

Coffs Harbour Market Update 1st Half 2025

OVERVIEW

In Q1 2025, Coffs Harbour* recorded a median house price of \$815,000 and a median unit price of \$595,000. Median house price has stabilised in the past 12 months to Q1 2025, whilst median unit price grew by 4.5%. Comparing Q1 2024 and Q1 2025, total sales softened by -19.9% (to 217 sales in Q1 2025) for houses and grew by 31.9% (to 124 sales in Q1 2025) for units. Houses in Coffs Harbour* continue to be undersupplied, which underpinned stable price growth despite higher interest rates. With low house stock available buyers have turned to units, which pushed up demand significantly. This has resulted in a higher price growth for units, making now an ideal time for owners to capitalise on their investments.

CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES



HOUSE MEDIAN PRICE



HOUSE RENTAL PRICE



UNIT SALES



UNIT MEDIAN PRICE

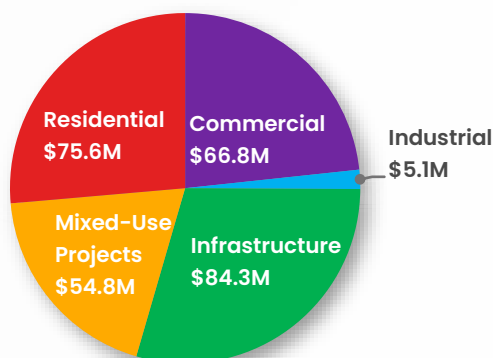


UNIT RENTAL PRICE



FUTURE DEVELOPMENTS

Coffs Harbour[£] will see approximately **\$286.5M of new projects commencing construction in 2025.**



Several residential and mixed-use developments are set to commence construction in 2025, including:

- 290-290A North Boambee Road Residential Subdivision (259 Lots)
- 319-321 Harbour Drive Mixed Use Development (39 Apartments)
- Sable Apartments Coffs Harbour (35 Apartments)
- 22 Bent Street Units (4 Units)
- Outlook Place Townhouses Stages 1 & 2 (5 Townhouses)

Although there are several residential projects planned, there are no new houses in the pipeline. Therefore, an undersupply in the house market will remain. This will push buyers to peruse other property types. As a result, this will increase prices further, for not only houses but other stock types as well.



155 Units/
Apartments



31
Townhouses



436 Lots



MARKET CONDITIONS

MEDIAN PRICE
Q1 2025



\$815K



\$595K

SALES

AVERAGE DAYS
ON MARKET Q1 2025



HOUSE



UNIT

MEDIAN PRICE
Q1 2025



\$680



\$510

RENTALS

AVERAGE DAYS
ON MARKET Q1 2025



HOUSE

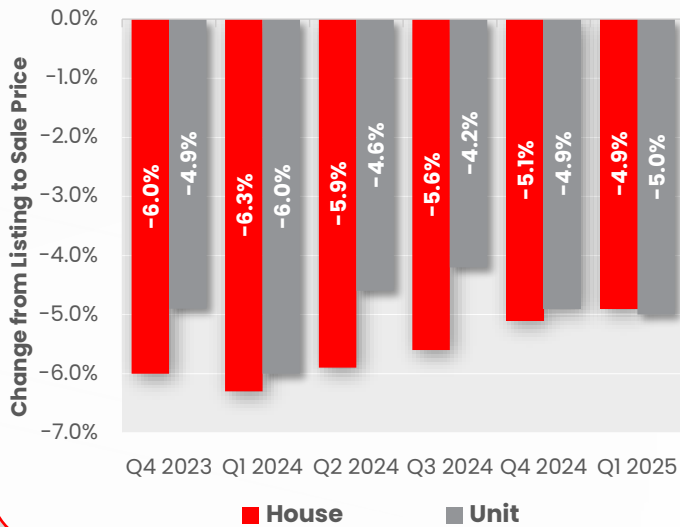


UNIT

%

AVERAGE VENDOR DISCOUNT*

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.



