

Coolangatta Market Update 2nd Half 2025

OVERVIEW

In Q2 2025, Coolangatta* (which in this report include sales and rentals for Gold Coast City Council), had a median house price of \$1,247,500 and a median unit price of \$820,000. This is an annual (Q2 2024 – Q2 2025) median price growth of 10.9% for houses and 9.3% for units. Comparing Q2 2024 and Q2 2025, sales increased by 1.6% for houses (to 2,022 sales in Q2 2025) and 4.3% for units (to 2,986 sales in Q2 2025). This indicates high demand for both property types, and a market that has benefitted from the latest cash rate cuts. Thus, now is an ideal time for owners to capitalize on their investments. With very little new stand-alone houses in the pipeline prices are likely to increase; thus, buyers must act fast.

CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES



HOUSE MEDIAN PRICE



HOUSE RENTAL PRICE



UNIT SALES



UNIT MEDIAN PRICE

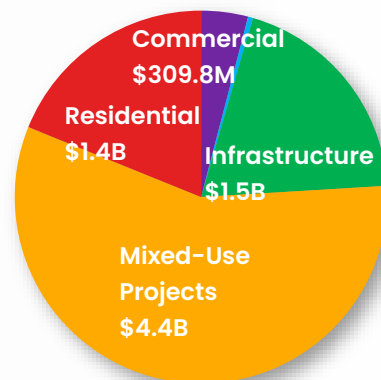


UNIT RENTAL PRICE



FUTURE DEVELOPMENTS

Gold Coast Local Council area will see approximately **\$7.6B of new projects commencing construction in 2025.**



There is a strong focus on mixed-use and infrastructure projects in the Gold Coast Local Council area. This fosters economic growth, local job creation, and can drive housing demand.

Although there are multiple residential projects throughout Gold Coast, key residential projects in the Coolangatta area (suburb and postcode 4225) are:

- 8 Simpson Street (6 Townhouses)
- Holm Apartments Rainbow Beach (86 Apartments)
- Eco Village Eco-hamlets Currumbin Valley (9 Dwellings)
- Treetops North Precinct Burleigh Waters (129 Units)

While the above eases some demand, it is not enough. This will keep supply tight and drive-up property prices.



4,758 Units/
Apartments



553
Townhouses



33
Dwellings



558 Lots



MARKET CONDITIONS

MEDIAN PRICE
Q2 2025



\$1.2M



\$820K

SALES

AVERAGE DAYS
ON MARKET Q2 2025



HOUSE



UNIT

MEDIAN PRICE
Q2 2025



\$1,400



\$765

RENTALS

AVERAGE DAYS
ON MARKET Q2 2025



HOUSE



UNIT



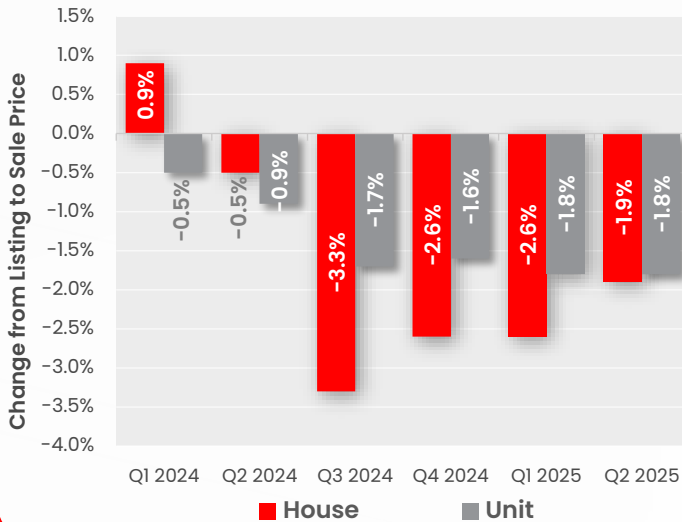
AVERAGE VENDOR DISCOUNT*

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.

