Burleigh Heads Market Update
2nd Half 2025

OVERVIEW

In Q2 2025, Burleigh Heads* had a median house price of $1,700,000 and a median unit price of $1,030,000. This represents annual (Q2 2024 - Q2 2025) price growth of 6.3% for houses and 9.6% for units. Comparing Q2 2024 and Q2 2025, total sales decreased by -4.3% (to 176 sales in Q2 2025) for houses and by -26.1% (to 243 sales in Q2 2025) for units. This highlights a clear undersupply for both property types, creating a buffer against higher interest rates; thus price growth. Units saw higher price growth compared to houses, due to its more affordable price and less house stock available. Thus, many house buyers have turned to units.

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

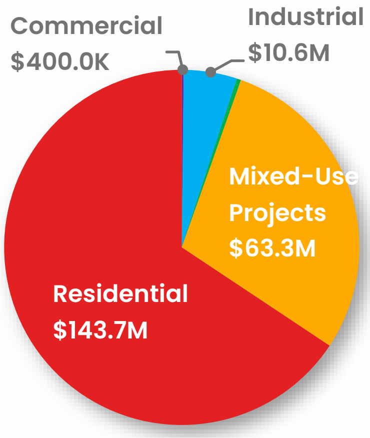
	HOUSE	UNIT
MEDIAN PRICE Q2 2025	$1.7M	$1.0M
AVERAGE DAYS ON MARKET Q2 2025	62	60

RENTALS

	HOUSE	UNIT
MEDIAN PRICE Q2 2025	$1,200	$825
AVERAGE DAYS ON MARKET Q2 2025	21	17

FUTURE DEVELOPMENTS

Burleigh Heads£ will see approximately **$218.9M of new projects commencing in 2025 and 2026**.



A main mixed-use project is 1805 Gold Coast Highway Mixed Use Development ($18.0M), delivering a 12-storey building of 55 apartments (11 one-bed, 33 two-bed, 11 three-bed), plus office space and cafe.

Key residential projects include:

- 1929 Gold Coast Highway Apartments (56 Apartments)
- 166 The Esplanade (28 Units)
- 17 Tallebudgera Creek Road Townhouses (9 Townhouses)
- 24 & 25 Burleigh Street (6 Villas)
- 1805 Gold Coast Highway MIxed Use (55 Apartments)

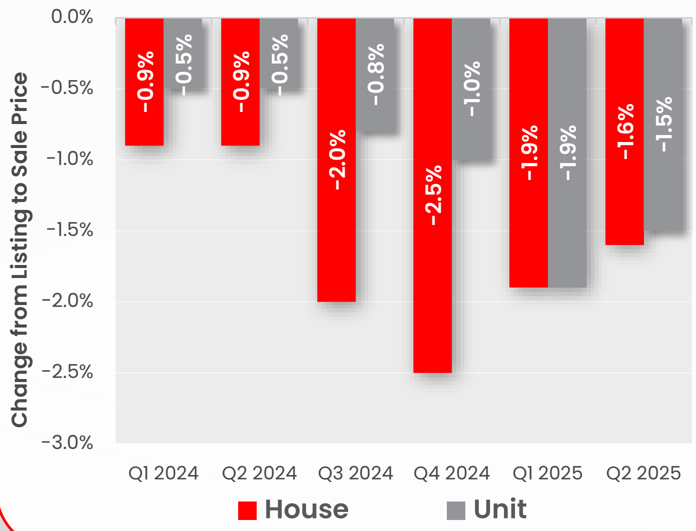
Although there are many residential and mixed-use projects planned for 2025; most will deliver units. There are no new stand-alone houses, and only very few townhouses. This gap will further strain the housing market, and drive prices even higher.

258 Units/ Apartments

26 Townhouses

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.

