

Coffs Harbour Market Update

1st Half 2026



OVERVIEW

In Q1 2026, Coffs Harbour* recorded a median house price of \$950,000 and a median unit price of \$640,750. This is an annual (Q1 2025 – Q1 2026) price growth of 14.5% for houses and 4.4% for units. Comparing Q1 2025 – Q1 2026, sales decreased by -15.6% (to 205 sales in Q1 2026) for houses and increased by 8.2% (to 119 sales in Q1 2026) for units. Overall, there is a highly demanded market, creating a buffer against higher interest rates in 2026 – thus continuously stimulating price growth. Thus, now remains an ideal time for owners to capitalise on their investments given the rapidly growing selling price of properties in Coffs Harbour*.

CHANGE FROM LAST YEAR HALF YEAR



	YEAR	HALF YEAR
HOUSE SALES	↓	↓
HOUSE MEDIAN PRICE	↑	↑
HOUSE RENTAL PRICE	↑	↑

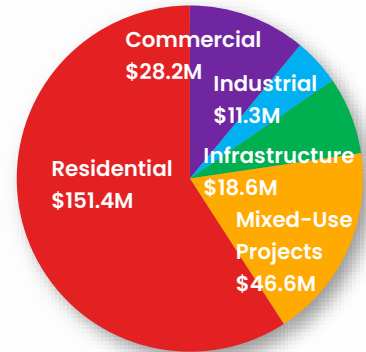


UNIT SALES	↑	↓
UNIT MEDIAN PRICE	↑	↑
UNIT RENTAL PRICE	↑	↓



FUTURE DEVELOPMENTS

Coffs Harbour will see approximately **\$256.0M of new projects commence construction in 2026.**



Coffs Harbour* will see a broad mix of projects commencing construction in 2026. While most of the value will come from residential projects, the broad mix of development types will bring jobs to Coffs Harbour, improve liveability, and support the local economy.

Coffs Harbour* will see new residential commencing in 2026. These include:

- 69-73 Ocean Parade (80 Units)
- 290- 290A North Boambee Road Residential Subdivisions (259 Lots)
- 5 Beach Street (14 Townhouses and 9 Apartments)

Although there are several residential projects, compared to 205 house sales in Q1 2026, this is not enough. The new residential stock is dominated by land lots which will take time to develop. Thus, an undersupply is expected to continue; pushing up property prices.



MARKET CONDITIONS

MEDIAN PRICE
Q1 2026



\$950K



\$640K

SALES

AVERAGE DAYS
ON MARKET Q1 2026



66

HOUSE



59

UNIT

RENTALS

MEDIAN PRICE
Q1 2026



\$720



\$550

AVERAGE DAYS
ON MARKET Q1 2026



23

HOUSE



21

UNIT



163 Units/
Apartments



63
Townhouses



819 Lots



14

Dwellings



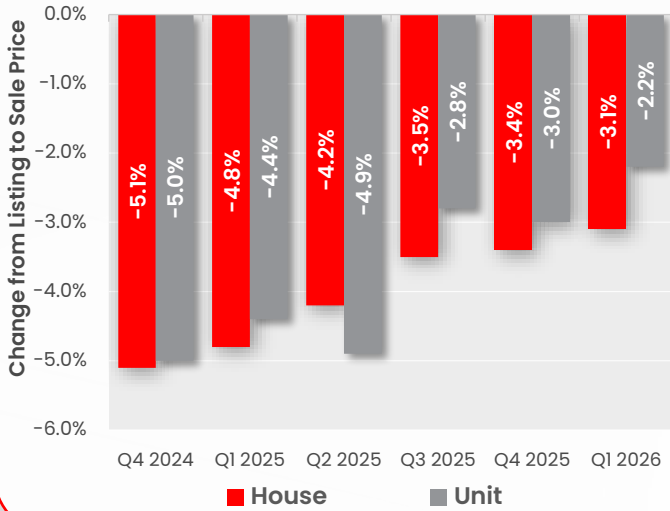
AVERAGE VENDOR DISCOUNT*

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.

