

Lismore LGA Market Update

1st Half 2026



OVERVIEW

In Q1 2026, Lismore LGA* (which in this report encapsulate sales and rental data for all Lismore Local Government Area) recorded a median house price of \$680,000 and a median unit price of \$613,000. This is an annual (Q1 2025 – Q1 2026) price growth of 10.6% for houses and 12.9% for units. Comparing Q1 2025 and Q1 2026, total sales increased by 31.3% for houses (to 264 sales in Q1 2026) and by 88.0% for units (to 47 sales in Q1 2026). This confirms high demand for both property types, which created a buffer against higher interest rates, leading to continued price growth. Now is still an ideal time for owners to capitalize on their investments.

CHANGE FROM LAST YEAR HALF YEAR



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

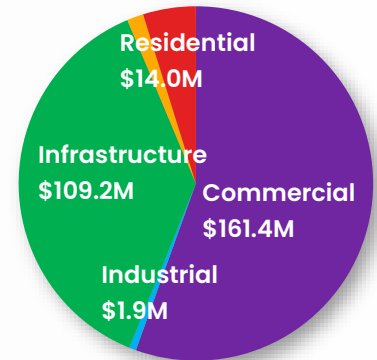


	YEAR	HALF YEAR
UNIT SALES	↑	↑
UNIT MEDIAN PRICE	↓	↓
UNIT RENTAL PRICE	↔	↓



FUTURE DEVELOPMENTS

Lismore* is set to see approximately **\$290.8M** of new projects commence construction in 2026.**



A key commercial project is Southern Cross University (SCU) Lismore Campus refurbishment (\$140M), which will improve the delivery of education services. 32 Crawford Road & 138-146 Military Road Build-To-Rent Development is a New South Wales State Government initiative, which plans to add 50 units into the rental market.

Key Residential Projects Include:

- 606 Ballina Road (6 townhouses)
- 44 Bristol Circuit & Blue Hills Avenue Dwellings (16 Dwellings)
- 11-19 Airforce Road Units (22 Units)

Although some ready-to-sell stock is planned in 2026, the majority are units. Given the high house sales volume in Lismore (264 in Q1 2026), the amount of new incoming stock will not be enough to answer demand. Thus, it can be expected that house prices will continue to rise in the short-term.



MARKET CONDITIONS

MEDIAN PRICE
Q1 2026



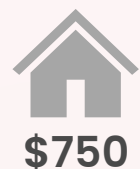
SALES



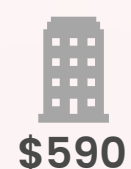
AVERAGE DAYS
ON MARKET Q1 2026



MEDIAN PRICE
Q1 2026



RENTALS



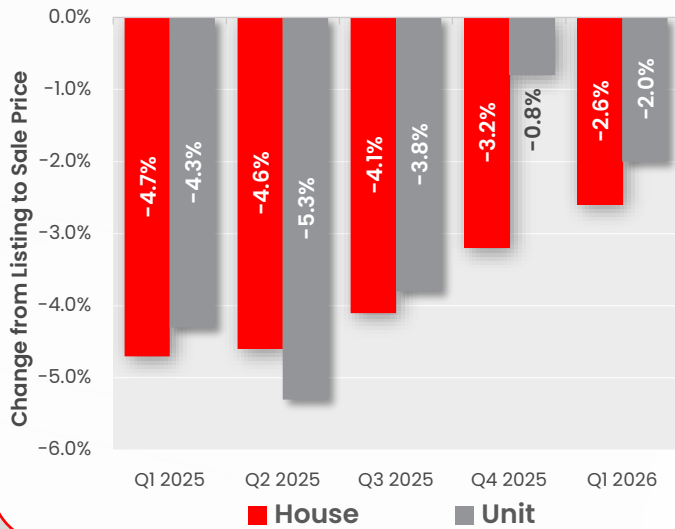
AVERAGE DAYS
ON MARKET Q1 2026





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.



