

Lismore Market Update 2nd Half 2025



OVERVIEW

In Q3 2025, Lismore* (which in this report encapsulate sales and rental data for all Lismore Local Government Area) recorded a median house price of \$695,000 and a median unit price of \$540,000. This is an annual (Q3 2024 – Q3 2025) median price surge of 20.9% for houses and 25.6% for units. Comparing Q3 2024 and Q3 2025, total sales grew by 44.4% for houses (to 299 sales in Q3 2025) and by 146.2% for units (to 64 sales in Q3 2025). This confirms robust demand for both property types, which has created a buffer against higher interest rates, hence continued price growth. Now is 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	↑	↑



MARKET CONDITIONS

MEDIAN PRICE
Q3 2025



\$695K



\$540K

SALES

AVERAGE DAYS
ON MARKET Q3 2025



81
HOUSE



100
UNIT

MEDIAN PRICE
Q3 2025



\$700



\$550

RENTALS

AVERAGE DAYS
ON MARKET Q3 2025



20
HOUSE

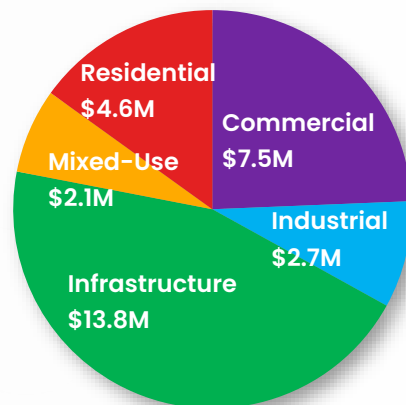


19
UNIT



FUTURE DEVELOPMENTS

Lismore* is set to see approximately **\$30.7M of new projects commencing construction in 2025.**



A key commercial project is Lismore Central Shopping Centre Facade Refurbishment (\$3.5M), which will improve the external facade of the shopping centre for current residents.

Key residential projects include:

- Hidden Valley Estate Stage 3 (34 Lots)
- 45 William Blair Avenue (5 Units)
- 1 Southern Cross Terrace Dwellings (4 Dwellings)
- 65 Acacia Avenue Units (4 Units)

Some ready-to-sell stock is planned in 2025, mostly units. With Q3 2025 sales at 299 houses and 64 units, supply remains insufficient. Land lots will take time to develop, so short-term undersupply will continue to push prices higher.



**9 Units/
Apartments**



**4
Dwellings**

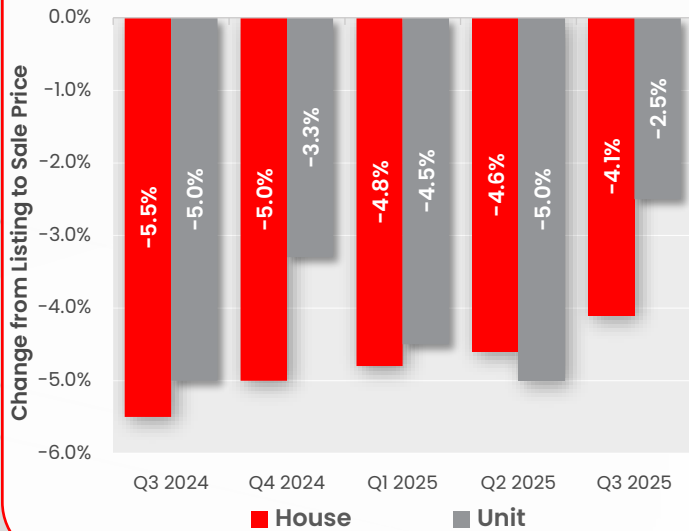


34 Lots



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.