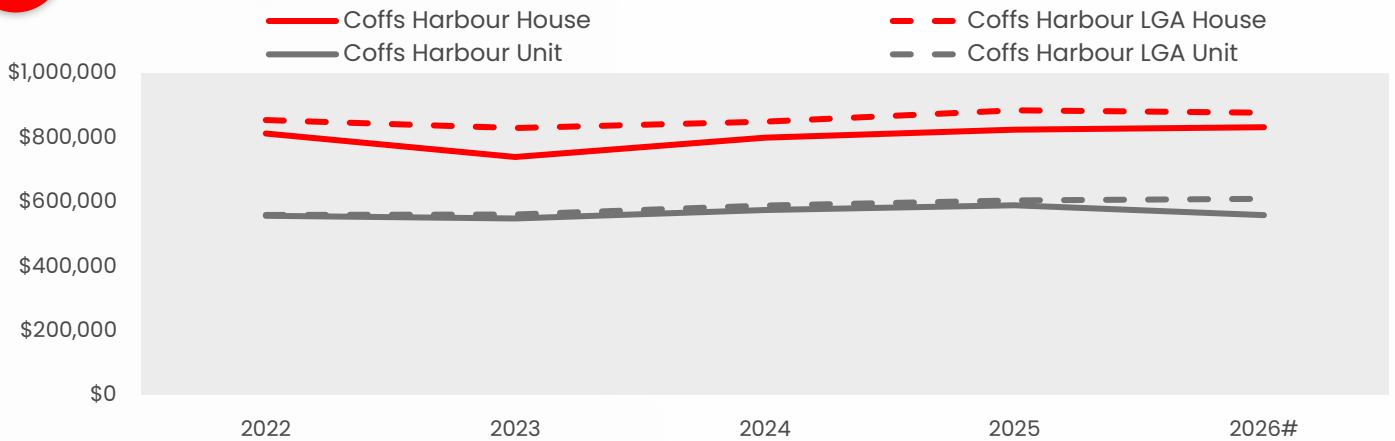
In the past 12 months to Q1 2026, average vendor discount have tightened to a lesser discount of -3.1% for houses and -2.2% for units. The house and unit market conditions in Coffs Harbour still favour buyers, as sellers are willing to accept below the first listed price. That said, with the trend of discounts slowly lessening, buyers must act fast before the market swings to a seller's market.

The suburb of Coffs Harbour has historically offered a more affordable median house price than the wider Coffs Harbour Local Government Area (LGA); and on par pricing for units. In 2026#, this trend has continued for houses. The suburb's unit prices have fallen below the LGA price in Coffs Harbour, indicating an opportunity for buyers.

The dominant proportion of homes sold in Coffs Harbour* in 2026# were in the premium price point of \$1,100,000 and above (32.6%). Most of the units sold were spread between the most affordable price point of less than \$549,999 (31.0%) and the premium price of \$700,000 and above (34.5%); which creates equal opportunities for unit owners and buyers. Overall, this shows that while Coffs Harbour* is a premium market, there are options for all budgets.



MARKET COMPARISON

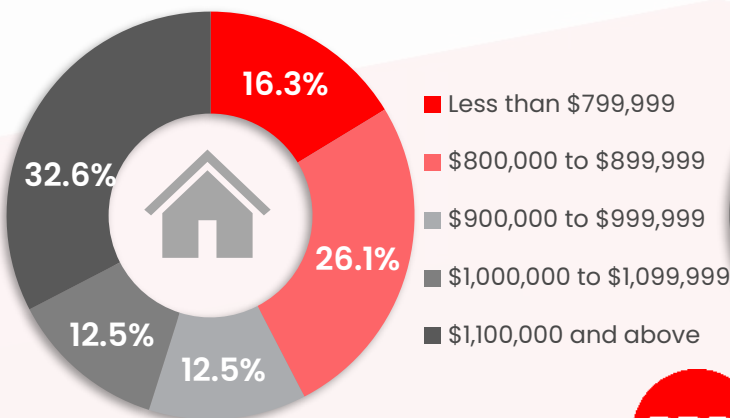


The market comparison graph provides a comparative trend for the median price of houses and units in the past 5 years. The LGA profiled was chosen based on their proximity to the main suburb analysed, which is Coffs Harbour.

