

Toowoomba Market Update 2nd Half 2025

OVERVIEW

In Q2 2025, Toowoomba* (which for this report include sales for all areas in Toowoomba Local Council) had a median house price of \$720,000 and a median unit price of \$525,000. This represents annual (Q2 2024 – Q2 2025) price growth of 11.6% for houses and 14.8% for units, thus an ideal opportunity for owners to sell. Comparing Q2 2024 and Q2 2025, sales declined by -27.6% for houses (to 602 sales in Q2 2025) and -28.8% for units (to 161 sales in Q2 2025). There is an undersupplied market, which created a buffer against higher interest rates – hence price growth. With only a few new dwellings planned for 2025, buyers must act fast.

CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES



HOUSE MEDIAN PRICE



HOUSE RENTAL PRICE



UNIT SALES



UNIT MEDIAN PRICE

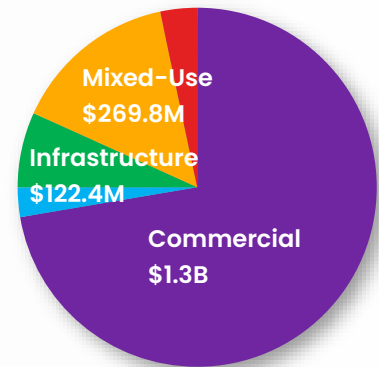


UNIT RENTAL PRICE



FUTURE DEVELOPMENTS

Toowoomba² will see approximately **\$1.8B of new projects commencing construction in 2025.**



A key commercial project planned in 2025 is Bulli Creek Solar Farm (\$1.0B), delivering up to 2 gigawatts of solar energy. This project will stimulate local jobs and economic growth.

Combined with other commercial and infrastructure projects this will attract more people to live in Toowoomba.

Key residential projects include:

- 51 Spies Road Subdivision (131 Lots)
- 68 Bridge Street & 29 Cavell Street Townhouses (6 Townhouses)
- 16 Whichello Street Units (5 Units)
- Crighton Road (3 Dwellings)

The number of units and townhouses planned will not meet demand, due to a high number of sales in Q2 2025. The market will remain undersupplied, thus continuing to drive up property prices.



39 Units/
Apartments



23
Townhouses



3
Dwellings



839 Lots



MARKET CONDITIONS

MEDIAN PRICE
Q2 2025



\$720K



\$525K

SALES

AVERAGE DAYS
ON MARKET Q2 2025



33
HOUSE



31
UNIT

MEDIAN PRICE
Q2 2025



\$550



\$430

RENTALS

AVERAGE DAYS
ON MARKET Q2 2025



19
HOUSE

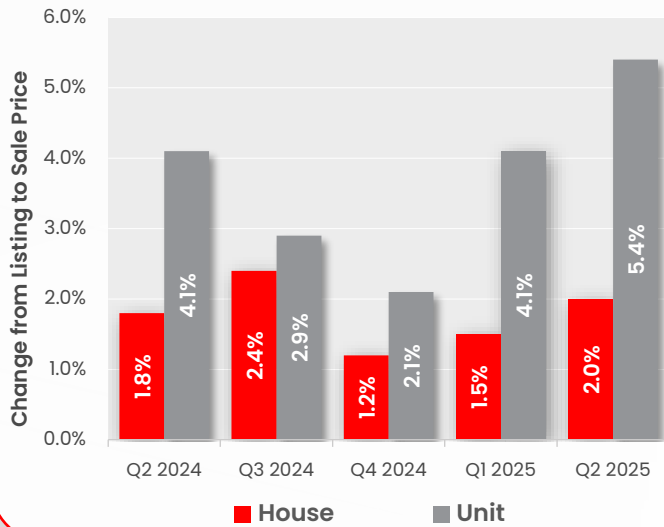


16
UNIT

%

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.