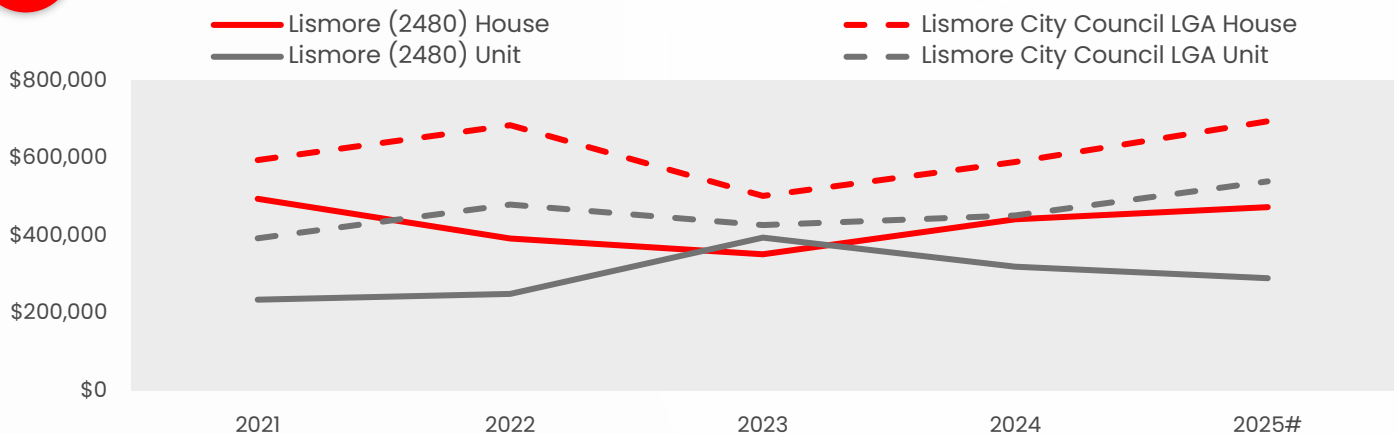
Average vendor discounts between Q3 2024 and Q3 2025 have tightened to -4.1% for houses and -2.5% for units. Market conditions in Lismore* continue to favour buyers, as sellers are still accepting below the initial listing prices. That said, the peak discount for both property types has passed (in Q3 2024), and a tighter discount in Q3 2025 suggest a shifting market, more towards sellers. With little new stock in the pipeline for 2025, first home buyers need to act fast.

The wider Lismore City Council Local Government Area has historically provided a premium market compared to the suburb of Lismore, in both house and unit median prices. 2025# saw this trend continue, especially for units.

In 2025#, 33.0% of houses sold in Lismore* were in the most affordable price bracket of less than \$549,999. However, this is possibly heavily skewed due to flooded properties and/or government buy-backs. Most of the units were sold in the middle-range price bracket between \$500,000 to \$599,999 (27.6%). On the flip side, the premium market is gaining more traction, with 28.3% of houses sold above \$850,000 and 12.1% of units sold above \$700,000. This is beneficial for owners looking to secure their investment.



MARKET COMPARISON

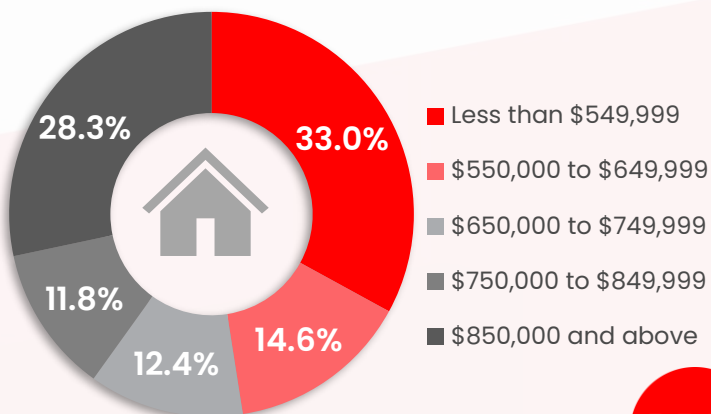


The market comparison graph provides a comparative trend of median houses and units prices over the past 5 years. The main LGA profiled is chosen due to their proximity to the main suburb analysed, which is Lismore.