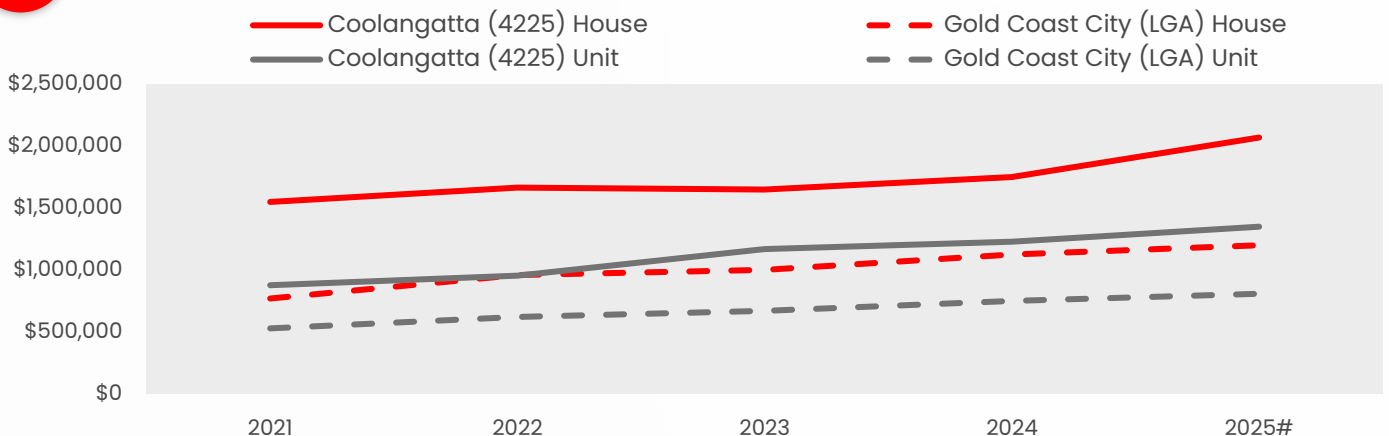
Average vendor discounts between Q2 2024 and Q2 2025 have widened to -1.9% for houses and -1.8% for units. The Coolangatta* market still favours buyers, as owners are willing to accept below the first list price. This is welcomed news, as property prices have increased in the past 12 months. That said, Q2 2025 house average discount is lower than 6 months ago (Q4 2024), and with not many new houses planned; time is limited for buyers.

The suburb of Coolangatta has outperformed the Gold Coast Local Government Area (LGA) in house prices for the past 5 years. This continued in 2025#, with median house price in Coolangatta increasing even further, thus presenting a premium market. There is slower growth in the unit market, which is in an opportunity for buyers.

The dominant proportion of homes sold in Coolangatta* in 2025# were in the premium price bracket, with 55.7% of houses sold at \$1.35M and above and 38.0% of units sold at \$950K and above. However, affordability remains, as 19.7% of houses sold were in the most affordable price point of less than \$1,049,999 and 24.7% of units sold at less than \$649,999. This is good news for first-home buyers.



MARKET COMPARISON

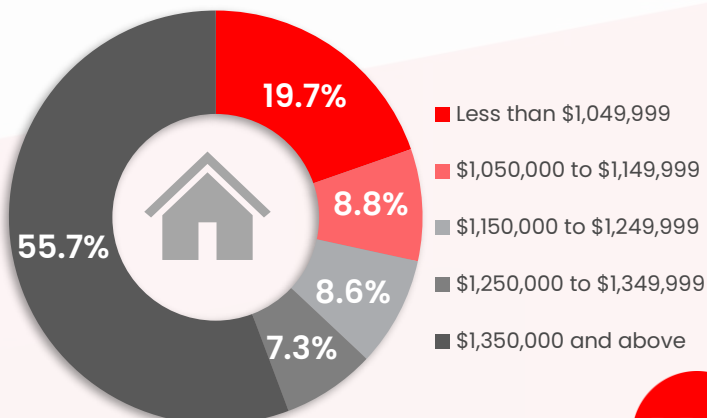


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Coolangatta.