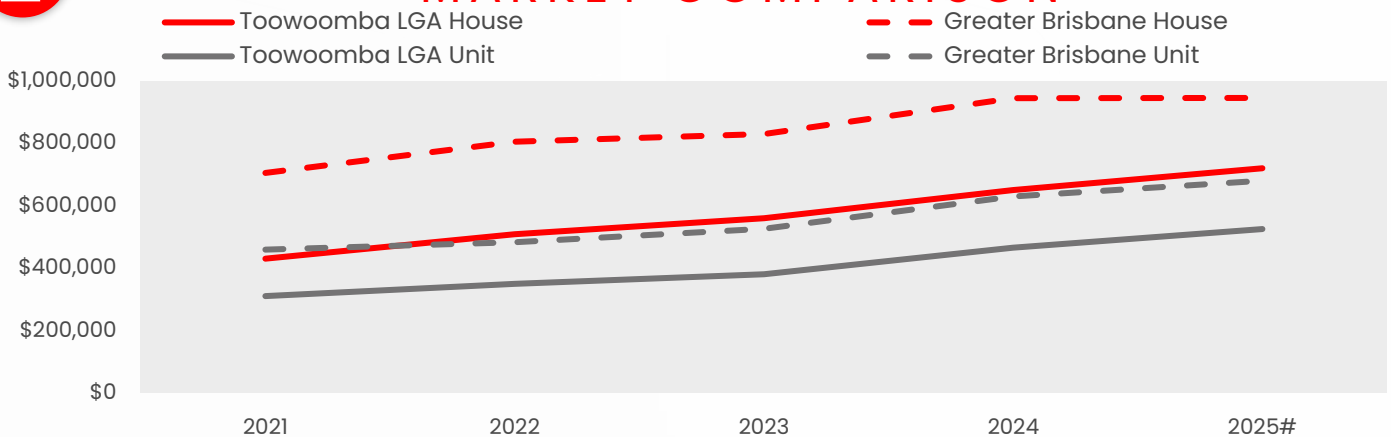
Average vendor discounts between Q2 2024 and Q2 2025 have remained at a premium, increasing to a premium of 2.0% for houses and 5.4% for units. Market conditions in Toowoomba* still favour owners, as the buyers must offer above the first list price. Interestingly unit average vendor premiums are higher than houses, due to many buyers needing to look at units because of low house stock.

The Toowoomba Local Government Area (LGA) has historically been more affordable than Greater Brisbane in both house and unit median prices. 2025# saw this trend continued, which is beneficial to first home buyers.

The dominant proportion of houses sold in Toowoomba* in 2024/25# were in the premium price bracket above \$850,000 (25.4%), in good news for owners. Most of the units sold were in the middle-price bracket between \$450,000 to \$549,999 (28.3%), thus more opportunities for first home buyers. The most affordable options are still available, with 24.8% of houses sold below \$549,999 and 14.6% of units sold below \$349,999. With a variety of price brackets still available, there is a home for every buyer's needs and budget in Toowoomba*.



MARKET COMPARISON

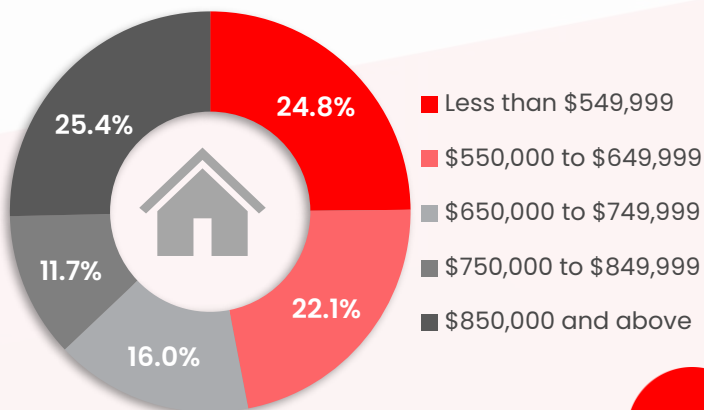


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Toowoomba.