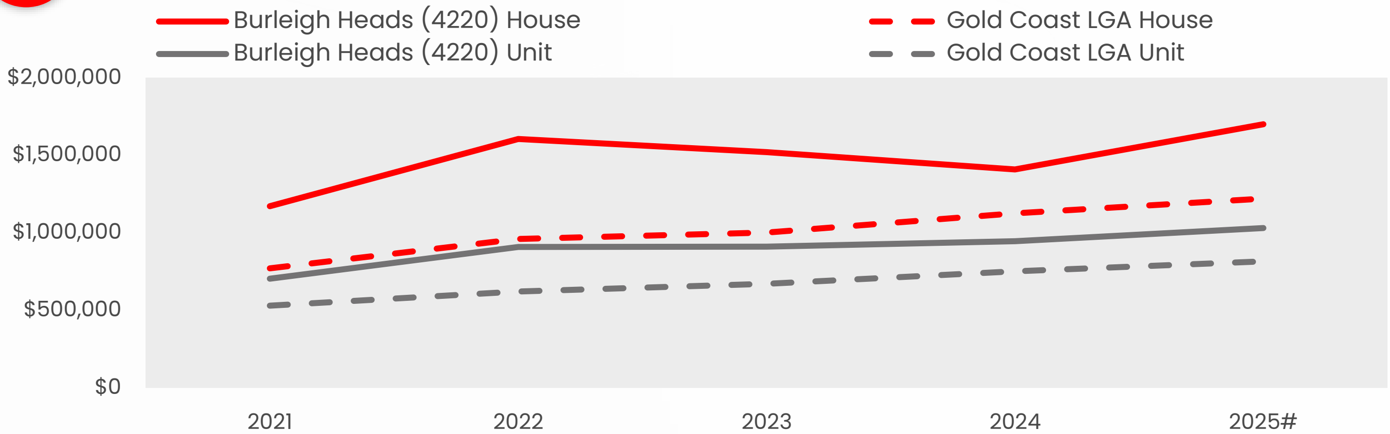


Average vendor discounts between Q2 2024 and Q2 2025 have widened to -1.6% for houses and -1.5% for units. Market conditions in Burleigh Heads* still favour buyers, with sellers willing to accept below the listed prices. Early 2025 is offering a higher average discount compared to early 2024, which is an appealing for buyers – especially as median house and unit prices continue to increase.

The suburb of Burleigh Heads has outperformed the wider Gold Coast Local Government Area (LGA) in house and unit median prices for the past 5 years. This continued to be the case in 2025#, for both property types. The suburb of Burleigh Heads remain a premium suburb, especially with a faster price growth rate compared to 2024.

Most the homes sold in Burleigh Heads* across 2025# were in the most affordable price brackets, with 45.3% of houses priced below $1,549,999. Premium price brackets also performed strongly, with 32.0% of houses sold above $1.85M. For units, 40.3% sold in the premium bracket above $1.15M, yet the most affordable units remained significant, with 33.4% priced below $849,999. Overall, both buyers and owners can benefit from this balanced market.