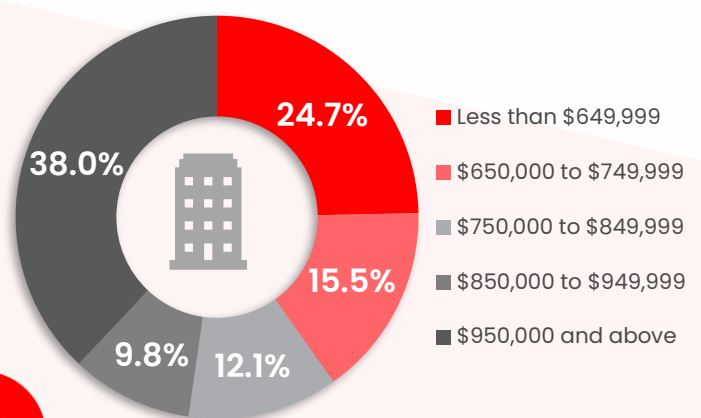


PRICE BREAKDOWN 2025

HOUSES SOLD



UNITS SOLD





RENTAL GROWTH 2025€

House rental yields in Coolangatta* (postcode 4225) were 3.7% as of June 2025, below Gold Coast Main (3.8%). This is paired with an 86.7% growth in median house rental price in the past 12 months to Q2 2025, at \$1,400 per week. During the same time, the number of houses rented fell by -20.0% (to only 8 houses in Q2 2025). This confirms an undersupplied house rental market in Coolangatta* (postcode 4225). There is still room for investors to enter the market.

3- bedroom houses have provided investors with a significant +75.0% rental growth annually, achieving a median rent of \$1,400 per week.

Coolangatta* (postcode 4225) recorded a vacancy rate of 1.4% in June 2025, lower than Gold Coast Main (1.7%). Vacancy rates have fluctuated in the past 12 months, but overall declined from 1.7% in June 2024, indicating an even tighter the market. Furthermore, a 1.4% vacancy rate is still well below the Real Estate Institution of Australia's healthy benchmark of 3.0%, thus a quicker occupancy of rental homes in Coolangatta* (postcode 4225). There is a conducive environment for investors, even with a higher property sale price (thus entry price) in Q2 2025.



