









OVERVIEW

In Q2 2023, Toowoomba* recorded a median house price of \$556,250, and a median unit price of \$372,500. This represents annual (Q2 2022 – Q2 2023) growth of 5.0% for houses and 3.5% for units. Interestingly in the past quarter (Q1 – Q2 2023) median prices softened, by -1.5% (house) and -4.5% (units). This suggests cash rate hikes have translated into the market. Total house sales decreased annually (Q2 2022 – Q2 2023), by -24.5% (to 595 sales) and increased by 11.5% for units (to 232 sales). Both houses and units are highly demanded, with prices becoming more affordable for buyers.

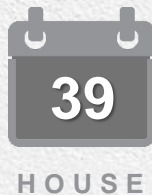
	CHANGE FROM LAST	YEAR	HALF YEAR
 House Sales		↓	↓
 House Median Price		↑	↑
 House Rental Price		↑	↔
 Unit Sales		↑	↑
 Unit Median Price		↑	↓
 Unit Rental Price		↑	↑

MARKET CONDITIONS

SALES MEDIAN PRICE Q2 2023



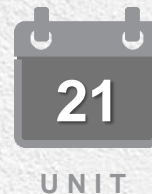
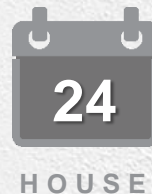
SALES AVERAGE DAYS ON MARKET Q2 2023



RENTAL MEDIAN PRICE Q2 2023

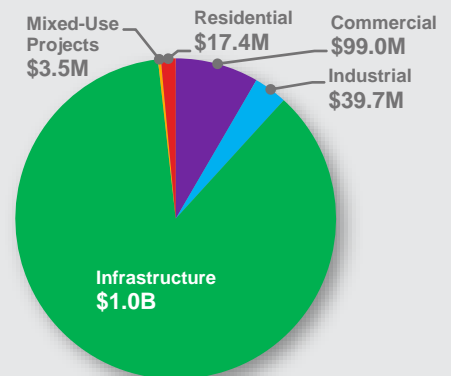


RENTAL AVERAGE DAYS ON MARKET Q2 2023



FUTURE DEVELOPMENTS

Toowoomba* is set to see approximately **\$1.2B** worth of new projects commencing in the 2nd half of 2023.

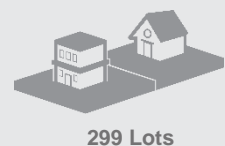


A focus on infrastructure projects will improve liveability for residents and create employment opportunities in the construction phase. This has the potential of attracting more people to the area, increasing demand for housing.

A key infrastructure project over the 2st half of 2023 is the Toowoomba Regional New Energy Generation Project – Big T Pumped Hydro Storage Project (\$980M).

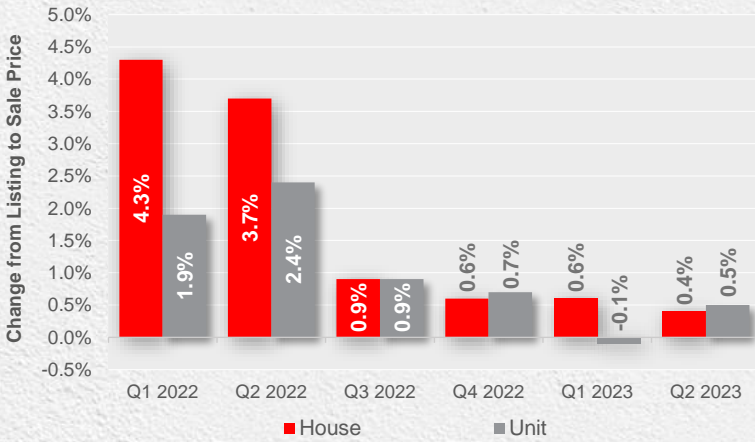
A key residential project over the 2nd half of 2023 is 574-608 South Street and Euston Road Residential Subdivision Stages 1-2 (\$3.5M), with will add 77 lots. Others include:

- Eustondale Masterplan Glenvale Residential Subdivision (55 lots)
- The Avenues of Highfields Stage 13 (64 lots)
- Gainsborough Lodge (58 lots)



AVERAGE VENDOR DISCOUNT* KEY COMMENTS

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.