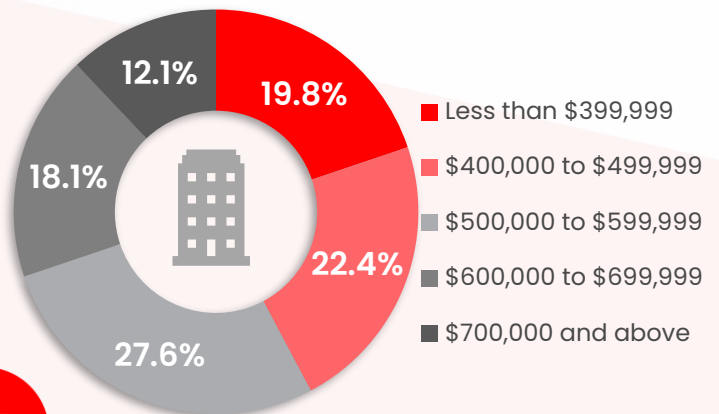


PRICE BREAKDOWN 2025#

HOUSES SOLD



UNITS SOLD





RENTAL GROWTH 2025€

House rental yield in Lismore* was 4.0% as of September 2025, higher than Lismore City LGA (3.5%) and Sydney Metro (2.7%). This was paired with a 6.1% increase in median house rental price in the past 12 months to Q3 2025, at \$700 per week, along with a -20.4% decrease in the number of houses rented (to 304 rentals in Q3 2025). The same pattern also can be seen in the unit market. This indicates a rental undersupply in Lismore*, in good news for investors.

4+ bedroom houses have provided investors with +10.4% rental growth annually, achieving a median rent of \$850 per week.

Lismore* recorded a vacancy rate of 0.5% in September 2025, below the Lismore City LGA's 1.4% and Sydney Metro's 1.3%. Vacancy rates have decreased slightly in the last 12 months, indicating an even tighter rental market. Further, a 0.5% vacancy rate is significantly below the Real Estate Institute of Australia's healthy benchmark of 3.0%, which suggests quicker occupancy of rental homes. This confirms a conducive environment for investors, even with a higher house and unit sales price (thus entry price) in the past 12 months to Q3 2025.

