

Palm Beach Market Update 2nd Half 2025

OVERVIEW

In Q2 2025, Palm Beach* recorded a median house price of \$1,962,500 and a median unit price of \$1,215,000. This represents annual (Q2 2024 - Q4 2025) price growth of 10.3% for houses and 28.6% for units. Comparing Q2 2024 and Q4 2025, total sales increased by 18.2% (to 52 sales in Q2 2025) for houses and 6.7% (to 111 sales in Q2 2025) for units. There is a highly demanded market, which created a buffer against higher interest rates and have benefited from current cash rate cuts. The unit market saw higher price growth compared to houses, due to very little house stock. House buyers are turning to the unit market, pushing up prices. Now is an opportune time for owners to capitalize on their investments.

CHANGE FROM LAST YEAR HALF YEAR



HOUSE SALES



HOUSE MEDIAN PRICE



HOUSE RENTAL PRICE



UNIT SALES



UNIT MEDIAN PRICE

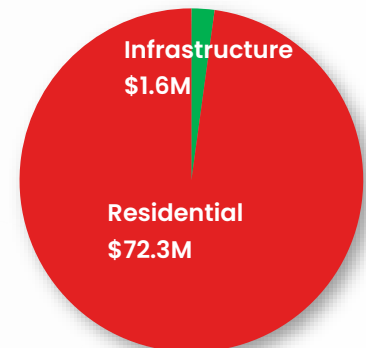


UNIT RENTAL PRICE



FUTURE DEVELOPMENTS

Palm Beach[£] will see approximately **\$93.9M of new projects commencing construction in 2025.**



A main infrastructure project is Palm Beach Community Health Clinic HVAC Upgrade which will improve health services for residents.

Most of the projects planned in 2025 are residential, which include:

- Sophia By Mosaic Apartments Palm Beach (32 Apartments)
- 382-384 Cypress Terrace North Villas (5 Villas)
- 85 Tallebudgera Drive Dual Occupancy & Dwelling (2 Townhouses + 1 Dwelling)

Despite the number of residential projects planned in Palm Beach, the majority are units and townhouses. Only one house is planned for 2025, which is insufficient to meet rising demand. This will drive up median sales prices; not only for houses but also for other property types.



102 Units/
Apartments



15
Townhouses



1
Dwellings



MARKET CONDITIONS

MEDIAN PRICE
Q2 2025



\$1.9M



\$1.2M

SALES

AVERAGE DAYS
ON MARKET Q2 2025



HOUSE



UNIT

MEDIAN PRICE
Q2 2025



\$1,200



\$825

RENTALS

AVERAGE DAYS
ON MARKET Q2 2025



HOUSE

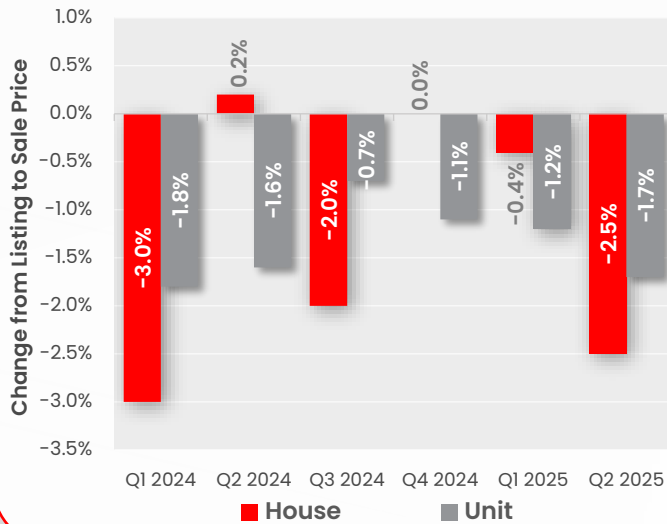


UNIT

%

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.



