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Northern Beaches Market Update
2nd Half 2026

OVERVIEW

In Q3 2026 Northern Beaches* recorded a median house price of $710,000 and a median unit price of $450,000. This represents an annual (Q3 2025 – Q3 2026) price growth of 7.3% for houses and 8.4% for units. Sales declined by -36.4% for houses (to 342 sales in Q3 2026) and by -45.4% for units (to 89 sales in Q3 2026). There is a clear undersupply for both property types, which has created a buffer against multiple cash rate hikes in 2026 and supported price growth on an annual basis. Although there is a slight price correction in the past 6 or 3 months, the overall annual net price growth remain positive. This is a unique opportunity for buyers, with higher short-term affordability; whilst owners can still benefit from a long-term capital growth perspective.

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

MEDIAN PRICE Q3 2026

$710K (HOUSE) $450K (UNIT)

AVERAGE DAYS ON MARKET Q3 2026

46 HOUSE 46 UNIT

RENTALS

MEDIAN PRICE Q3 2026

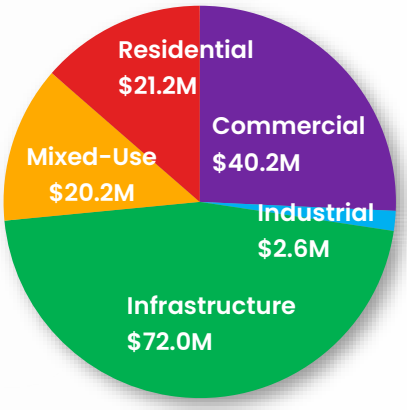
$700 (HOUSE) $540 (UNIT)

AVERAGE DAYS ON MARKET Q3 2026

20 HOUSE 19 UNIT

FUTURE DEVELOPMENTS**

Northern Beaches* will see approx. **$156.2M of new projects commence construction in 2026**.



A key project in 2026 is the Ozcare West Northern Beaches Senior Living ($13.0M, commercial), adding 71 retirement living units and 15 seniors' accommodation rooms.

Key residential projects planned for construction in the 2026 are:

- 1-7 Mercy Dive Units (28 Units)
- Glenrowan Estate Residential Subdivision Stages 8-10 (101 Lots)

These projects will deliver units, townhouses and residential vacant land lots, without any new ready-to-sell stand-alone houses planned. This will tighten the already undersupplied market. The ongoing supply shortage is expected to support median house prices and help cushion the impact of potential future cash rate hikes in the short-term and provide a stable base for capital growth in the long-term.

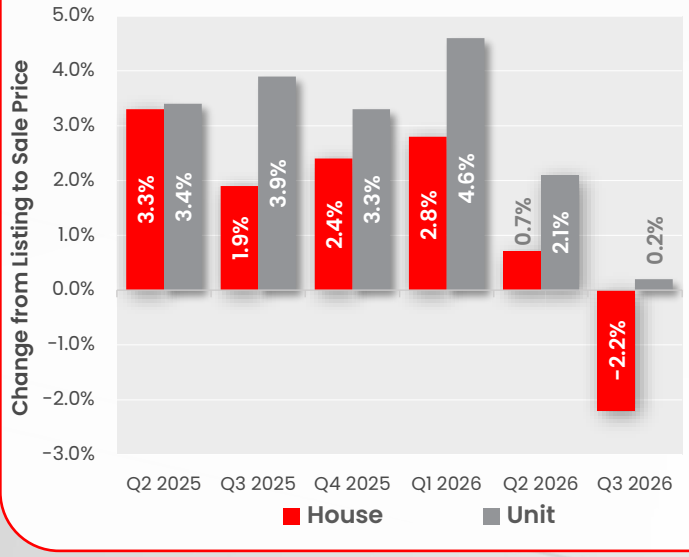
40 Units/ Apartments

6 Townhouses

224 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.