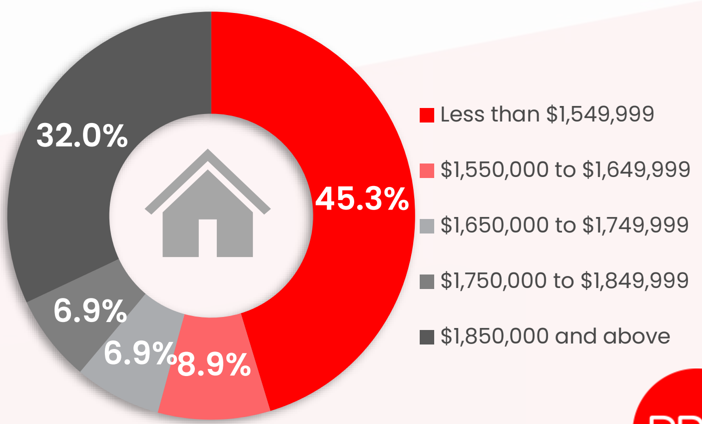
MARKET COMPARISON



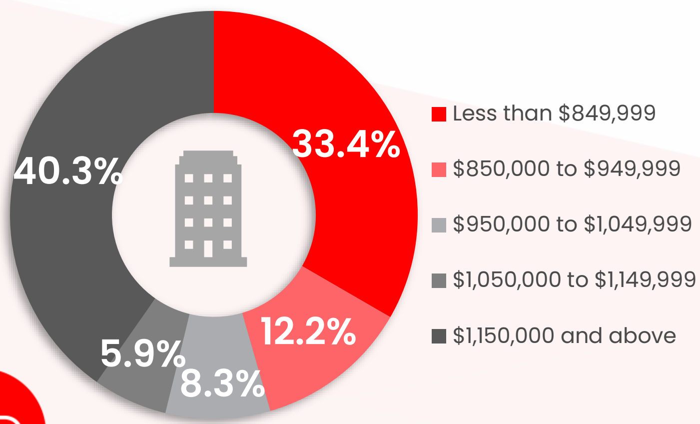
The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Burleigh Heads.

PRICE BREAKDOWN 2025

HOUSES SOLD



UNITS SOLD



RENTAL GROWTH 2025€

House rental yields in Burleigh Heads¥ was 3.6% as of June 2025, slightly lower than Gold Coast (3.8%) but higher than Brisbane Metro (3.2%). This is paired with a 9.6% growth in the median house rental price in the past 12 months to Q2 2025, to $1,200 per week and a -18.6% decrease in the number of housed rented (to 92 houses in Q2 2025). This indicates an undersupplied and competitive house rental market in Burleigh Heads¥, which is beneficial to investors.

3-bedroom houses have provided investors with +15.8% rental growth annually, achieving a median rent of $1,100 per week.

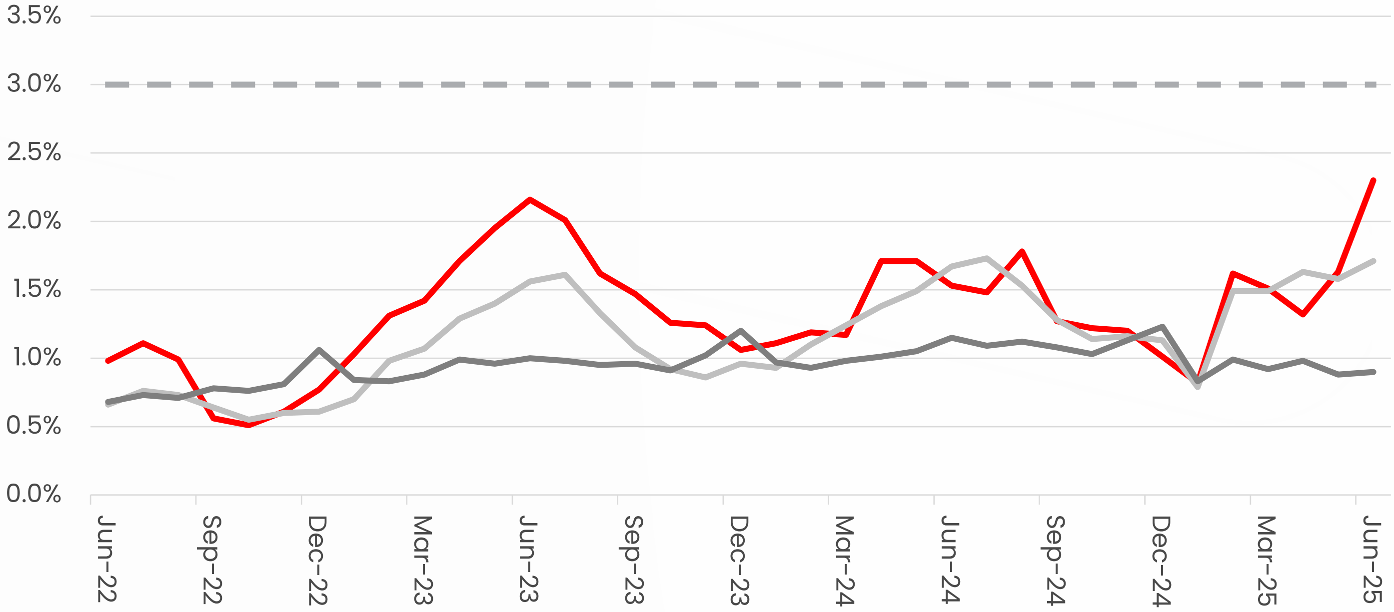
Burleigh Heads¥ recorded a vacancy rate of 2.3% in June 2025, higher than the Gold Coast Main average of 1.7% and Brisbane Metro's 0.9%. Vacancy rates have increased in the past 12 months, due to investors re-entering the market. However, a 2.3% vacancy rate is still below the Real Estate Institution of Australia's healthy benchmark of 3.0%, indicating quicker occupancy of rental homes in Burleigh Heads¥. This creates a conducive and sustainable environment for investors, even if property prices (thus entry prices) have increased in the past 12 months.