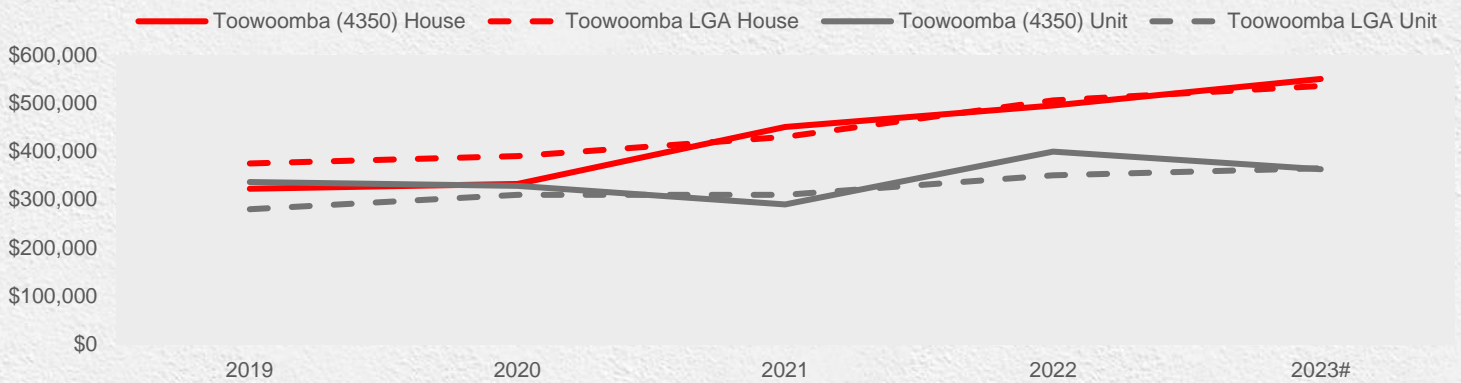


Average vendor discounts between Q2 2022 and Q2 2023 have shifted to a lower premium of 0.4% for houses and 0.5% for units. The market conditions in Toowoomba* continue to favour vendors, as buyers still must offer above the initial listing price; albeit at a lower level than previous. The past 4 quarters have recorded the lowest premiums to date, thus buyers must act fast.

The suburb of Toowoomba has historically remained on par with the Toowoomba Local Government Area (LGA) in both house and unit median prices. 2023# saw a return to parity in unit price between the LGA and Toowoomba suburb, thus an opportunity for buyers.

The dominant proportion of homes sold in Toowoomba* across 2023# were in the most affordable priced bracket of below \$499,000 (34.0%). Units recorded a dominant more affordable price bracket between \$250,000 - \$349,000 (30.3%). This benefits first home buyers. That said the premium market is still strong, accounting for 20.3% of house sales and 20.9% of unit sales.

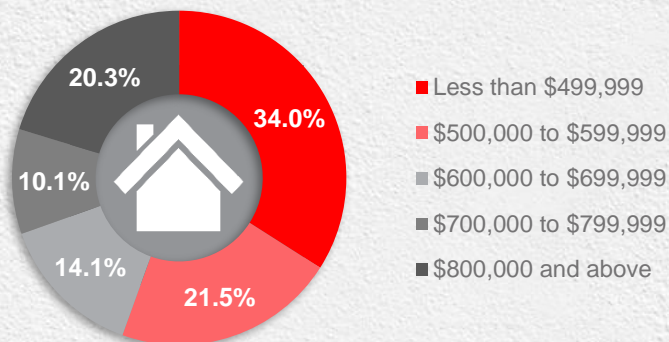
MARKET COMPARISON



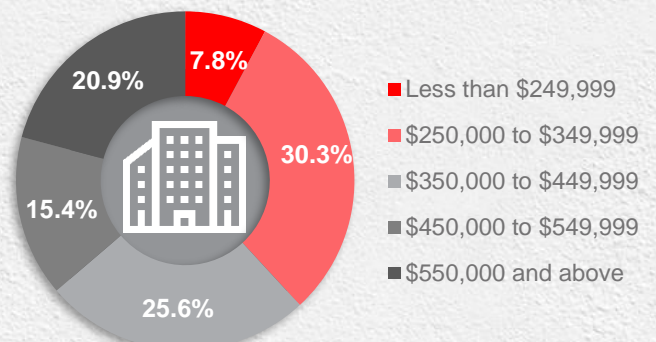
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Toowoomba.