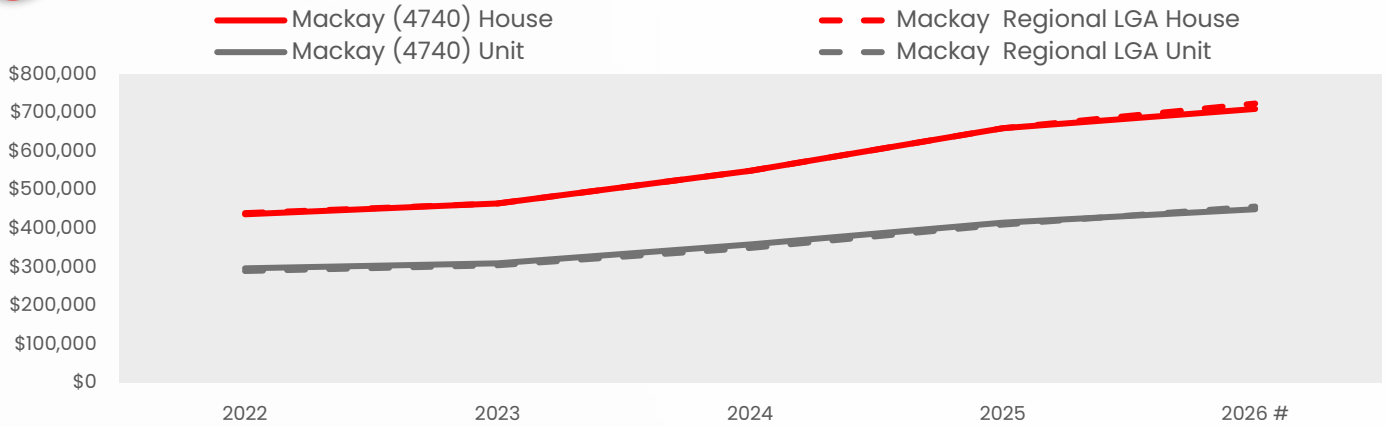


Average vendor discount has swung from a premium to a discount of -2.2% for houses in the past 12 months to Q3 2026, and narrowed to its lowest premium level of 0.2% for units. Northern Beaches* house market is now favoring buyers, with sellers willing to accept below the first listing prices. This marks the first vendor discount for houses in 18 months, and the lowest premium for units, thus an opportunity for buyers.

Mackay (4740) has historically been on par with the Mackay Regional Local Government Area (LGA) for both median house and unit prices over the past 5 years. This continues in 2026#, with similar price growth in the suburb and the LGA.

Most of the homes sold in Northern Beaches* in 2026# were in the middle-price bracket $650,000 and $750,000 for houses (31.5%). For units there is an equal split between the premium price point above $600,000 and the middle-price bracket $400,000 to $500,000; at 23.8% of sales. Combined, this is benefits homeowners. That said, the most affordable price brackets is available, with 12.0% of houses sold below $550,000 and 13.4% of units sold below $300,000. This is good news for first home buyers. Overall, Northern Beaches* offers homes across a wide range of buyers and budgets.