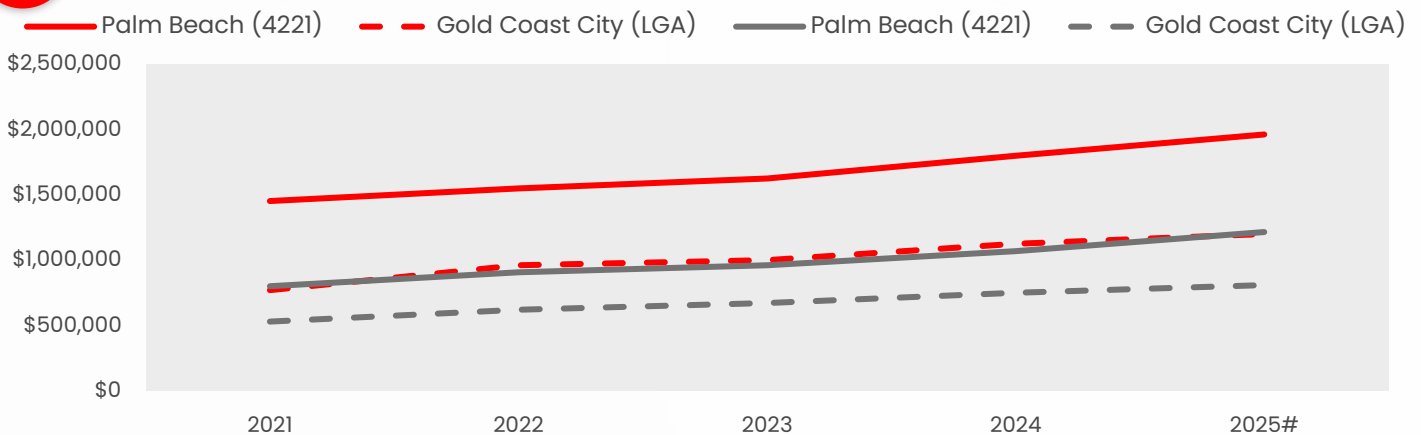
Average vendor discounts between Q2 2024 and Q2 2025 have swung from a premium to a discount of -2.5% for houses and widened to -1.7% for units. Market conditions in Palm Beach* still favour buyers, with sellers willing to accept below first list prices. This is good news for buyers, however, with a limited number of houses in the pipeline this may not last long; thus, buyers need to act fast.

The suburb of Palm Beach has outperformed the wider Gold Coast Local Government Area (LGA) in both house and unit median prices for the past 5 years, especially for house prices. 2025# saw this trend continue, with houses in Palm Beach becoming more of a premium market.

The dominant proportion of houses sold in Palm Beach* in 2025# were in the most premium price brackets, of \$2.2M and above (34.1%). Interestingly the most affordable price brackets still showed a strong presence, with 27.8% of house sales below \$1,599,999. For units, 46.3% were sold in the most affordable price point of \$1,049,999 and less, thus an opportunity for first home buyers. The premium unit market also remained strong, with 35.4% of units sold above \$1.35M; benefitting owners.



MARKET COMPARISON

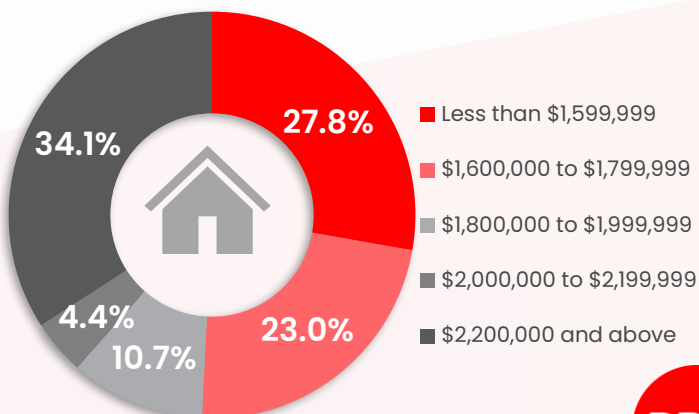


The market comparison graph provides a comparative trend for median price of houses and units over the past 5 years. The main LGA chosen was based on their proximity to the main suburb analysed, which is Palm Beach.