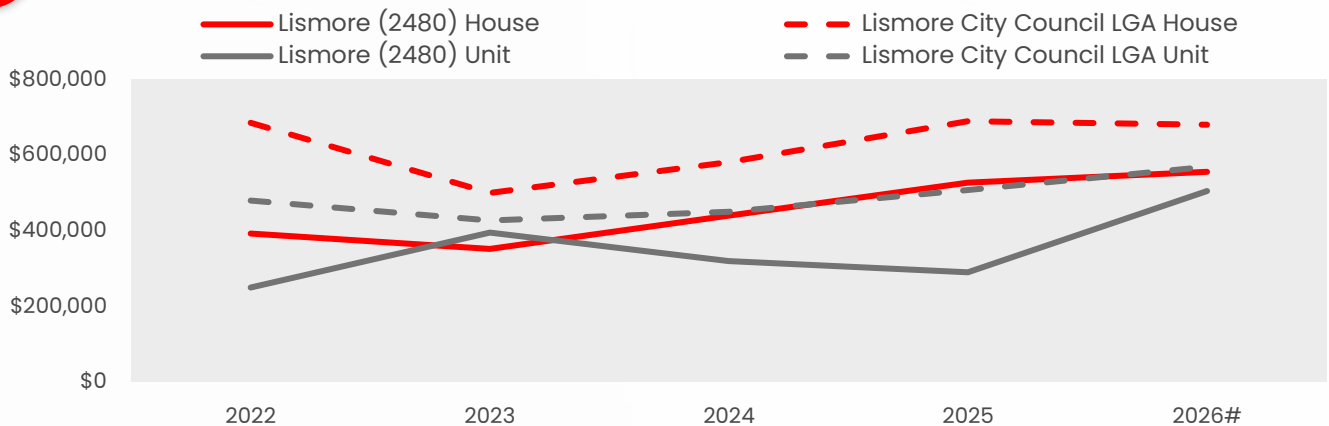
Average vendor discounts between Q1 2025 and Q1 2026 have tightened to -2.6% for houses and -2.0% for units. Market conditions in Lismore* continue to favour buyers, as sellers are still accepting below the initial listing prices. That said, the peak discount for both property types has passed (in Q1 2025), and a tighter discount in Q1 2026 suggests a shifting market, more towards sellers. With little new stock in the pipeline for 2026, 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. In 2026# this trend continued, even with unit suburb prices increasing significantly.

In 2026#, the premium market is gaining more traction, with 32.0% of houses sold above \$800,000 and 27.9% of units sold above \$750,000. Further, most of the units were sold in the mid-range price bracket of \$500,000 to \$599,999 (32.6%). This is beneficial for owners looking to secure their investment. That said, 21.5% of houses sold in Lismore* were in the most affordable price bracket of less than \$499,999. Overall, there is a property for all budgets in Lismore*.



MARKET COMPARISON

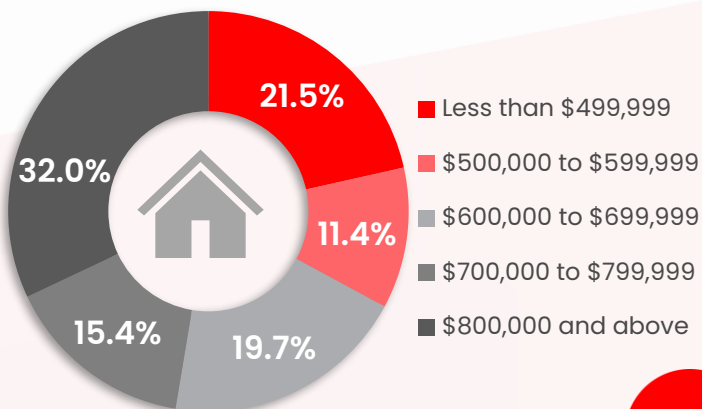


The market comparison graph provides a comparative trend of median house and unit prices over the past 5 years. The Lismore City Council LGA is profiled, as well as the central suburb of Lismore CBD.