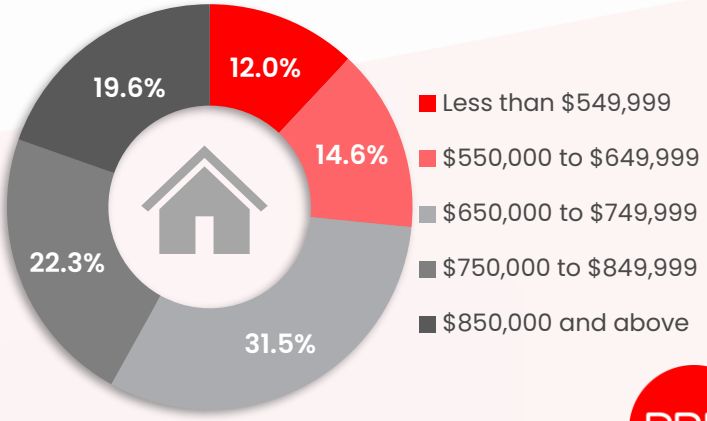
MARKET COMPARISON



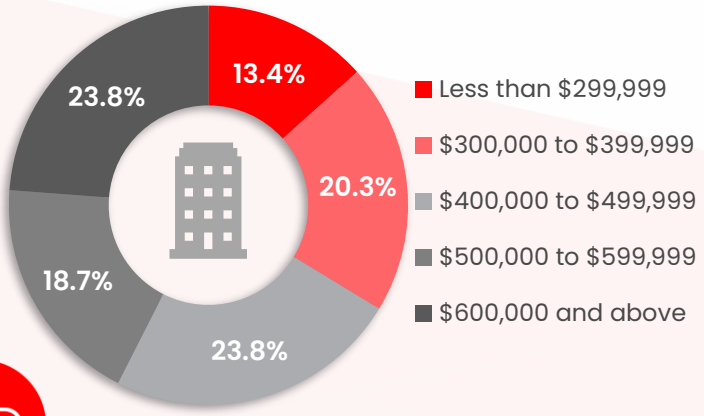
The market comparison graph provides a comparative trend for the median price of houses and unit over the past 5 years. The LGA chosen was based on their proximity to the main suburb analysed, which is Mackey.

PRICE BREAKDOWN 2026#

HOUSES SOLD



UNITS SOLD



PRD.

RENTAL GROWTH 2026€

House rental yield in Mackay (4740) was 4.9% as of September 2026, higher than QLD North Coast (4.6%) and Brisbane Metro (3.3%). This was paired with a 1.4% growth in median house rental price in the past 12 months to Q3 2026, to $700 per week; along with a -19.2% decline in the number of houses rented (to 312 rentals). This confirms an undersupplied house rental market, which benefits investors; especially with more affordable entry price compared to Brisbane.