2 BEDROOMS **+6.7%**

3 BEDROOMS **+15.8%**

4 BEDROOMS **+13.5%**

RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§

Houses			Units		
3.6% Burleigh Heads¥	**3.8%** Gold Coast Main	**3.2%** Brisbane Metro	**4.3%** Burleigh Heads¥	**4.9%** Gold Coast Main	**4.3%** Brisbane Metro

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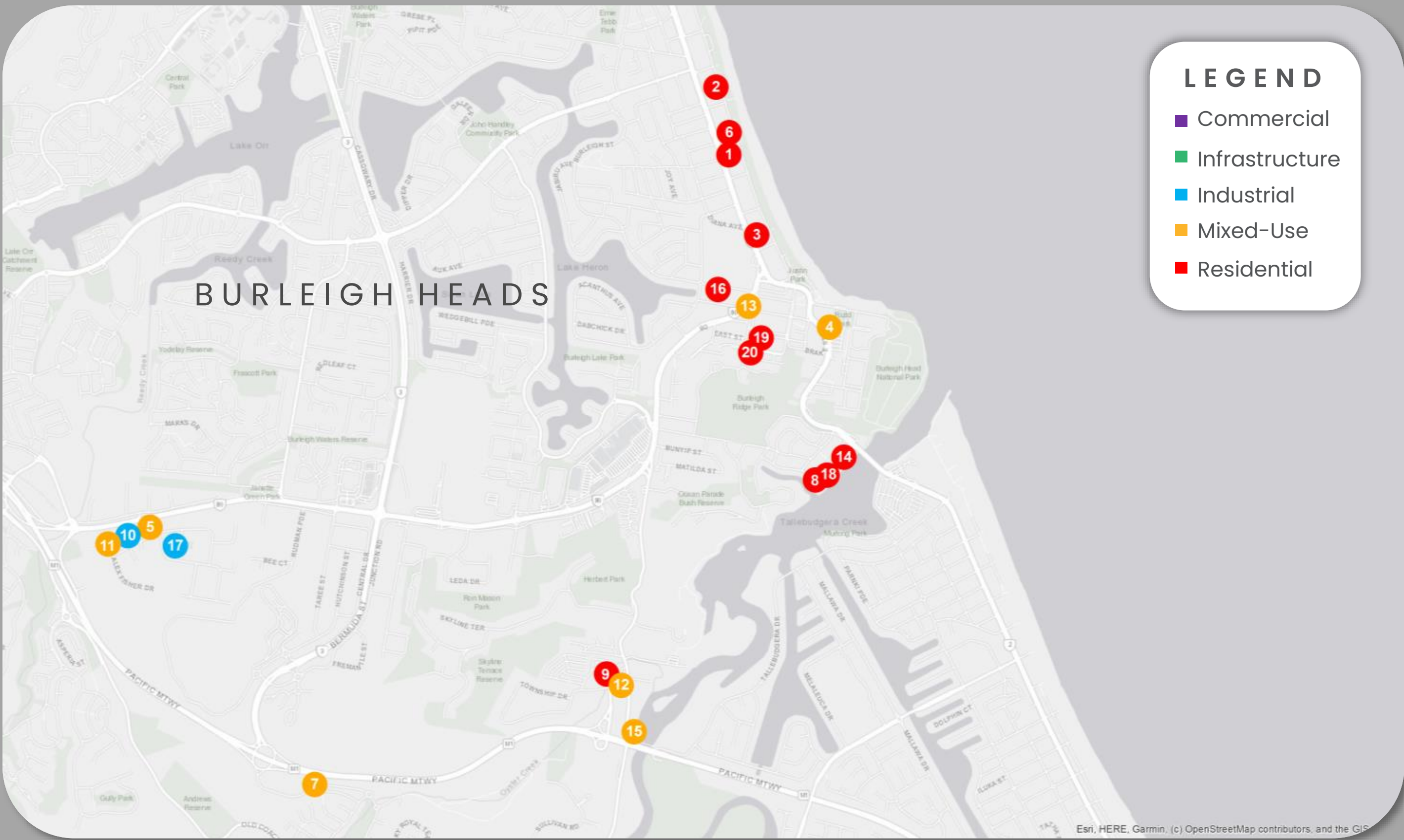
PROJECT DEVELOPMENT MAP 2025 & 2026[₳]



