Reed & Co.
ESTATE AGENTS

NOOSA PROPERTY MARKET UPDATE

3rd Quarter 2026

NOOSA HEADS





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

0438 695 505
kate@reedandco.co

Scan the QR code to connect.



Property Market Update — *Contents*

Noosa Heads Houses Market Update *page 4*
Noosa Heads Apartments Market Update *page 6*
The Carol Cruise presented by Reed & Co. *page 8*
Reed & Co. – Statistics that Speak for Themselves *page 9*



Noosa Heads Houses

Market dynamics are very interesting with properties selling quickest, for a figure closest to asking price, being those that hit the market with realistic price expectations from the commencement of the campaign.

Volumes sold sit at 90 for the past 12 months which is about the average number for the past three years. The big swing has been in median price, currently $2million which is a slide of 19.6%, and days on market, currently 70 an increase of 18.6% in the past 12 months.

We all know Noosa Heads is not a homogenous market, so we're not talking a ubiquitous product – a suburb where sales have ranged from $1,255,000 to $8,200,000 is certainly not the norm across Australia.

A drill down into the minutiae demonstrates an interesting scenario. Smaller houses, defined as two and three bedrooms, are selling in higher numbers and for higher amounts. The median two-bedroom house sold for $2.2million, a 21.6% rise, admittedly on small volume. The median three-bedroom house sold for $1.9million, a small increase of 1.9%, but volume increased significantly by 26.1%.

Larger homes, four and five-plus bedrooms, have both experienced significant declines in both median price and volume sold. Four-bedroom median house prices have contracted 22.1% to $2.2million with a 13% reduction in volumes sold. Five-plus bedroom median house prices have contracted 14.2% with volumes down 23.5%. This suggests that owners are hanging onto their larger houses.

We have to cast our memory to Covid times to realise that a lot of this movement can be explained by a shift in the sales mix, with very little ultra prestige hitting the market. Having said that, buyers are still quite nervous with most economic narrative pointing to further interest rate rises, impacting confidence more than anything. The latest Westpac Consumer Sentiment Index is overwhelmingly pessimistic, declining 5.2% during the month of September.

We can all get swept up in the negativity, if we choose to. What is most important is that you have the most up-to-date information in the market guiding your decisions.

Contact Kate for the most up-to-date information on the Noosa Heads market.

Last 12 Months Activity

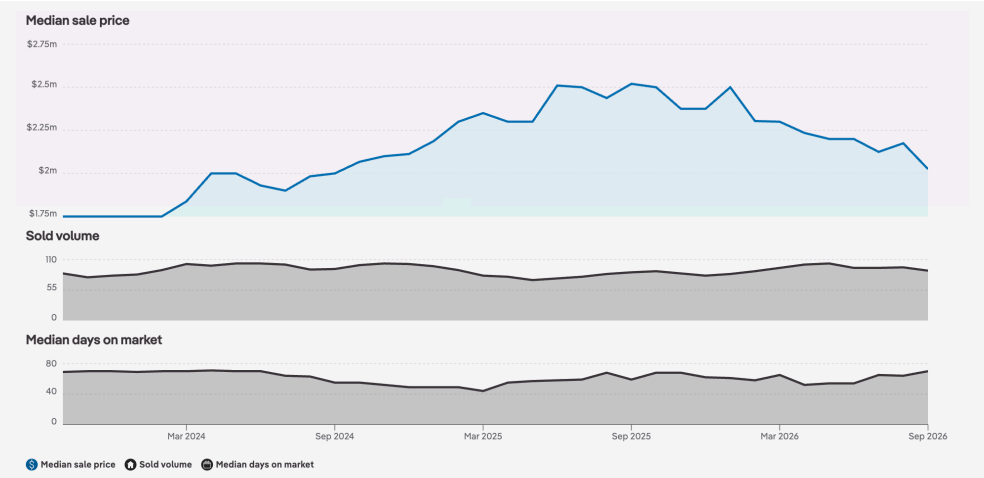
Noosa Heads houses, Realestate.com.au, October 2025 - September 2026

Median Sale Price
$2,000,000
Down 19.6% from last year

Sold Volume
90 sold
About the 3-year average

Price Growth
Down 19.6%

Median Days on Market
70 days
Up 18.6% from last year



Top 8 House Sales

ADDRESS	BED	BATH	CAR	SOLD	SALE PRICE
18 Key Court Noosa Heads	3	2	2	September 2026	*$8,200,000*
4 Mitti Street Noosa Heads	3	2	1	July 2026	*$5,500,000*
22 Angler Street Noosa Heads	4	3	2	August 2026	*$4,325,000*
15 Wyona Drive Noosa Heads	3	2	2	July 2026	*$2,380,000*
20 Cottonwood Court Noosa Heads	3	2	2	September 2026	*$2,300,000*
346/61 Noosa Springs Drive Noosa Heads	4	3	2	August 2026	*$1,800,000*
24 Stormbird Drive Noosa Heads	4	2	2	August 2026	*$1,500,000*
16 Leslie Drive Noosa Heads	2	1	0	July 2026	*$1,255,000*



Noosa Heads Apartments

Apartments in Noosa Heads have had their first pullback in some time as investor and owner occupier budgets encounter headwinds with the latest interest rate rise and the expectation of more to come impacting both confidence and borrowing capacity.