2- bedroom houses have provided investors with +6.0% rental growth annually, achieving a median rent of $530 per week.

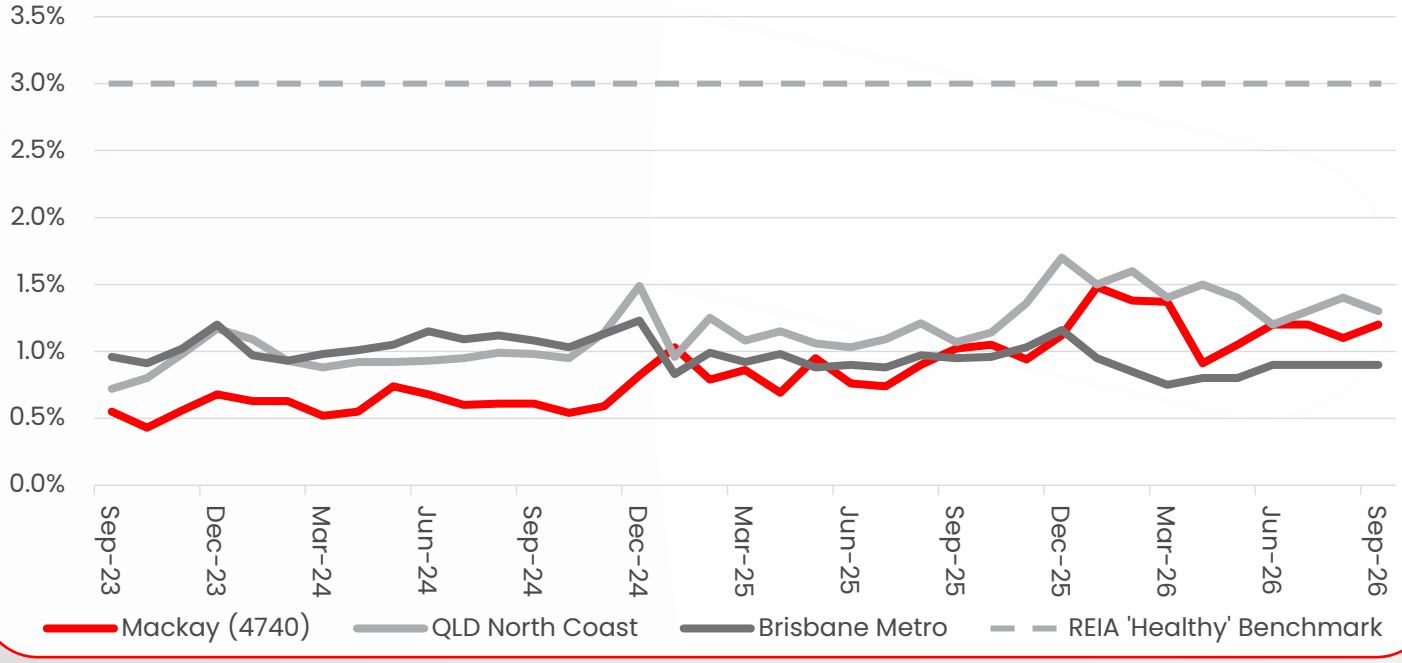
Mackay (4740) recorded a vacancy rate of 1.2% in September 2026, on par with QLD North Coast (1.3%) but higher than Brisbane Metro (0.9%). Vacancy rates have increased in the past 12 months, due to more investors entering the market. That said, a 1.2% vacancy rate is well below the Real Estate Institute of Australia's healthy benchmark of 3.0%. Thus, properties are rented quicker in Mackay¥. This confirms a conductive investment environment in Mackay¥, even with a higher median house and unit sales price (thus, entry price) in the past 12 months to Q3 2026.

