamby Place
 Noosa Heads
\$5,000,000
 3 bed | 2 bath | 1 car
 SOLD May 2025



1733/5 Lakeview Rise
 Noosa Heads
\$3,450,000
 3 bed | 2 bath | 4 car
 SOLD July 2025



15/16 Serenity Close
 Noosa Heads
\$3,950,000
 3 bed | 2 bath | 2 car
 SOLD May 2025



8/1 Quamby Place
 Noosa Heads
\$1,700,000
 2 bed | 2 bath | 1 car
 SOLD February 2025



20/1 Picture Point Crescent
 Noosa Heads
\$3,750,000
 3 bed | 2 bath | 2 car
 SOLD November 2025



2/26 Noosa Drive
 Noosa Heads
\$1,410,000
 2 bed | 2 bath | 1 car
 SOLD December 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?

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reedandco.co