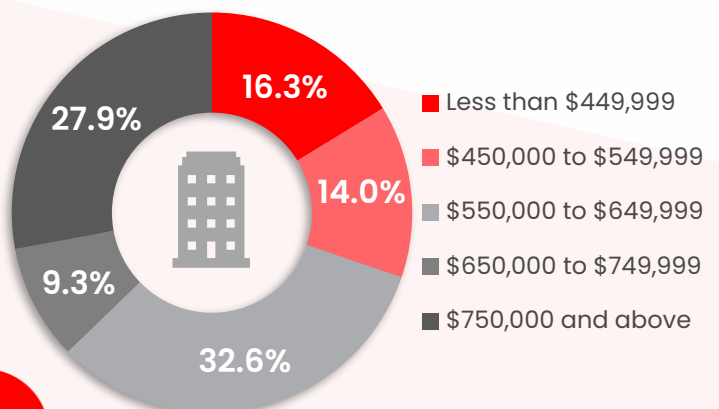


PRICE BREAKDOWN 2026#

HOUSES SOLD



UNITS SOLD





RENTAL GROWTH 2026€


House rental yield in Lismore[¥] was 3.7% as of March 2026, higher than Lismore City LGA (3.4%) and Sydney Metro (2.8%). This was paired with a 7.1% increase in median house rental price in the past 12 months to Q1 2026, at \$750 per week, along with a -10.9% decrease in the number of houses rented (to 327 rentals in Q1 2026). The same pattern also can be seen in the unit market. This indicates a rental undersupply in Lismore[¥], which is beneficial 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 March 2026, below the Lismore City LGA's 0.8% and Sydney Metro's 1.1%. Vacancy rates have decreased slightly in the last 12 months, which indicates 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%, suggesting quicker occupancy of rental homes in Lismore[¥]. 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 Q1 2026.