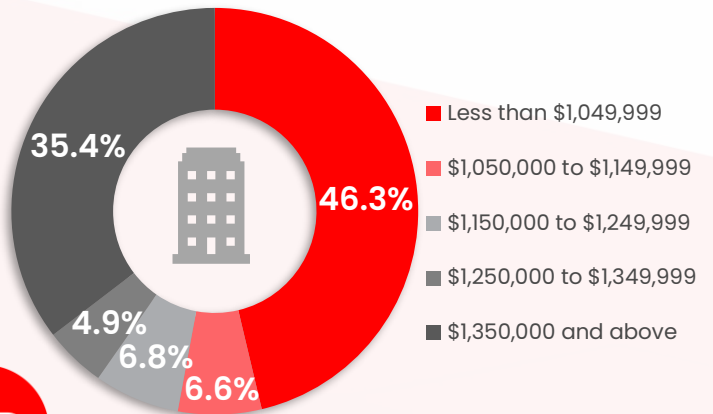
\$

PRICE BREAKDOWN 2025*

HOUSES SOLD



UNITS SOLD



PRD.




RENTAL GROWTH 2025€


House rental yield in Palm Beach[‡] was 3.8% as of June 2025, on par with Gold Coast (3.8%) but higher than Brisbane Metro (3.2%). This is paired with a 9.1% increase median house rental price in the past 12 months to Q2 2025, to \$1,200 per week, along with a 3.5% increase in the number of houses rented (to 88 rentals in Q2 2025). This suggests a strong demand and competitive house rental market, which is beneficial to investors.

4+ bedroom houses have provided investors with +15.4% rental growth annually, achieving a median rent of \$1,500 per week.

Palm Beach[‡] recorded a vacancy rate of 0.9% in June 2025, below Gold Coast LGA average of 1.7% but on par with Brisbane Metro's 0.9%. Vacancy rates have decreased in the past 12 months to Q2 2025, indicating an even tighter rental market. Further, a 0.9% vacancy rate is well below the Real Estate Institution of Australia's healthy benchmark of 3.0%, indicating quicker occupancy of rental homes in Palm Beach[‡]. There is a conducive environment for investors, even if property prices (thus entry price) have increased in the past 12 months to Q2 2025.