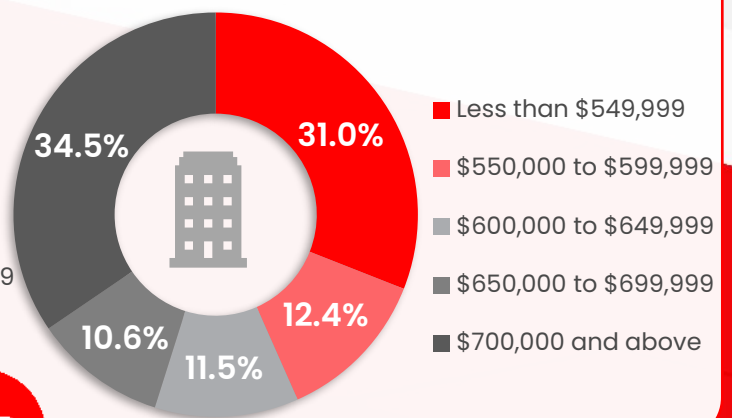


PRICE BREAKDOWN 2026#

HOUSES SOLD



Units SOLD





RENTAL GROWTH 2026€

House rental yields in Coffs Harbour* was 3.4% in March 2026, higher than Sydney Metro (2.8%). This was paired with a 2.9% increase in median house rental price in the past 12 months to Q1 2026, at \$720 per week. The number of houses rented declined by -37.8% in the past 12 months, to 107 rentals in Q1 2026. Higher rent and less properties rented can also be seen in the unit rental market, confirming an undersupply of rental properties in Coffs Harbour*. This is beneficial to investors; especially those looking for a more affordable option than Sydney.

4-bedroom houses have provided investors with +10.0% rental growth annually, achieving a median rent of \$825 per week.

Coffs Harbour* recorded a vacancy rate of 1.1% in March 2026, on par with Sydney Metro's 1.1% average. Vacancy rates in Coffs Harbour* have remained low, yet stable in the past 12 months. Further, a 1.1% vacancy rate is still well below the Real Estate Institution of Australia's healthy benchmark of 3.0%, suggesting quick occupancy of rental homes. Overall there is a conducive for investment, even with a higher property sale price (thus, entry price) in Q1 2026.