2 BEDROOMS

+14.8%



3 BEDROOMS

+75.0%

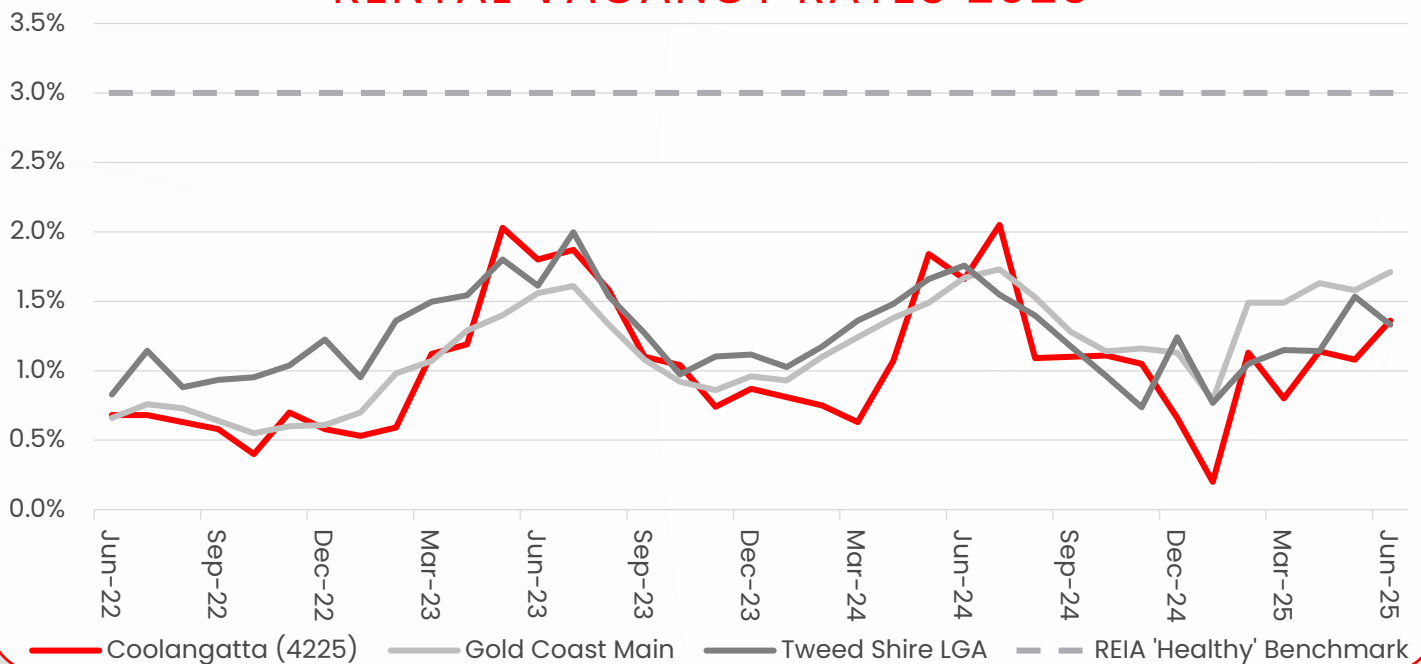


4 BEDROOMS

+25.0%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



3.7%

Coolangatta*
(Postcode 4225)



3.8%

Gold Coast
Main



3.6%

Tweed
Shire LGA



2.8%

Coolangatta*
(Postcode 4225)