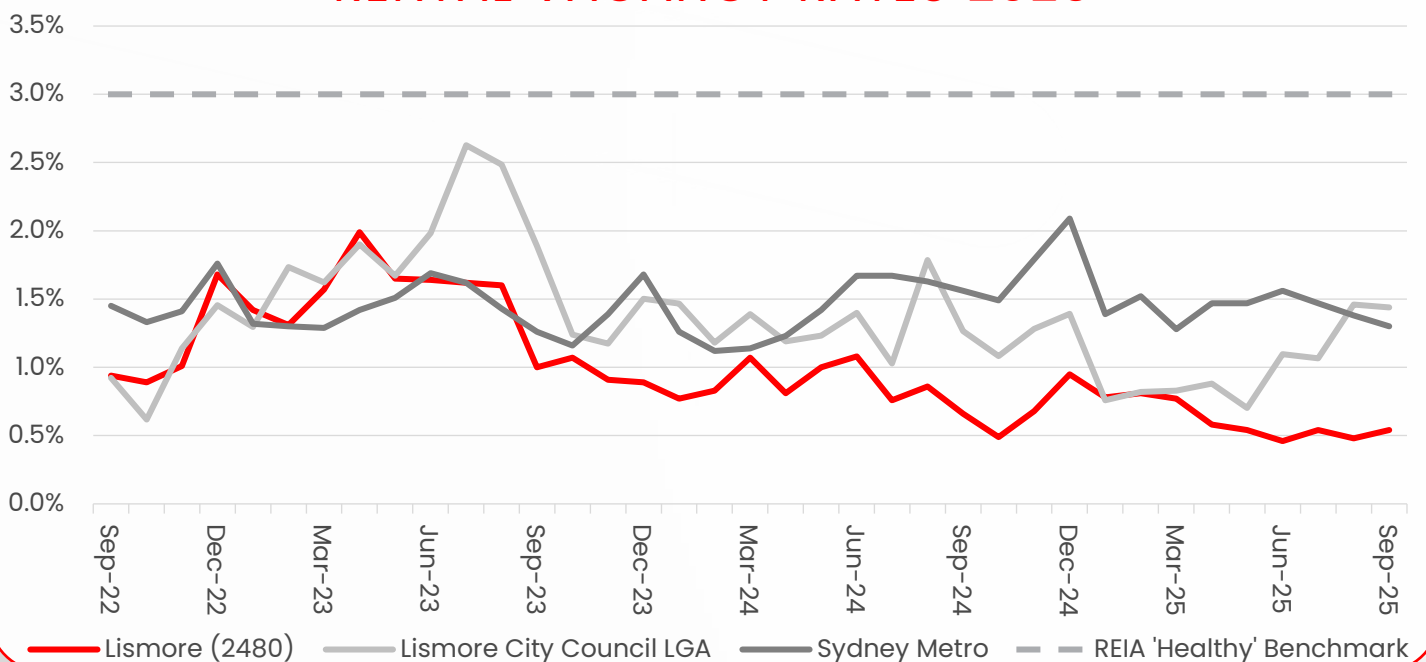
 2 BEDROOMS
+10.0%

 3 BEDROOMS
+9.2%

 4 BEDROOMS
+10.4%



RENTAL VACANCY RATES 2025



RENTAL YIELD 2025§



4.0%

Lismore*
(2480)



3.5%

Lismore City
Council LGA



2.7%

Sydney
Metro



5.2%

Lismore*
(2480)