PRICE BREAKDOWN 2023#

HOUSES SOLD



UNITS SOLD

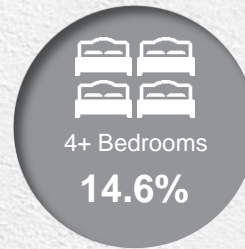
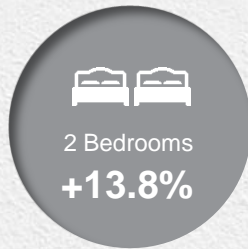


RENTAL GROWTH 2023€

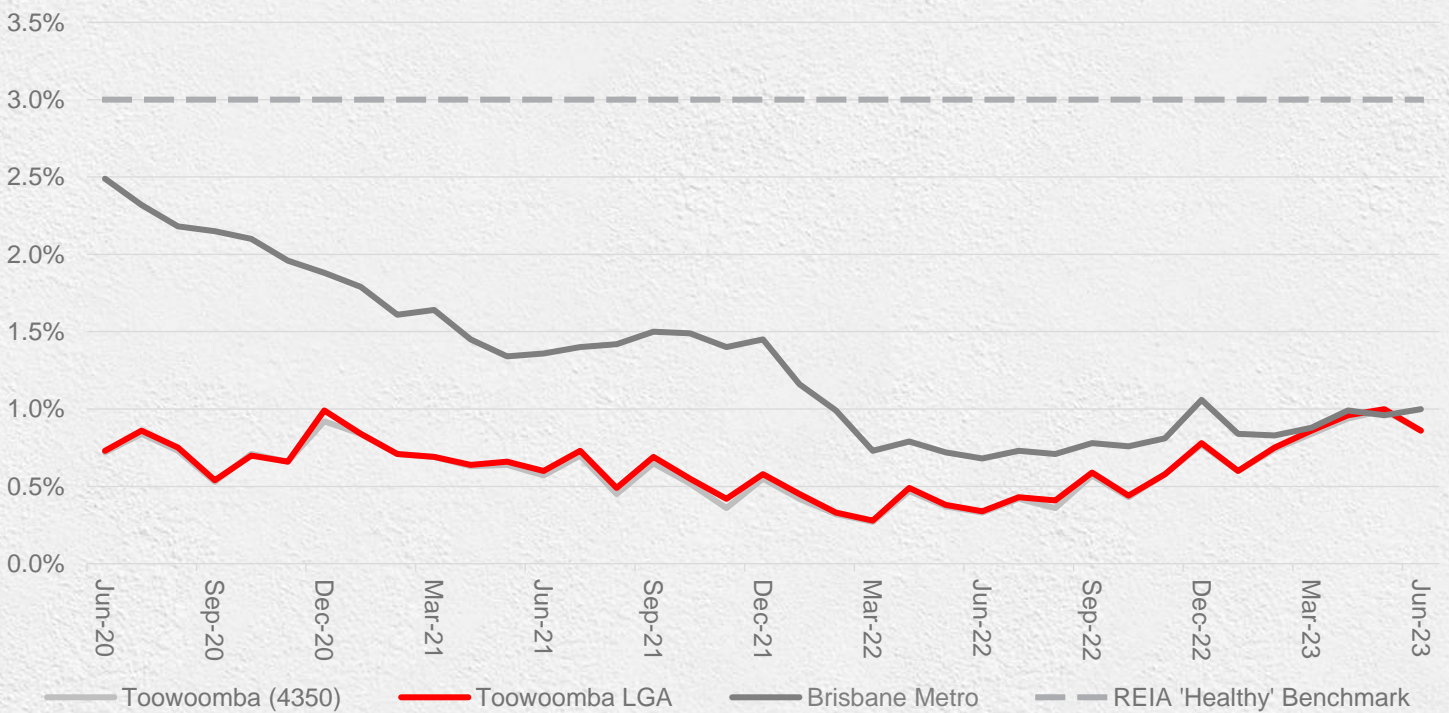
House rental yields in Toowoomba[‡] was 4.3% in June 2023, above Brisbane Metro (3.7%). This was paired with a 9.3% median house rental price growth (to \$470 per week) in the past 12 months to Q2 2023, alongside a 33.6% increase the number of houses rented (up to 636 rentals). The unit rental market shows a similar trend, with 8.6% median price growth and 18.7\$ increase in the number of units rented. This suggest a highly demanded rental market.

4+ bedroom units have provided investors with +16.7% rental growth annually, achieving a median rent of \$550 per week.