4.9%

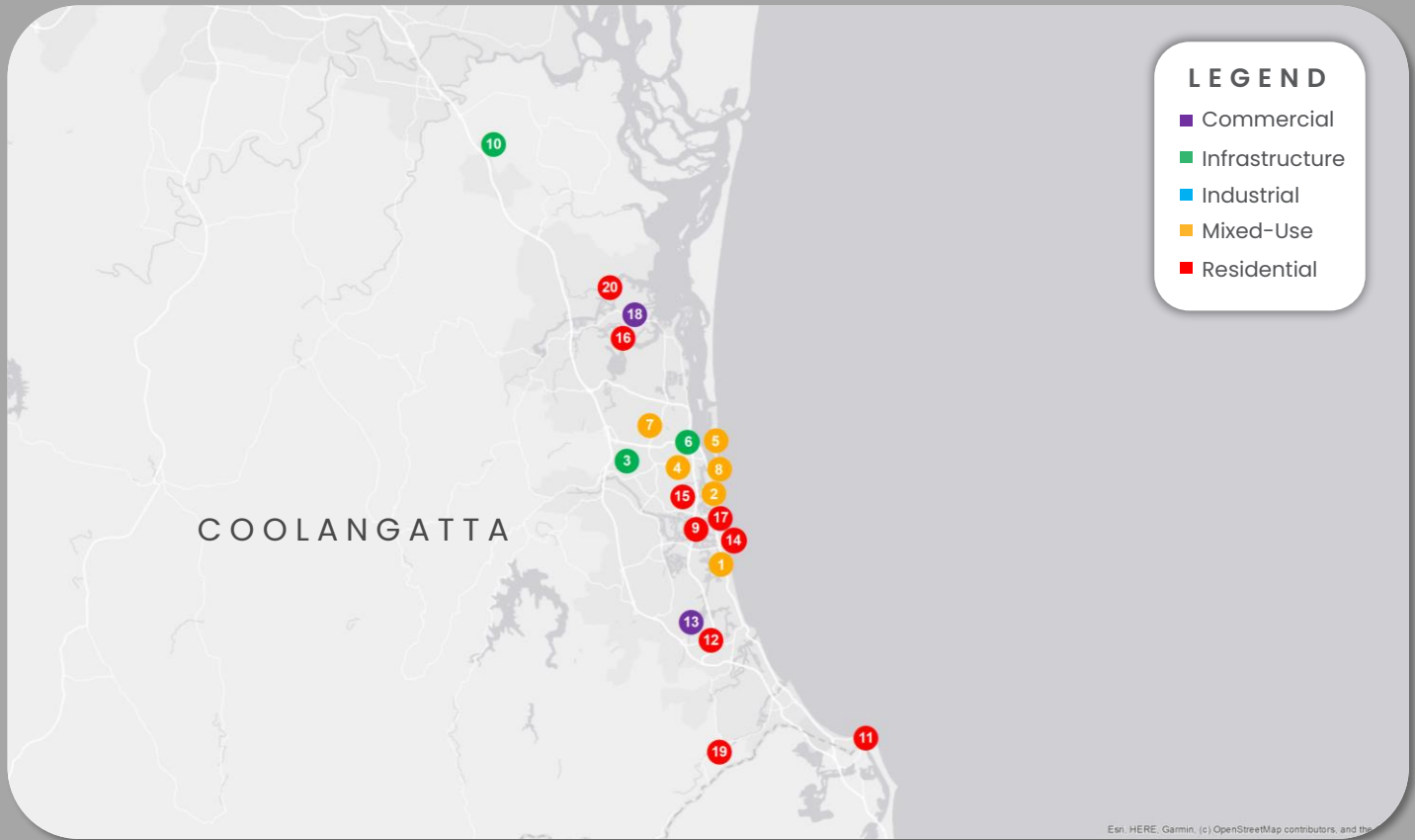
Gold Coast
Main



4.5%

Tweed Shire
LGA

PROJECT DEVELOPMENT MAP 2025^A



#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Mermaid Beach Intergrated Resort Mixed Use Development - The Landmark (Commercial + Residential - 891 Apartments)	Mixed Use	\$1,500,000,000	1/01/2025
2	Meritons Cypress Avenue & Surfers Paradise Boulevard Mixed Use Development (Commercial + Residential - 1,310 Units)	Mixed Use	\$1,000,000,000	3/03/2025
3	Coomera Connector Stage 1 South Smith Street Motorway To Nerang Broadbeach Road (State Government)	Infrastructure	\$781,000,000	2/06/2025
4	Monarch Place Imperial Square Mixed Use Development Stage 2 (Various Tenant Types)	Mixed Use	\$500,000,000	3/11/2025
5	Mariners Cove Marina & The Ritz-Carlton Hotel Mixed Use Development (Various Tenant Types)	Mixed Use	\$480,000,000	25/04/2025
6	Southport Supportive Housing Project (State Government)	Infrastructure	\$400,000,000	1/09/2025
7	Endless Surf Parkwood Redevelopment (Commercial + Residential - 234 Units)	Mixed Use	\$300,000,000	6/10/2025
8	Paradiso Place Mixed Use Development Stage 1 (Commercial + Residential - 266 Apartments)	Mixed Use	\$270,000,000	23/12/2025
9	2949-2957 Surfers Paradise Boulevard & 26 Vista Street Apartments (280 Apartments)	Residential	\$200,000,000	1/10/2025
10	QTMP Ormeau Maintenance Facility (State Government)	Infrastructure	\$150,000,000	1/07/2025
11	Holm Apartments Rainbow Beach (86 Apartments)	Residential	\$110,000,000	25/01/2025
12	Treetops North Precinct Burleigh Waters Units (129 Units)	Residential	\$75,000,000	1/06/2025
13	Bond University Varsity Lakes Campus Student Accommodation Units (499 Student Accommodation Units)	Commercial	\$70,000,000	24/11/2025
14	Elements Budds Beach (70 Apartments)	Residential	\$70,000,000	5/12/2025
15	18-20 Mawarra Street Apartments (82 Apartments)	Residential	\$70,000,000	3/11/2025
16	Serenity 4212 Helensvale Apartments & Townhouses Stage 9 (83 Apartments + 20 Townhouses)	Residential	\$65,000,000	31/10/2025
17	3 Vista Street & 8 Enderley Avenue Apartments (54 Apartments)	Residential	\$65,000,000	6/07/2025
18	Reside Retirement Village Hope Island Stages 3-5	Commercial	\$60,000,000	4/08/2025
19	Eco Village Eco-Hamlets Currumbin Valley (9 Dwellings)	Residential	\$5,000,000	30/06/2025
20	Albert Street Residential Subdivision (110 Lots)	Residential	\$4,950,000	1/10/2025



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RESEARCH SERVICES

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

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- Geographic information mapping
- Project analysis including product and pricing recommendations
- Rental and investment return analysis

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REFERENCES

* Coolangatta sales market data and key indicators encapsulates aggregate property market conditions within the Gold Coast 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 1st Half 2025 (01/01/2025 – 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.

¥ Coolangatta rental market data encapsulates aggregate property conditions within the postcode of 4225.

§ 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 Gold Coast 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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