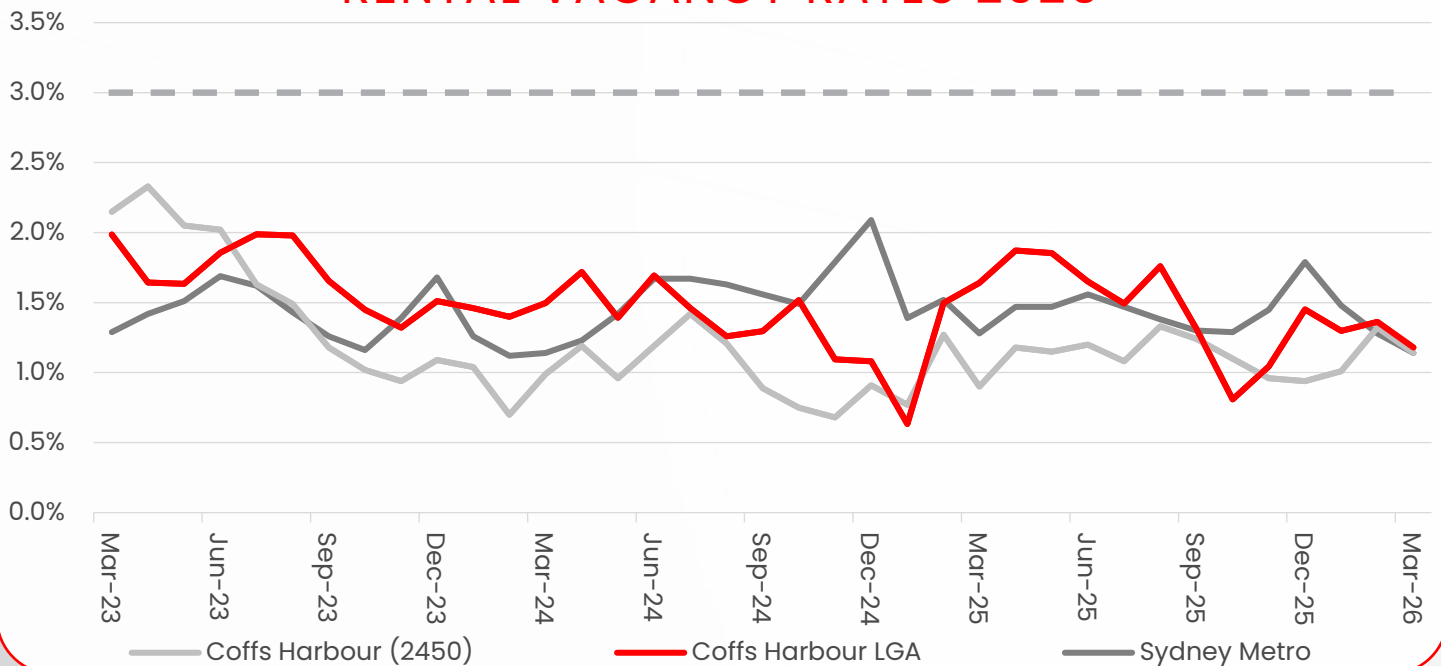
2 BEDROOMS
+0.0%

3 BEDROOMS
+4.6%

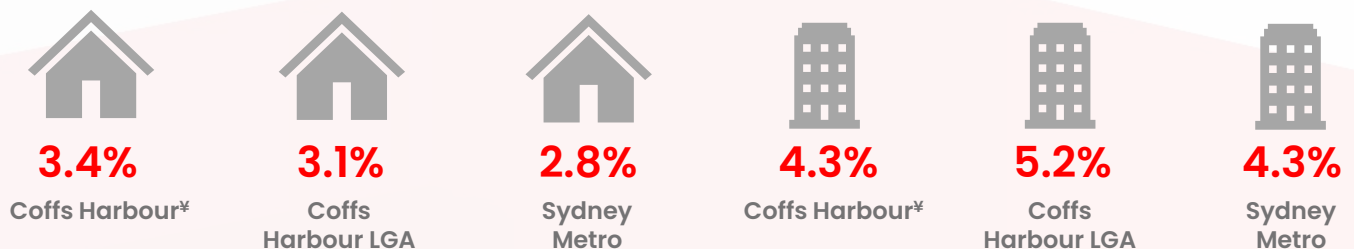
4 BEDROOMS
+10.0%



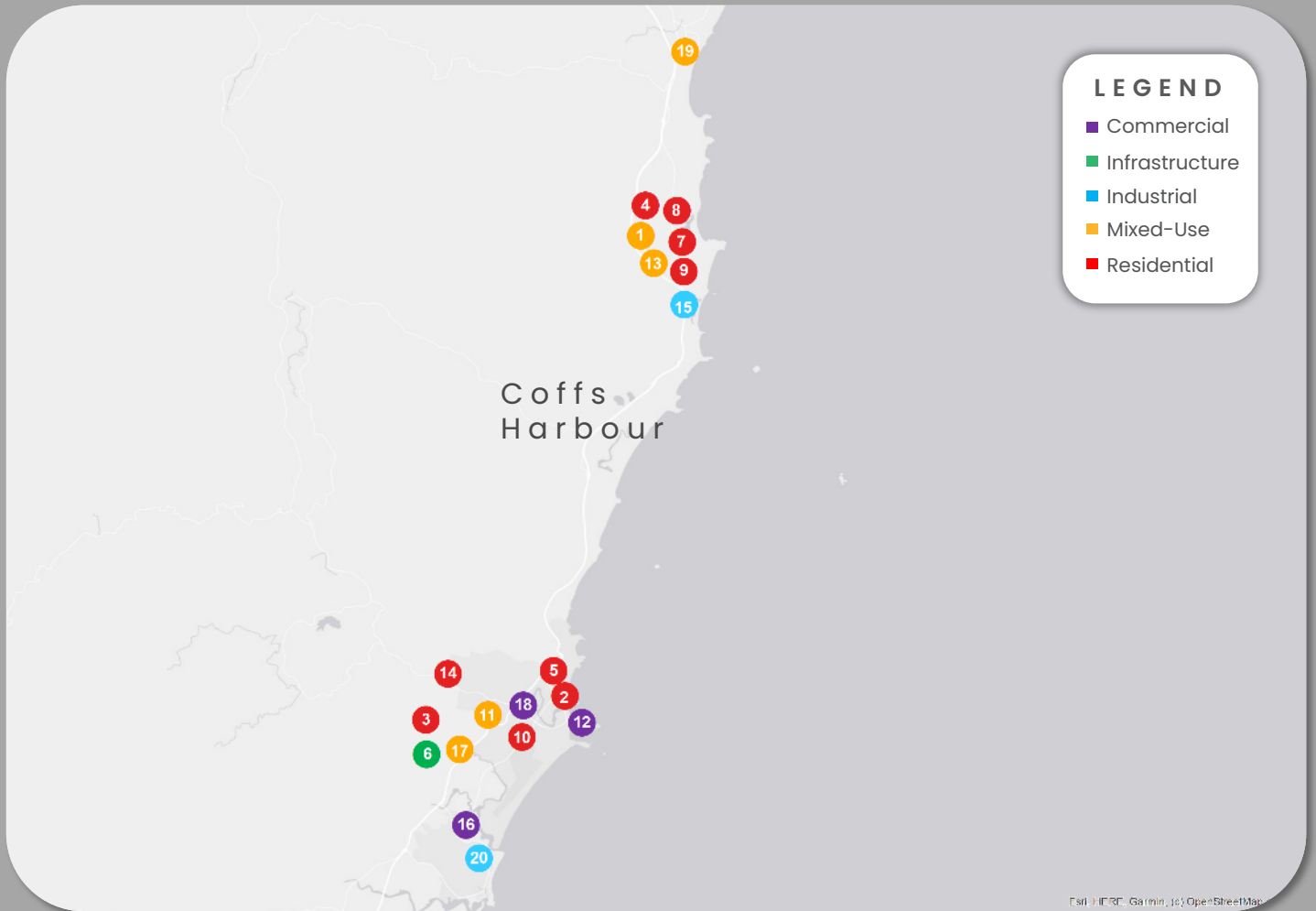
RENTAL VACANCY RATES 2026



RENTAL YIELD 2026§



PROJECT DEVELOPMENT 2026^A



#	Project [£]	Type	Estimated Value [¶]	Commence Date ^ψ
1	Newmans Road Manufactured Home Estate Woolgoolga (181 Lots/ Clubhouse)	Mixed-Use	\$30,470,000	10/07/2026
2	69-73 Ocean Parade Apartments (80 Apartments)	Residential	\$29,962,520	24/08/2026
3	290-290a North Boambee Road Residential Subdivision (259 Residential Lots)	Residential	\$27,254,332	11/12/2026
4	Bark Hut Road Residential Subdivision (132 Residential Lots)	Residential	\$16,168,178	21/07/2026
5	51 Ocean Parade Apartments (22 Apartments)	Residential	\$14,209,104	7/08/2026
6	North Boambee Road Roadworks Rising (Local Government)	Infrastructure	\$10,500,000	16/03/2026
7	22-24 Market Street Apartments (20 Apartments)	Residential	\$10,365,000	11/12/2026
8	Newmans Road Residential Subdivision Stages 1-3 (79 Land Lots)	Residential	\$9,368,526	20/11/2026
9	5 Beach Street Townhouses & Units (14 Townhouses & 9 Units)	Residential	\$7,500,000	11/12/2026
10	94 Albany Street Apartments (12 Apartments)	Residential	\$5,569,000	20/11/2026
11	3 Pitt Square & Azalea Avenue Mixed Use Development (Independent Living Units/ Administration / Communal Building)	Mixed-Use	\$5,356,983	7/12/2026
12	Coffs Harbour International Marina Redevelopment	Commercial	\$4,907,400	27/11/2026
13	1862 & 1866 Solitary Islands Way Mixed Use Development (Service Station/ Convenience Store/ Food & Drink Premises)	Mixed-Use	\$4,620,000	30/10/2026