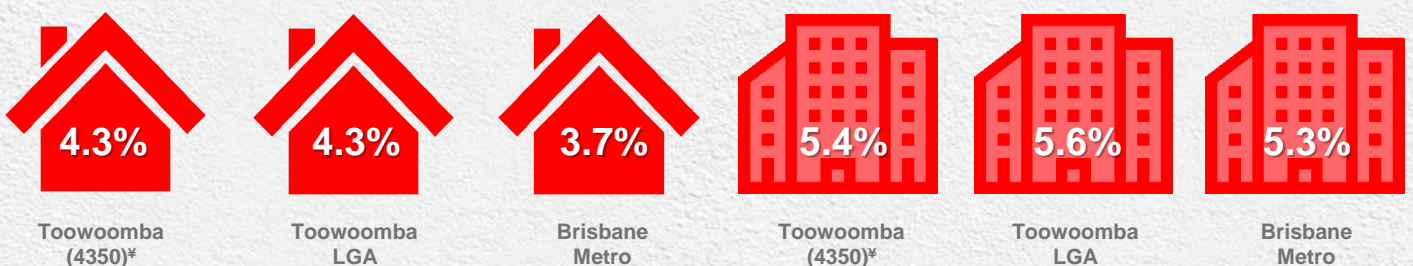
Toowoomba[‡] recorded a vacancy rate of 0.9% in June 2023, slightly lower than Brisbane Metro (1.0%) average. Vacancy rates in Toowoomba[‡] grew slightly in the past 12 months, due to investors returning and capitalising on the tight market. However 0.9% vacancy rate is still a very low reading and well below the Real Estate Institute of Australia's healthy 3.0% benchmark. This still points to quicker rental occupancy and thus a conducive and sustainable investment environment.