5.2%

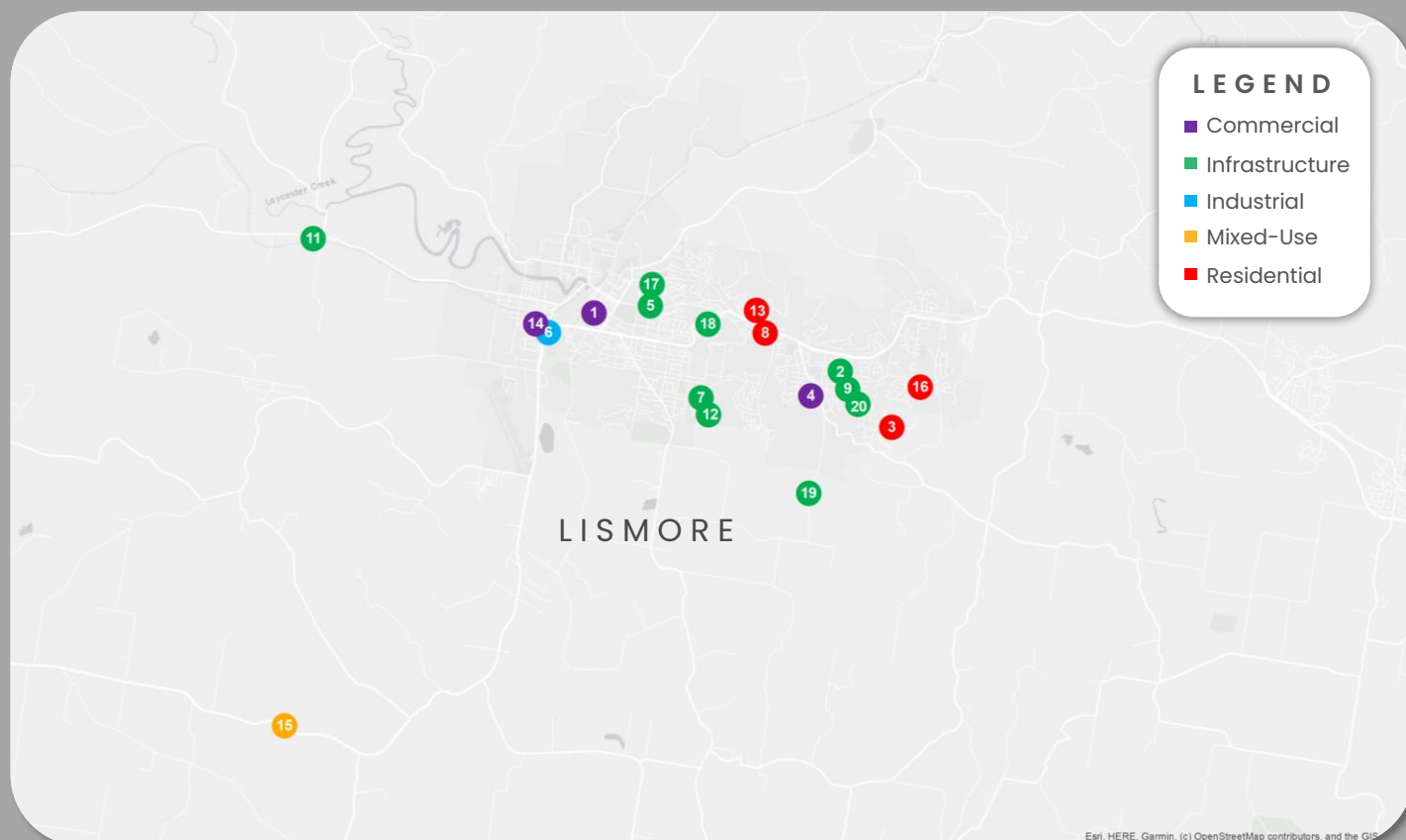
Lismore City
Council LGA



4.3%

Sydney
Metro

PROJECT DEVELOPMENT MAP 2025^A



#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Lismore Central Shopping Centre Facade Refurbishment	Commercial	\$3,468,334	13/10/2025
2	Lismore City Council Unsealed Roadworks Maintenance (Local Government)	Infrastructure	\$2,000,000	14/07/2025
3	Hidden Valley Estate Stage 3 (34 Lots)	Residential	\$1,819,949	21/10/2025
4	Uniting Caroonna Marima Goonellabah Upgrade	Commercial	\$1,532,873	9/06/2025
5	Lismore Remediation & Refurbishment Works (Federal Government)	Infrastructure	\$1,500,000	23/06/2025
6	10-14 Foleys Road Light Industry Alterations & Additions	Industrial	\$1,471,960	28/10/2025
7	Southern Cross University Student Accommodation Facilities Refurbishment (State Government)	Infrastructure	\$1,250,000	6/10/2025
8	45 William Blair Avenue Units (5 Units)	Residential	\$1,000,000	13/11/2025
9	Lismore City Council Landslip Restoration Phase 1 (Local Government)	Infrastructure	\$1,000,000	1/01/2025
10	Tuntable Creek Road Pavement Restoration (Local Government)	Infrastructure	\$1,000,000	10/11/2025 Not Mapped
11	Kyogle Road Pavements Restoration (Local Government)	Infrastructure	\$1,000,000	17/11/2025
12	Coffs Harbour & Lismore Campuses Student Accommodation	Infrastructure	\$1,000,000	4/08/2025
13	1 Southern Cross Terrace Dwellings (4 Dwellings)	Residential	\$990,000	11/10/2025
14	52 Elliott Road Depot	Commercial	\$982,000	16/09/2025
15	1112 Bruxner Highway Storage Sheds & Truck Wash Bay (Various Tenants)	Mixed-Use	\$935,000	5/11/2025
16	65 Acacia Avenue Units (4 Units)	Residential	\$809,000	18/03/2025
17	Lismore Embankment Rebuild & Rerailing Works (State Government)	Infrastructure	\$800,000	16/05/2025
18	Ross Street Reservoir Pipework (Local Government)	Infrastructure	\$800,000	13/03/2025
19	Skyline Road South Roadworks Repair & Remediation (Local Government)	Infrastructure	\$800,000	13/03/2025
20	Lismore City Council Concrete Causeways Replacement (Local Government)	Infrastructure	\$800,000	13/10/2025



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

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REFERENCES

- * Lismore sales market data and key indicators encapsulates aggregate property market conditions within the Local Government Area of Lismore.
- ** 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 – Q3 (01/01/2025 – 30/09/2025) 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 Q3 2024 (01/07/2024 – 30/09/2024) and Q3 2025 (01/07/2025 – 30/09/2025) house median rent figures.
- ¥ Lismore rental market data encapsulates aggregate property conditions within the postcode of 2480.
- § Rental yields shown are as reported as of September 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 Local Government Area of Lismore.
- 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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