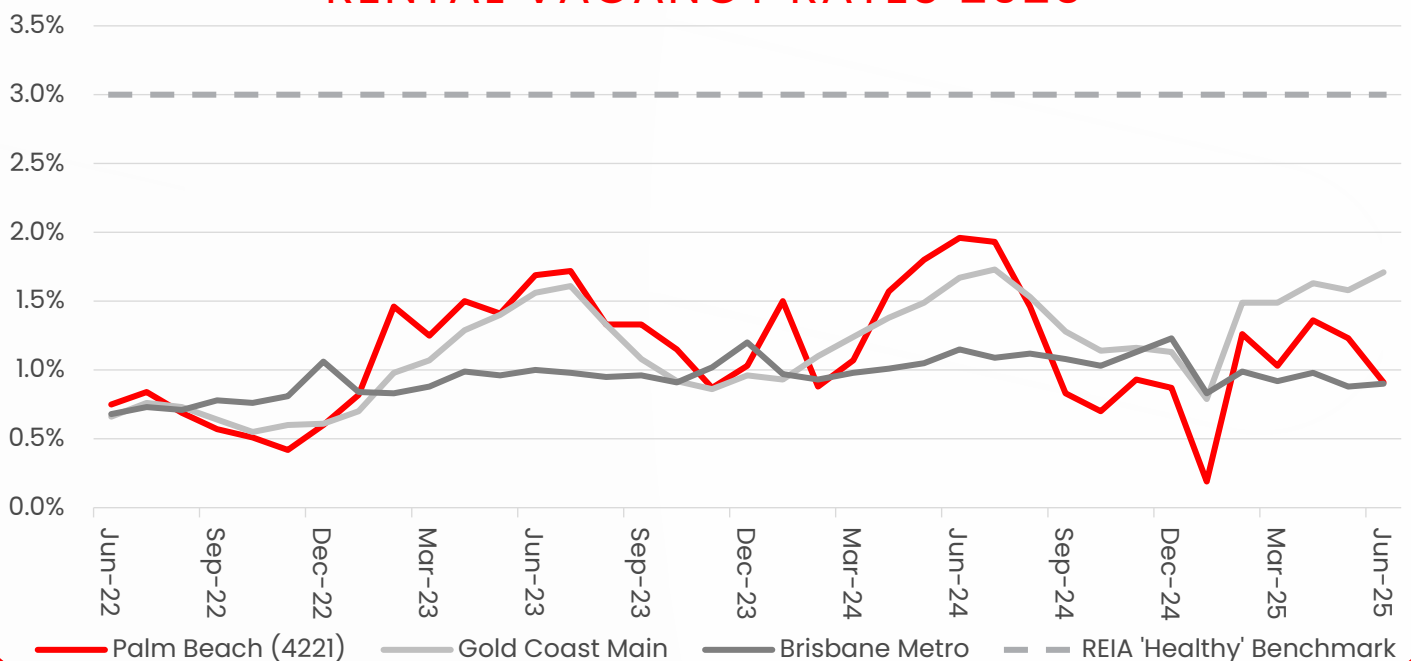
 2 BEDROOMS
+6.5%

 3 BEDROOMS
+2.6%

 4 BEDROOMS
+15.4%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



3.8%

Palm Beach[‡]



3.8%

Gold Coast Main



3.2%

Brisbane Metro



3.2%

Palm Beach[‡]