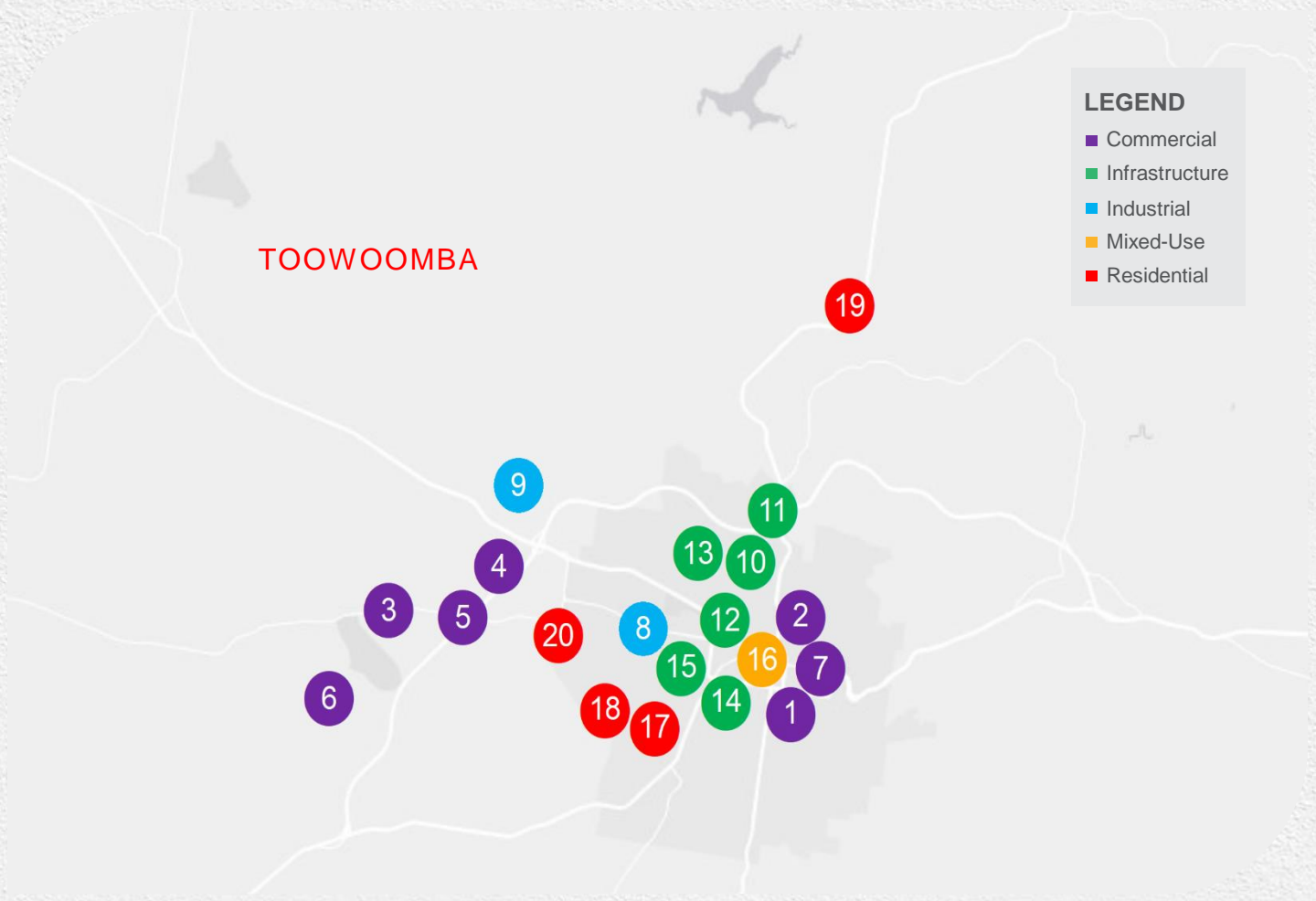
RENTAL VACANCY RATES 2023



RENTAL YIELD 2023\$



TOP DEVELOPMENTS MAP 2nd HALF 2023[Ⓐ]



Location	Project [£]	Type	Estimated Value [Ⓜ]	Commence Date [Ⓜ]
1	Willows Health & Lifestyle Centre Health Care Tenancies Extension	Commercial	\$2,500,000	27/11/2023
2	269-291 Ruthven Street Shop & Showroom Stages 1a, 1b & 2	Commercial	\$5,000,000	05/12/2023
3	Boeing Loyal Wingman Facility Wellcamp Aerospace & Defence Precinct	Commercial	\$30,000,000	02/10/2023
4	RDO Equipment Service Centre	Commercial	\$20,000,000	28/12/2023
5	Virgin Orbit Space Station Wellcamp Aerospace Defence Precinct	Commercial	\$15,000,000	20/11/2023
6	Wellcamp Airport Hangars Stages 1-4	Commercial	\$6,000,000	18/12/2023
7	Armstrong Motors	Commercial	\$7,000,000	21/08/2023
8	Russell Mineral Equipment Glenvale Warehouses & Office Extension Stages 1-2	Industrial	\$6,500,000	09/12/2023
9	InterlinkSQ Transport Terminal	Industrial	\$30,000,000	09/10/2023
10	Baillie Henderson Hospital - Rush Refurbishment	Infrastructure	\$8,000,000	10/07/2023
11	New England Highway (Toowoomba - Warwick) Roadworks 22b	Infrastructure	\$9,329,000	16/12/2023
12	8 Swallow Court Newtown Social Housing	Infrastructure	\$5,156,000	16/10/2023
13	Baillie Henderson Hospital - Water Wet & Dry Fire Upgrade	Infrastructure	\$4,000,000	27/11/2023
14	Newtown Social Housing Units	Infrastructure	\$7,069,000	21/08/2023
15	Toowoomba Region New Energy Generation Project - Big T Pumped Hydro Storage Project	Infrastructure	\$980,000,000	09/08/2023
16	1-3 Mylne Street Mixed Use Development (8 Units, 4 Townhouses)	Mixed-use	\$3,500,000	03/10/2023
17	Eustondale Masterplan Glenvale Residential Subdivision Stages 1-2 (55 Lots)	Residential	\$2,500,000	10/12/2023
18	574-608 South Street & Euston Road Residential Subdivision Stages 1-2 (77 Lots)	Residential	\$3,500,000	18/12/2023
19	The Avenues Of Highfields Stage 13 (64 Lots)	Residential	\$2,900,000	22/11/2023
20	Gainsborough Lodge (58 Lots)	Residential	\$2,600,000	13/11/2023



OUR SERVICES INCLUDE

- Advisory and consultancy
- Market analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market analysis
- Geographic information mapping
- Project analysis including product and pricing recommendations
- Rental and investment return analysis

OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions.

OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



John Bleakley

Director/Principal

M +61 400 723 933

E johnbleakley@prdtba.com.au



PRD Toowoomba

P +61 7 4638 2877

F +61 7 4639 2838

2/13 Kitchener Street
Toowoomba QLD 4350

PRD.com.au/toowoomba

REFERENCES

* Toowoomba market data and key indicators encapsulates aggregate property market conditions within the postcode of 4350 & 4352.

** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

2023 encapsulates sales transactions for 2023 (01/01/2023 – 30/6/2023) only.

€ Annual rental growth is a comparison between Q2 2022 (01/04/2022 – 30/06/2022) and Q2 2023 (01/04/2023 – 30/06/2023) house median rent figures.

¥ Toowoomba rental market data encapsulates aggregate property conditions within the postcode of 4350.

§ Rental yields shown are as reported as of June 2023.

£ Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

£ Projects refers to the top developments within the suburbs of Charlton, Cotswold Hills, Glenvale, Harristown, Highfields, Meringandan, Newtown, Prince Henry Heights, Toowoomba, Toowoomba South, Wellcamp, Westbrook, Wilsonton

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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