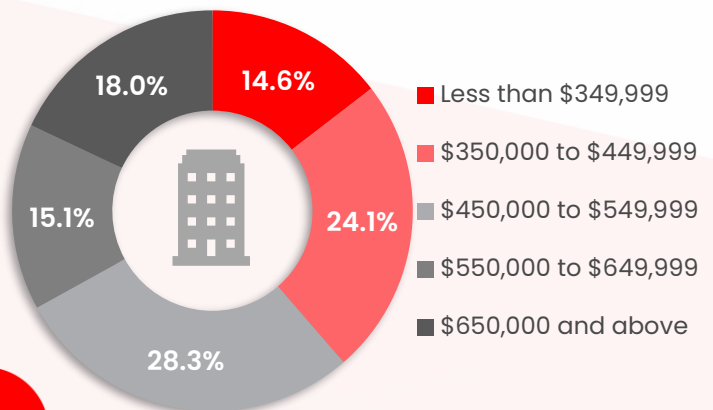
\$

PRICE BREAKDOWN 2024/25#

HOUSES SOLD



UNITS SOLD



PRD.




RENTAL GROWTH 2025€

House rental yield in Toowoomba[‡] was 4.1% as of June 2025, higher than Brisbane Metro's 3.2%. This was paired with a 5.8% increase in median house rental price in the past 12 months, at \$550 per week, and a -4.2% decrease (to 543 houses in Q2 2025) in the number of houses rented. Average days on the market declined by -5.0% in the past 18 months, to a historical low level of 19 days. Combined, this suggests an undersupplied and highly competitive rental market. This is beneficial for investors looking for a more affordable investment option than Brisbane Metro.

2+ bedroom houses have provided investors with +9.8% rental growth annually, achieving a median rent of \$450 per week.

Toowoomba[‡] recorded a vacancy rate of 0.5% in June 2025, which is on par with Toowoomba LGA average (0.5%) but below Brisbane Metro's average (0.9%). Vacancy rates in Toowoomba[‡] remained stable in the past 12 months, thus a resilient rental market. Further, a 0.5% vacancy rate is significantly below the Real Estate Institute of Australia's healthy 3.0% benchmark. This presents quicker occupancy of rental homes and thus a sustainable investment environment.