4.9%

Gold Coast Main

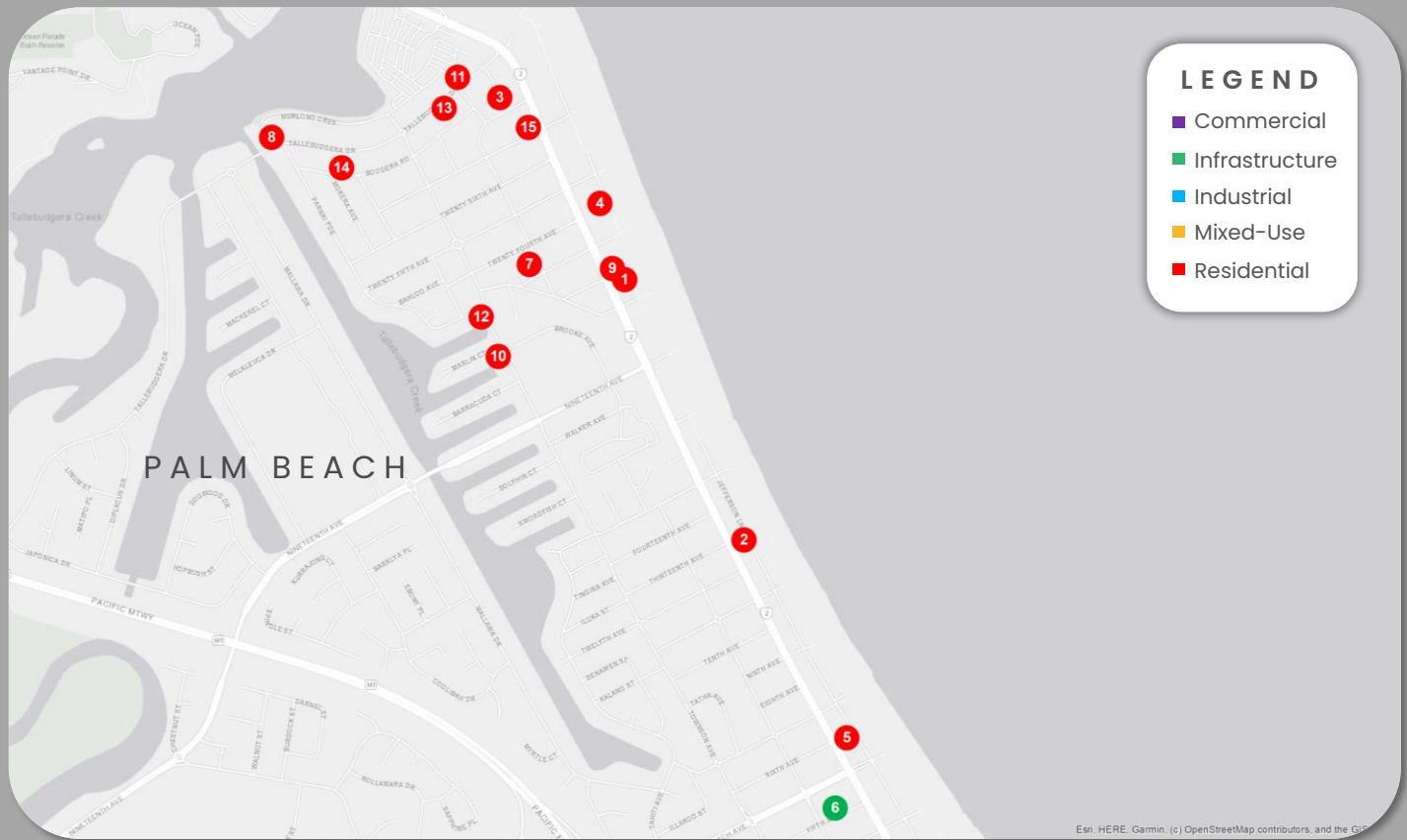


4.3%

Brisbane Metro

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PROJECT DEVELOPMENT MAP 2025^A



#	Project [§]	Type	Estimated Value [¶]	Commence Date [¶]
1	Sophia By Mosaic Apartments Palm Beach (32 Apartments)	Residential	\$30,000,000	23/12/2025
2	Saltwater Units Palm Beach (19 Units)	Residential	\$16,000,000	1/12/2025
3	9 Nyrang Avenue Units (12 Units)	Residential	\$8,000,000	1/10/2025
4	440-442 The Esplanade Units (16 Units)	Residential	\$5,000,000	24/10/2025
5	1079 Gold Coast Highway Units (5 Units)	Residential	\$2,000,000	1/12/2025
6	Palm Beach Community Health Clinic HVAC Upgrade (State Government)	Infrastructure	\$1,600,000	6/08/2025
7	382-384 Cypress Terrace North Villas (5 Villas)	Residential	\$1,500,000	27/10/2025
8	85 Tallebudgera Drive Dual Occupancy & Dwelling (2 Townhouses + 1 Dwelling)	Residential	\$1,500,000	1/10/2025
9	1367 Gold Coast Highway Apartments (4 Apartments)	Residential	\$1,400,000	5/11/2025
10	2 Marlin Court Villas (4 Villas)	Residential	\$1,400,000	31/10/2025
11	15 Tallebudgera Drive Units (4 Units)	Residential	\$1,200,000	21/11/2025
12	The Boat House Palm Beach Units (4 Units)	Residential	\$1,200,000	4/11/2025
13	26 Tallebudgera Drive Villas (4 Villas)	Residential	\$1,200,000	7/02/2025
14	45 Boodera Road Units (3 Units)	Residential	\$1,000,000	7/10/2025
15	1470 Gold Coast Highway Units (3 Units)	Residential	\$900,000	16/09/2025



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- Geographic information mapping
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REFERENCES

- * Palm Beach sales market data and key indicators encapsulates aggregate property market conditions within the suburb of Palm Beach.
- ** 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.
- ¥ Palm Beach rental market data encapsulates aggregate property conditions within the postcode of 4221.
- § 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 Palm Beach.
- 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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