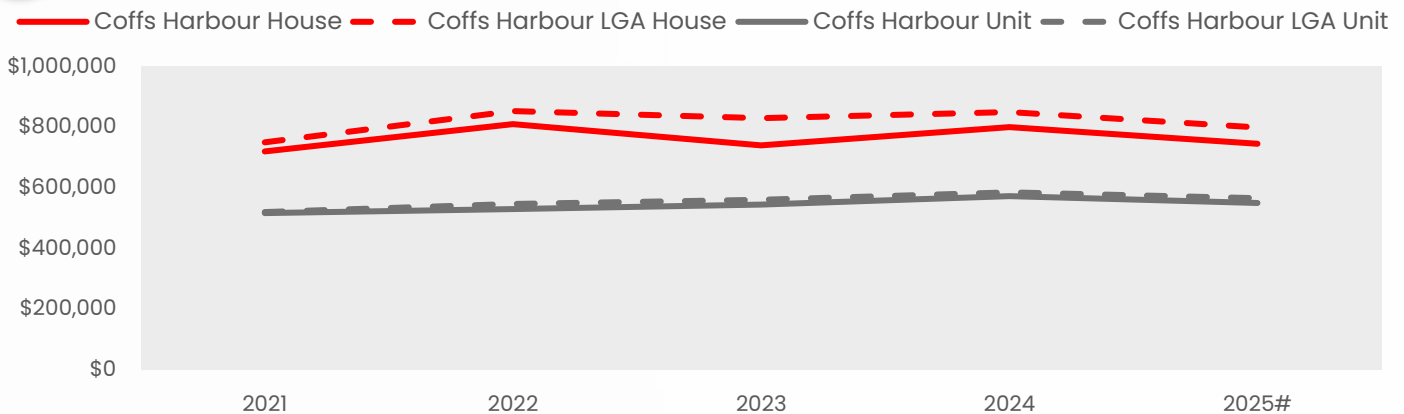
Average vendor discounts between Q1 2024 and Q1 2025 have tightened for houses and units, to -4.9% and -5.0% respectively. Buyers are still benefiting from discounts in Q1 2025; however, with a tightening pattern the market is starting to shift towards a seller's market. With no stand-alone houses planned for 2025, buyers must act fast.

The suburb of Coffs Harbour have offered a slightly more affordable house market than the wider Coffs Harbour Local Government Area (LGA) for the past 5 years, whilst the unit market is on-par. This continued to be the case in 2025#, with price growth in the suburb and LGA moving in the same direction.

Most of the homes sold in Coffs Harbour* across 2024/25# were in the premium bracket of \$900,000 and above (34.6%). Additionally, there were strong sales in the most affordable price bracket (29.8%) of less than \$749,999; in good news for first home buyers. Units had most sales (21.8%) in the middle price bracket, between \$650,000 to \$749,999. That said, there was a relatively equal spread of sales across all price brackets. Overall, this indicates there is a home for every budget in Coffs Harbour*.



MARKET COMPARISON

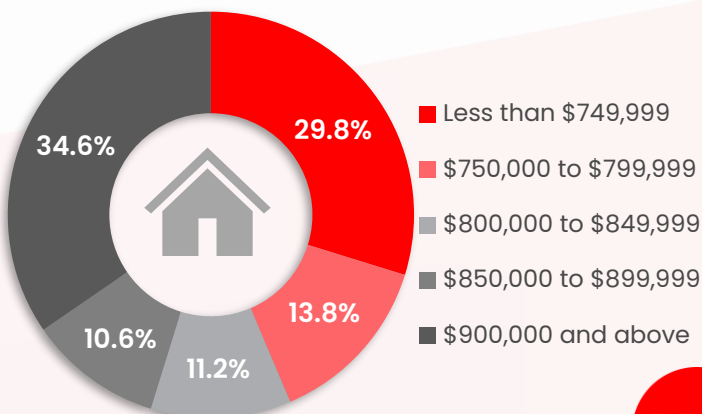


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Coffs Harbour.