#	Project[£]	Type	Estimated Value[µ]	Commence Date[ψ]
1	1929 Gold Coast Highway Apartments (56 Apartments)	Residential	$50,000,000	1/05/2026
2	216 The Esplanade Apartments (33 Apartments)	Residential	$25,000,000	2/02/2026
3	1871 Gold Coast Highway Apartments (46 Apartments)	Residential	$25,000,000	1/01/2025
4	1805 Gold Coast Highway Mixed Use Development (Commercial + Residential - 55 Apartments)	Mixed-use	$18,000,000	2/02/2026
5	8 Ern Harley Drive Self Storage Facility (Industrial + Office)	Mixed-use	$16,400,000	29/01/2026
6	166 The Esplanade Units (28 Units)	Residential	$15,000,000	8/06/2026
7	Lot 1763 Pacific Motorway Service Station & Fast Food Outlets (Various Tenant Types)	Mixed-use	$9,000,000	10/03/2025
8	25-27 Awoonga Avenue Units (8 Units)	Residential	$7,000,000	25/05/2026
9	17 Tallebudgera Creek Road Townhouses (9 Townhouses)	Residential	$6,000,000	3/03/2026
10	6 Ern Harley Drive Warehouse Units (10 Warehouse Units)	Industrial	$6,000,000	4/06/2026
11	6 Ern Harley Drive & Ambassador Drive Service Station & Fast Food Outlets (Various Tenant Types)	Mixed-use	$5,500,000	12/05/2025
12	19 Tallebudgera Creek Road Office Building (Various Tenant Types)	Mixed-use	$5,000,000	7/06/2025
13	1 & 2 West Street Mixed Use Development (Commercial + Residential - 8 Units)	Mixed-use	$5,000,000	13/09/2026
14	7 Awoonga Avenue Apartments (4 Apartments)	Residential	$4,500,000	5/08/2025
15	36 Tallebudgera Creek Road Mixed Use Development (Commercial + Residential - 3 Townhouses)	Mixed-use	$2,400,000	25/07/2025
16	24 & 25 Burleigh Street Villas (6 Villas)	Residential	$2,000,000	11/06/2026
17	Loxon Storage Burleigh Heads Self Storage Facility Extension	Industrial	$1,800,000	5/06/2026
18	19 Awoonga Avenue Apartments (5 Apartments)	Residential	$1,500,000	10/11/2025
19	42 Ewart Street Villas (4 Villas)	Residential	$1,500,000	17/11/2025
20	46 Ewart Street Villas (4 Villas)	Residential	$1,500,000	10/04/2026

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REFERENCES

* Burleigh Heads sales market data and key indicators encapsulates aggregate property market conditions within the postcodes of 4220 and 4221.

** 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.

¥ Burleigh Heads rental market data encapsulates aggregate property conditions within the postcode of 4220.

§ 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 suburb of Burleigh Heads.

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

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