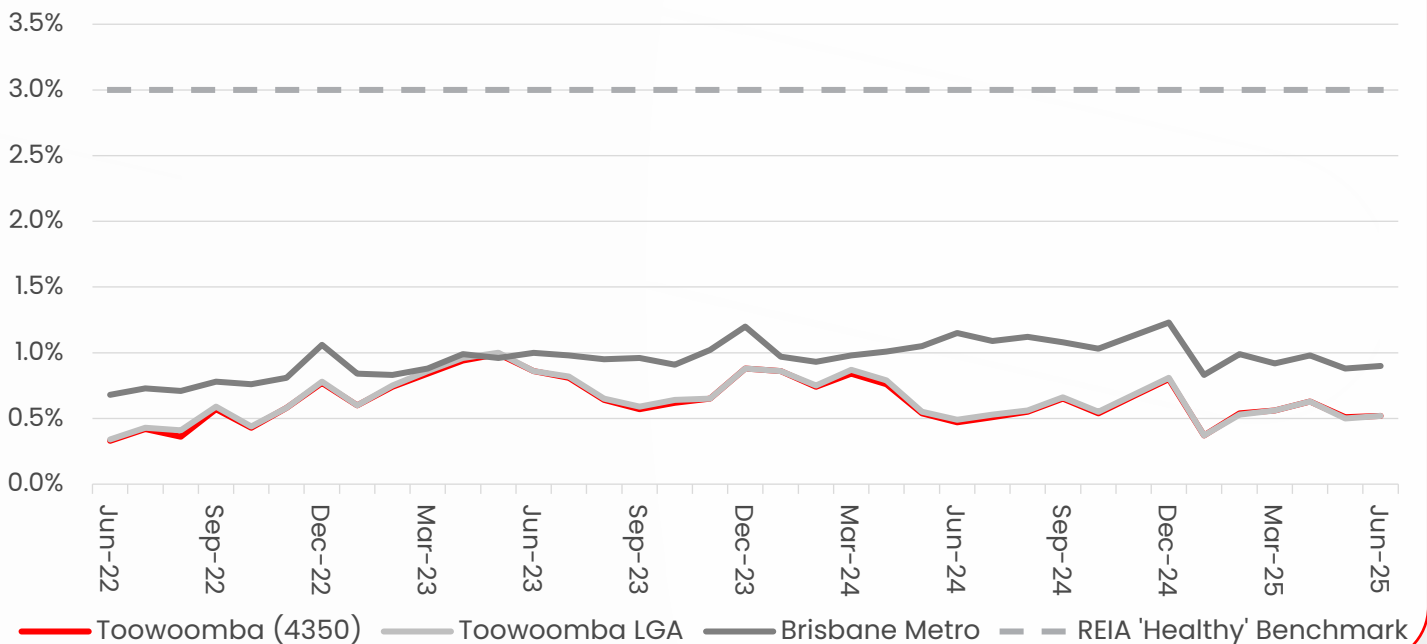
 2 BEDROOMS
+9.8%

 3 BEDROOMS
+8.3%

 4 BEDROOMS
+5.1%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



4.1%

Toowoomba[‡]



4.1%

Toowoomba
LGA



3.2%

Brisbane
Metro



4.4%

Toowoomba[‡]