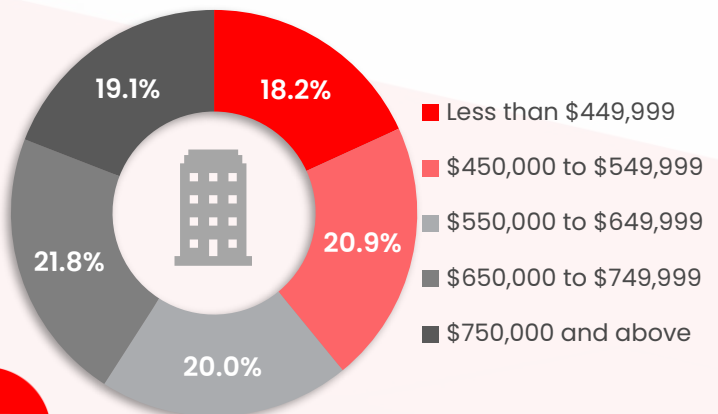
\$

PRICE BREAKDOWN 2024/2025#

HOUSES SOLD



UNITS SOLD



PRD.



RENTAL GROWTH 2025€

House rental yields in Coffs Harbour* was 3.5% as of March 2025, relatively on par with the Coffs Harbour LGA (3.6%) and higher than Sydney Metro (2.7%). Further, median house rental price increased by 4.6% in the past 12 months to Q1 2025, at \$680 per week. In the same timeframe the number of houses rented increased, by 17.8% (to 311 houses) in Q1 2025. This indicates a highly demanded and competitive house rental market in Coffs Harbour*, which is beneficial to investors.

4+ bedroom houses have provided investors with +8.3% rental growth annually, achieving a median rent of \$758 per week.

Coffs Harbour* had a vacancy rate of 0.9% in March 2025, below Coffs Harbour LGA average of 1.4% and Sydney Metro's 1.3%. Vacancy rates fluctuated in the past 12 months, due to investors entering/exiting the rental market. That said, a 0.9% vacancy rate is well below the Real Estate Institution of Australia's healthy benchmark of 3.0%, thus quicker occupancy of rental homes in Coffs Harbour*. This is conducive for investors, even with a higher unit price in Q1 2025.