The median apartment price in Noosa Heads sits at $1.9million, a decline of 6.8% over the past 12 months, with volumes in line with the previous 12 months and days on market sitting at 70.

A more in depth look at the composition of the figures shows a swing to smaller apartments, with one-bedroom units experiencing a big uplift in volume (28.6%) and trend-defying increase in median value to $980,000 (7.1% up). One rationale may be people are still wanting a little piece of Noosa Heads, but they are purchasing at a more comfortable level rather than stretch.

Conversely, the biggest decline in both median prices and sales volumes has taken place in the two-bedroom category, with the median declining 6.7% to $1.6million, and volume sold dropping 10.3% to 52 for the 12 months. A little confusingly, days on market have decreased by 9.4% to 48 days.

In the three-bedroom space, price has declined 3.8% to $2.6million, with volume sold down 5.8% to 49. Interestingly, days on market have tightened to 68 days, a reduction of 16.1%.

One of the key factors has been how little has transacted in the key Hastings Street precinct, which tends to drag the median up a little as investors hold onto their properties. There has been quite a push into owner occupiers purchasing off Hastings Street, where prices come in at more affordable levels.

We have noticed a lot more enquiry in the holiday let space from buyers seeking income and a desire to have the numbers add up on potential 'lifestyle investments'. Noosa Heads has historically been a tight yield play with uplift coming from longer term capital growth.

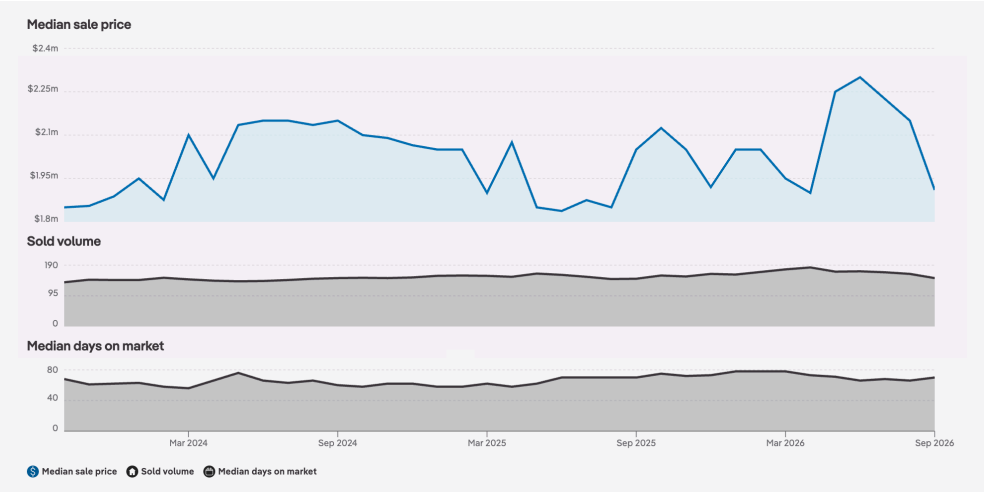
Going forward, interest rate rises are likely to subdue prices and lead to buyers transacting at a more comfortable level for their individual situation. Trophy positions are likely to be transacted off market, with volumes remaining low.

If you wish to discuss the Noosa Heads apartment market, feel free to reach out to Kate Cox, 0438 695 505.

Last 12 Months Activity

Noosa Heads units, Realestate.com.au, October 2025 - September 2026

Median Sale Price	Sold Volume	Price Growth	Median Days on Market
$1,900,000	*147 sold*	*Down 6.8%*	*70 days*
Down 6.8% from last year	In line with last year		



Top 8 Apartment Sales

ADDRESS	BED	BATH	CAR	SOLD	SALE PRICE
7/1 Morwong Drive Noosa Heads	3	2	1	August 2026	*$7,000,000*
3/8 Bayview Road Noosa Heads	3	2	1	August 2026	*$3,750,000*
3/24 Edgar Bennett Avenue Noosa Heads	2	2	1	July 2026	*$2,400,000*
4/9 Noosa Parade Noosa Heads	3	2	1	August 2026	*$2,060,000*
203/71 Hastings Street Noosa Heads	1	1	0	September 2026	*$1,975,000*
521/6 Sedgeland Drive Noosa Heads	3	2	1	July 2026	*$1,435,000*
1/25 Katharina Street Noosa Heads	2	1	1	September 2026	*$875,000*
9213/5 Morwong Drive Noosa Heads	1	1	0	July 2026	*$795,000*



The Carol Cruise presented by Reed & Co.

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

Saturday, 19th of December from 4:30PM.

Set up with your family and friends
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.



$1.5M

Community Fundraising

Together with the generous Noosa community, we have now raised $1,478,831, purchasing 115 pieces of vital paediatric medical equipment for our local Noosa and regional hospitals across Australia.

76

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 76 high performance and community-based events since opening in 2018.

552

Five-Star Reviews

Great service underlies a great sales experience, as well as a great result. This is evident in our 552 five-star reviews across realestate.com.au and RateMyAgent.

1,300

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 1,300 buyers and sellers in the most desired sectors of the Noosa property market.

$1.5B

Total Sales

We are grateful for the opportunity to have facilitated $1,544,845,247 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

Thinking of selling?

Scan the QR code to value your home.



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