4.4%

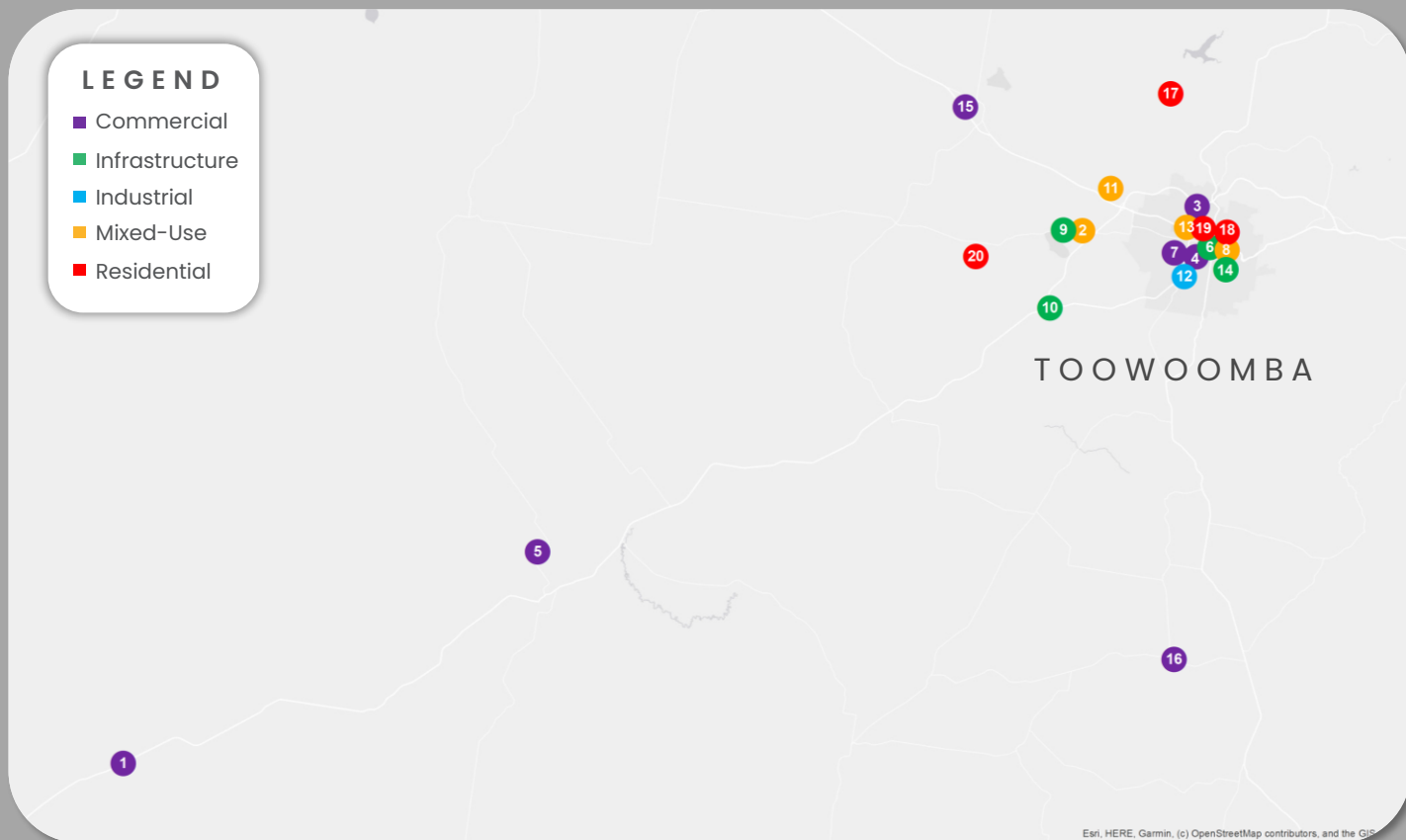
Toowoomba
LGA



4.3%

Brisbane
Metro

PROJECT DEVELOPMENT MAP 2025^A



#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Bulli Creek Solar Farm	Commercial	\$1,000,000,000	1/02/2025
2	Wellcamp Entertainment Precinct (Various Tenant Types)	Mixed-Use	\$175,000,000	3/11/2025
3	Toowoomba Hospital Car Park	Commercial	\$100,000,000	1/12/2025
4	1-11 Princess Street Affordable Housing Units	Commercial	\$70,000,000	8/12/2025
5	Millmerran Construction Camp Workforce Accommodation – Bulli Creek Solar Project	Commercial	\$40,000,000	29/12/2025
6	9-17 Station Street Car Park Site Social & Affordable Units (Local Government)	Infrastructure	\$30,000,000	17/12/2025
7	Living Gems Glenvale Retirement Units Expansion Stages 1-4	Commercial	\$30,000,000	16/12/2025
8	502 Ruthven Street People First Bank Head Office & Retail (Various Tenant Types)	Mixed-Use	\$25,000,000	6/10/2025
9	Toowoomba-cecil Plains Road Safety Upgrade (State Government)	Infrastructure	\$20,000,000	23/09/2025
10	Athol Road & Gore Highway Roadworks Safety Improvements Upgrade (State Government)	Infrastructure	\$20,000,000	13/10/2025
11	189 Steger Road Mixed Use Development Stages 1A, 1B, 2A & 2B (Industrial + Commercial)	Mixed-Use	\$19,000,000	1/12/2025
12	44 Croft Crescent Industrial Buildings Stages 1 & 2	Industrial	\$17,000,000	1/12/2025
13	26-28 Erin Street Mixed Use Development (Various Tenant Types)	Mixed-Use	\$16,000,000	3/11/2025
14	Toowoomba Courthouse – Upgrade (State Government)	Infrastructure	\$12,002,963	9/10/2025
15	Oakey Beef Exports Manufacturing Plant Additions	Commercial	\$7,500,000	31/03/2025
16	Vedette Villas Clifton Independent Living Units Stages 2A & 2B	Commercial	\$7,000,000	1/10/2025
17	51 Spies Road Residential Subdivision Stages 1-5 (131 Lots)	Residential	\$6,550,000	1/03/2025
18	68 Bridge Street & 29 Cavell Street Townhouses (6 Townhouses)	Residential	\$4,000,000	24/11/2025
19	16 Whichello Street Units (5 Units)	Residential	\$2,200,000	1/12/2025
20	Crighton Road Dwellings (3 Dwellings)	Residential	\$900,000	22/01/2025



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RESEARCH SERVICES

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REFERENCES

* Toowoomba sales market data and key indicators encapsulates aggregate property market conditions within the Toowoomba Local Government Area.

** 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 Q2 2025 (01/04/2025 – 30/06/2025) 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 Q2 2024 (01/04/2024 – 30/06/2024) and Q2 2025 (01/04/2025 – 30/06/2025) 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 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 Toowoomba Local Government Area.

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 Pricfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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