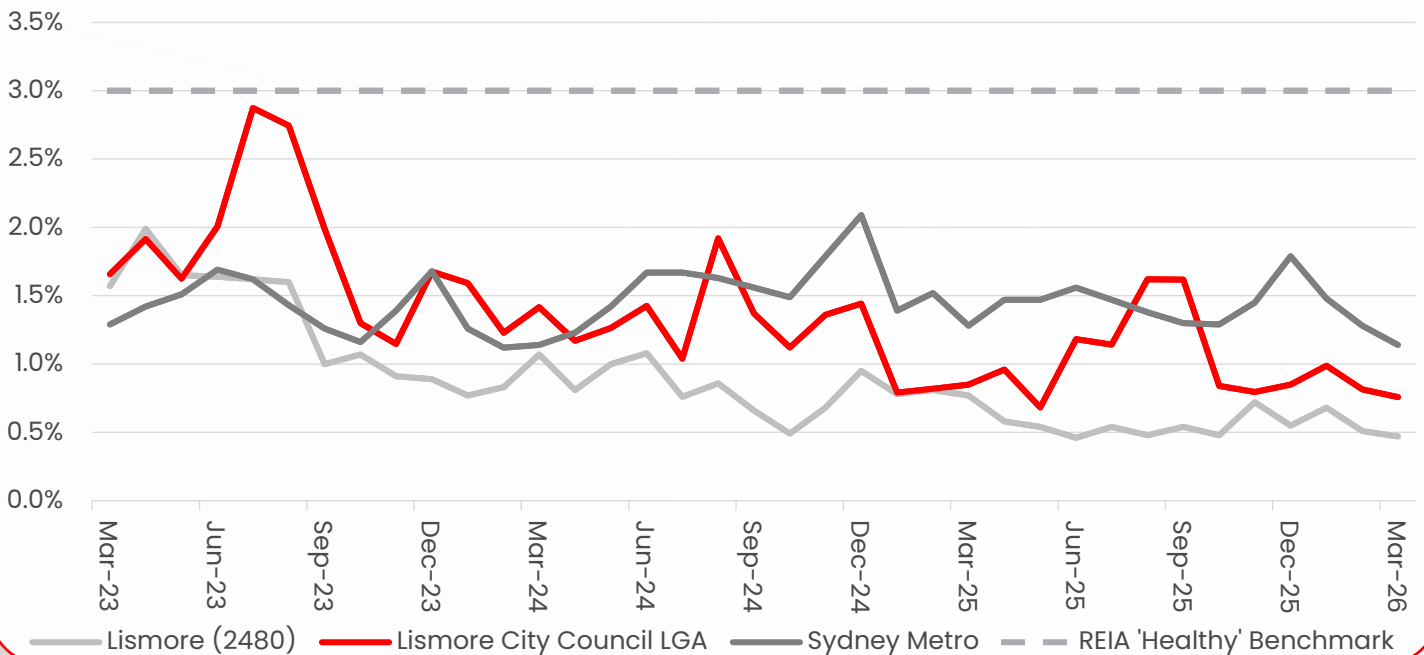
 2 BEDROOMS
+10.0%

 3 BEDROOMS
+9.7%

 4 BEDROOMS
+10.4%



RENTAL VACANCY RATES 2026



RENTAL YIELD 2026§



3.7%

Lismore[¥]
(2480)



3.4%

Lismore City
Council LGA



2.8%

Sydney
Metro



4.9%

Lismore[¥]
(2480)