2 BEDROOMS

+6.0%



3 BEDROOMS

+6.7%

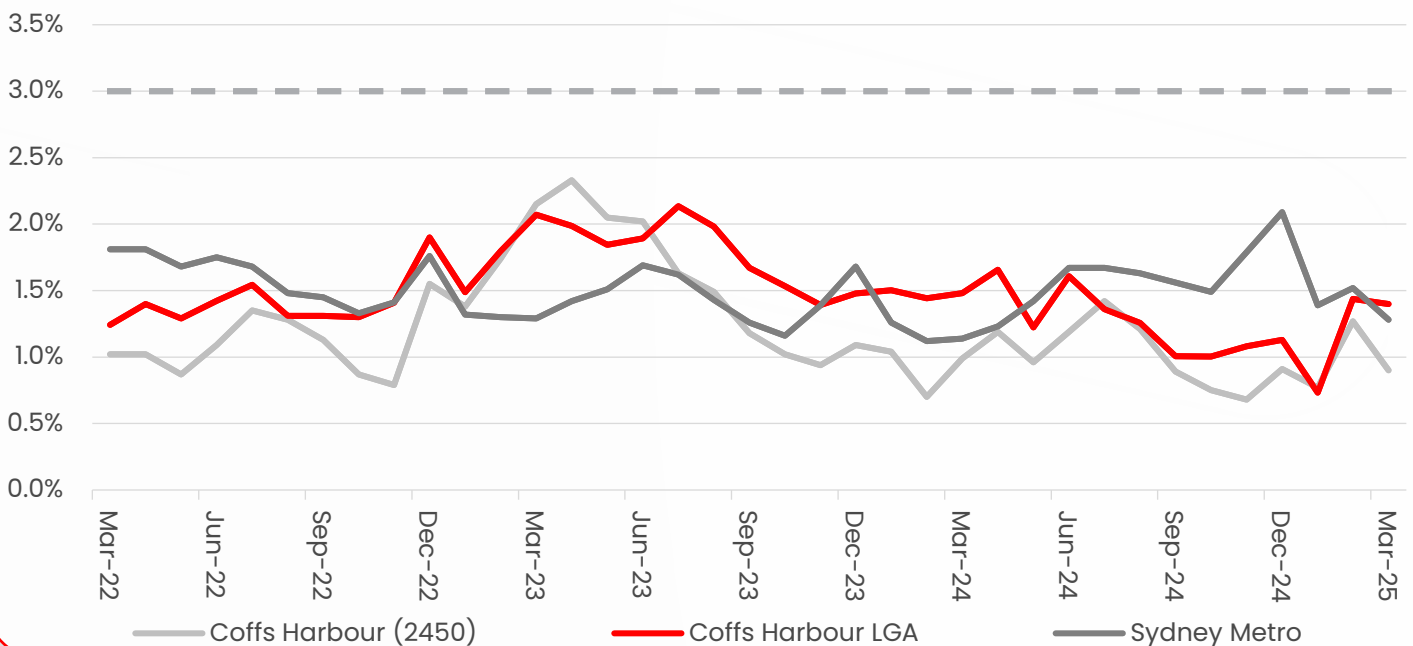


4+ BEDROOMS

+8.3%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



3.5%

Coffs Harbour
(2450)*



3.6%

Coffs Harbour
LGA



2.7%

Sydney
Metro



4.6%

Coffs Harbour
(2450)*



4.5%

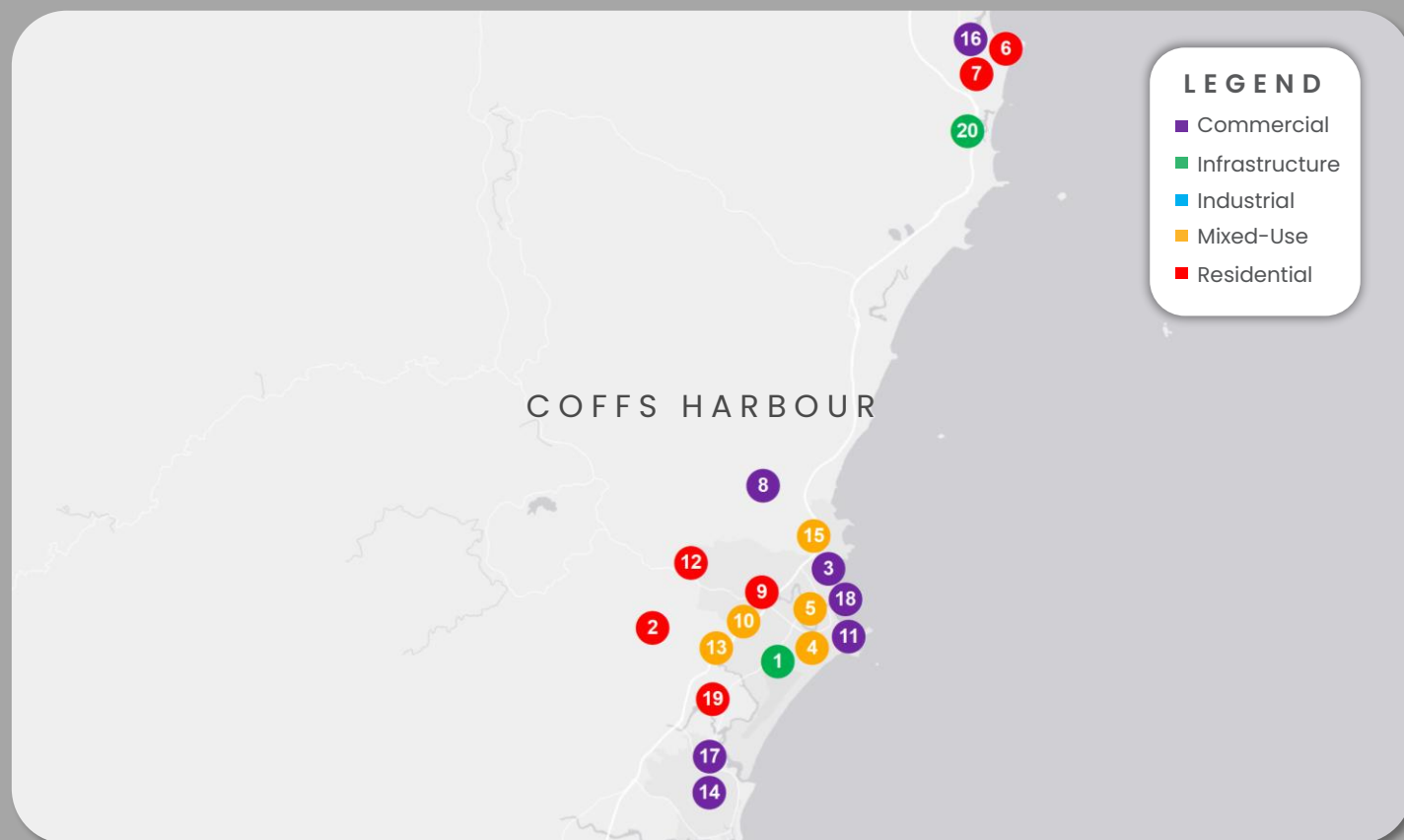
Coffs Harbour
LGA



4.4%

Sydney
Metro

PROJECT DEVELOPMENT MAP 2025^A



#	Project [£]	Type	Estimated Value [¤]	Commence Date [¥]
1	Coffs Harbour Jetty Foreshore Precinct (State Government)	Infrastructure	\$76,000,000	3/11/2025
2	290-290a North Boambee Road Residential Subdivision Stages 1-10 (259 Lots)	Residential	\$27,254,332	12/12/2025
3	16 Prince Street Independent Living Units	Commercial	\$26,151,411	30/10/2025
4	319-321 Harbour Drive Mixed Use Development (39 Apartments/Offices/Community Rooms/Retail/Cafe)	Mixed Use	\$25,400,000	12/06/2025
5	Sable Apartments Coffs Harbour (35 Apartments/Commercial)	Mixed Use	\$11,349,363	10/02/2025
6	22-24 Market Street Apartments (20 Apartments)	Residential	\$10,365,000	16/10/2025
7	4 Beach Street Apartments (15 Apartments)	Residential	\$7,780,000	14/11/2025
8	Yilaami Eco-tourist Facility Korora	Commercial	\$7,568,000	3/03/2025
9	99 West High Street Apartments (13 Apartments)	Residential	\$5,405,041	15/08/2025
10	3 Pitt Square & Azalea Avenue Mixed Use Development Stages 1-3 (Independent Living Units/Administration Building/Communal Building/Dual Occupancy)	Mixed Use	\$5,356,983	12/12/2025
11	Coffs Harbour International Marina Redevelopment	Commercial	\$4,907,400	28/11/2025
12	46 Spagnollos Road Residential Subdivision Stages 1-3 (91 Lots)	Residential	\$4,140,000	14/11/2025
13	Watsons Leisure Centre North Boambee Valley Additions (Motor Vehicle Sales Showroom/Offices/Wash Bays)	Mixed Use	\$3,853,000	22/12/2025