14	46 Spagnolos Road Residential Subdivision Stages 1-3 (91 Lots)	Residential	\$4,140,000	13/11/2026
15	17 Bosworth Road Warehouse Units	Industrial	\$3,800,000	6/06/2026
16	Mcdonalds Toormina	Commercial	\$3,500,000	20/11/2026
17	13-15 Forge Drive Warehouse	Mixed-Use	\$3,200,500	17/11/2026
18	36 Gordon Street Office Building	Commercial	\$3,028,000	16/11/2026
19	15-17 Pacific Street Mixed Use Development Stages 1 & 2	Mixed-Use	\$2,996,068	8/07/2026
20	34 Hulberts Road Light Industrial Building	Industrial	\$2,975,000	1/10/2026

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- Demographic and target market analysis
- Geographic information mapping
- Project analysis including product and pricing recommendations
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REFERENCES

- * Coffs Harbour market data and key indicators encapsulates aggregate property market conditions within the Coffs Harbour LGA.
- ** Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.
- # 2026 encapsulates sales transactions for Q1 2026 (01/01/2026 – 31/03/2026) 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 Q1 2025 (01/01/2025 – 31/03/2025) and Q1 2026 (01/01/2026 – 31/03/2026) house median rent figures.
- ¥ Coffs Harbour market data encapsulates aggregate property conditions within the postcode of 2450.
- § Rental yields shown are as reported as of March 2026.
- A 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 Coffs Harbour LGA.
- 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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