5.1%

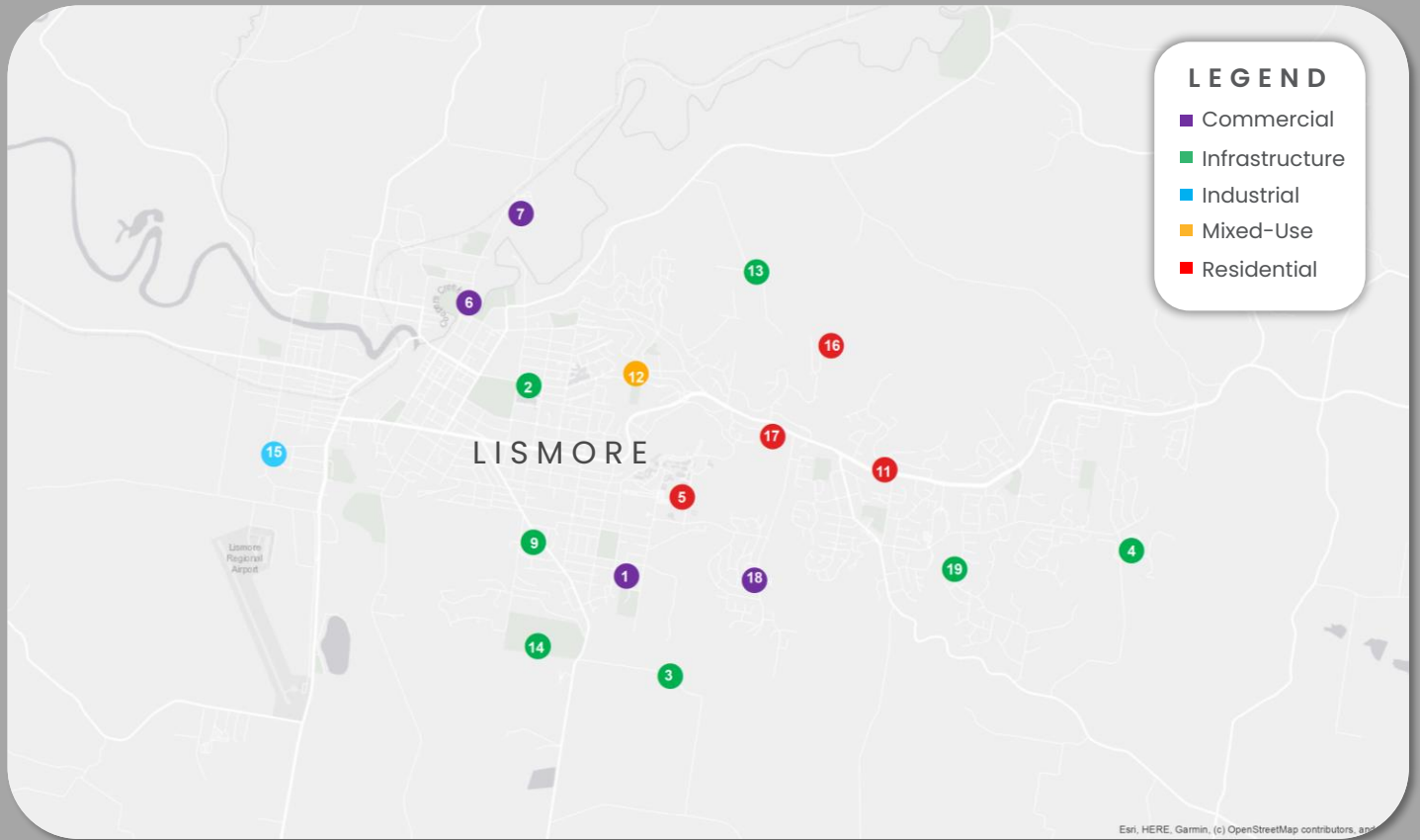
Lismore City
Council LGA



4.3%

Sydney
Metro

PROJECT DEVELOPMENT MAP 2026 ^A



Esri, HERE, Garmin, (c) OpenStreetMap contributors, and

#	Project [£]	Type	Estimated Value ^µ	Commence Date ^ψ
1	Southern Cross University Lismore Campus PC2 Laboratory Facilities Demolition & Refurbishment	Commercial	\$140,000,000	15/12/2026
2	North Lismore Subdivision Works (State Government)	Infrastructure	\$50,000,000	10/08/2026
3	32 Crawford Road & 138-146 Military Road Build-to-Rent Development (50 Units) (State Government)	Infrastructure	\$27,886,556	18/09/2026
4	44 Bristol Circuit & Blue Hills Avenue Dwellings (16 Dwellings) (Local Government)	Infrastructure	\$8,979,817	15/12/2026
5	11-19 Airforce Road Units (22 Units)	Residential	\$8,635,000	07/12/2026
6	2 Keen Street Office Conversion	Commercial	\$8,403,120	12/10/2026
7	Lismore Rugby Clubhouse Alterations & Additions	Commercial	\$6,050,000	03/12/2026
8	Royal Military Duntroon Building Remediation (Federal Government) (Not Mapped)	Infrastructure	\$5,000,000	15/06/2026
9	Land and Housing Corporation - East Lismore (6 Townhouses) (State Government)	Infrastructure	\$4,500,000	18/02/2026
10	Tafe New South Wales Lismore School Demolition (Not Mapped)	Commercial	\$3,190,000	19/11/2026
11	606 Ballina Road Dwellings (6 Townhouses)	Residential	\$2,800,000	12/03/2026
12	25-27 Uralba & Diadem Street Mixed Use (Various Tenants)	Mixed-Use	\$2,732,417	11/03/2026
13	Howards Grass Road Causeway Replacement (Local Government)	Infrastructure	\$2,200,000	15/06/2026
14	Southern Cross University Lismore Campus Lab Precinct (Local Government)	Infrastructure	\$2,000,000	01/07/2026
15	174 Wilson Street Industrial Units	Industrial	\$1,876,600	06/08/2026
16	45 William Blair Avenue & Southern Cross Terrace Dwellings (7 Dwellings)	Residential	\$1,485,000	26/06/2026
17	7 Southern Cross Terrace Units (4 Units)	Residential	\$1,100,000	18/02/2026
18	139 Invercauld Road Medical Centre Conversion	Commercial	\$1,034,000	15/04/2026
19	Lismore City Council Pavements Restoration (Local Government)	Infrastructure	\$1,000,000	12/01/2026
20	Gungas Road Roadworks Restoration Project (Local Government)	Infrastructure	\$1,000,000	21/04/2026 (Not Mapped)

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RESEARCH SERVICES

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- 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.
- # 2026 encapsulates sales transactions for Q1 2026 (01/01/2026 – 31/03/2026) only, other years encapsulate 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) median house rent figures.
- ¥ Lismore rental market data encapsulates aggregate property conditions within the postcode of 2480.
- § 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 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 Pricfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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