14	McDonalds Toormina	Commercial	\$3,500,000	20/11/2025
15	Big Banana Hilltop Coffs Harbour Restaurant & Carpark Alterations & Additions Stages 1 & 2 (Restaurant/Car Park)	Mixed Use	\$3,000,000	21/10/2025
16	Woolgoolga Diggers RSL Alterations & Additions	Commercial	\$2,944,079	12/05/2025
17	121 Sawtell Road Co-living Units	Commercial	\$2,757,000	5/07/2025
18	Big4 Holiday Park Pool Coffs Harbour Cabins Additions	Commercial	\$2,734,606	10/12/2025
19	21 Domain & Stadium Drives Residential Subdivision (57 Lots)	Residential	\$2,200,000	10/06/2025
20	Sandy Beach North Shared Path Stage 1 (Local Government)	Infrastructure	\$2,200,000	16/06/2025



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RESEARCH SERVICES

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- Geographic information mapping
- Project analysis including product and pricing recommendations
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REFERENCES

* Coffs Harbour sales market data and key indicators encapsulates aggregate property market conditions within the Coffs Harbour LGA.

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

2025 encapsulates sales transactions for Q1 (01/01/2025 – 31/03/2025) only, other years encapsulates sales transactions for the full year (i.e 01/01 to 31/12 of the relevant year).

€ Annual rental growth is a comparison between Q1 2024 (01/01/2024 – 31/03/2024) and Q1 2025 (01/01/2025 – 31/03/2025) house median rent figures.

¥ Coffs Harbour rental market data encapsulates aggregate property conditions within the postcode of 2450.

§ Rental yields shown are as reported as of March 2025.

▲ 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 Coffs Harbour LGA.

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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