2 BEDROOMS **+12.1%**

3 BEDROOMS **+4.1%**

4 BEDROOMS **+2.6%**

RENTAL VACANCY RATES 2026



RENTAL YIELD 2026§

4.9% Mackay*

4.6% QLD North Coast

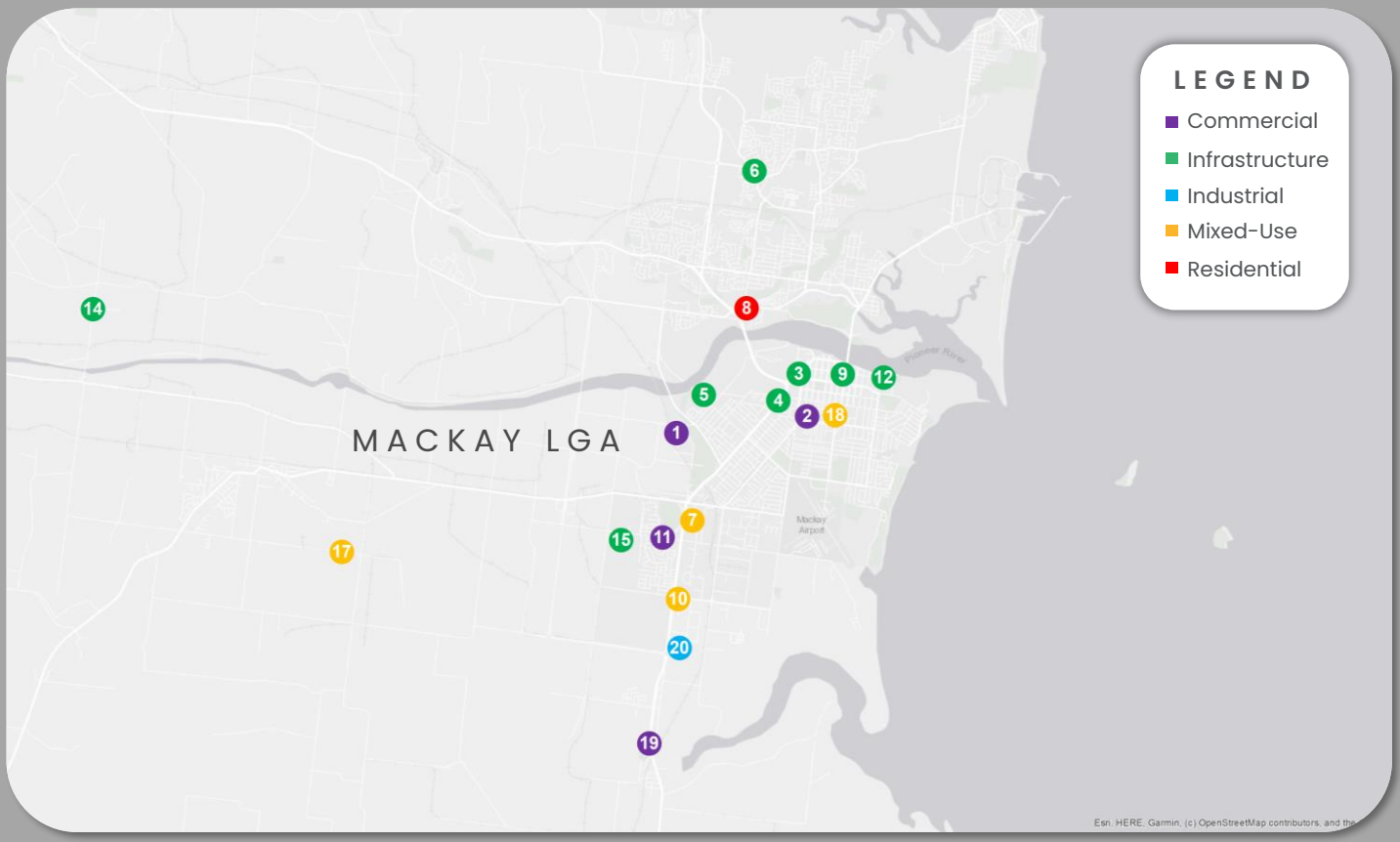
3.3% Brisbane Metro

5.7% Mackay*

5.6% QLD North Coast

4.1% Brisbane Metro

PROJECT DEVELOPMENT MAP 1st HALF 2024Ⱥ



#	Projectᵋ	Type	Estimated Valueᵻ	Commence Dateᵠ
1	Ozcare West Northern Beaches Seniors Living Stages 1 & 2	Commercial	$13,000,000	6/03/2026
2	Northern Beaches Social Housing Units (18 Social Housing Units)	Commercial	$12,500,000	15/05/2026
3	Northern Beaches Regional Council Pavement Strengthening Works (State Government)	Infrastructure	$10,000,000	13/11/2026
4	10g Bruce Highway Asphalt Replacement (State Government)	Infrastructure	$10,000,000	13/11/2026
5	West Northern Beaches Apartments (State Government -20 Apartments)	Infrastructure	$10,000,000	27/11/2026
6	Units 42 Beaconsfield Road – Beaconsfield (State Government – 19 Units)	Infrastructure	$10,000,000	11/12/2026
7	HITACHI Northern Beaches Industrial Facility (Various Tenants)	Mixed-use	$9,700,000	22/12/2026
8	1-7 Mercy Drive Units (28 Units)	Residential	$7,000,000	8/06/2026
9	Pine Islet Dwellings Demolition (State Government)	Infrastructure	$6,000,000	18/11/2026
10	2-6 Caterpillar Drive & Broadsound Road Industrial Tenant & Shop	Mixed-use	$5,400,000	16/02/2026
11	Northern Beaches Airport Runway Overlay	Commercial	$5,000,000	22/04/2026
12	Northern Beaches & Whitsunday Districts Rut Correction Program Roadworks Micro Surfacing 2025-2026 (State Government)	Infrastructure	$5,000,000	14/12/2026
13	Glenrowan Estate Residential Subdivision Stages 8-10 (101 Lots) (Not Mapped)	Residential	$4,545,000	3/08/2026
14	John Cook Bridge Roadworks Safety Works (Local Government)	Infrastructure	$4,000,000	28/04/2026
15	Central Queensland University Northern Beaches Ooralea Campus Trades Training Centre Car Park (State Government)	Infrastructure	$3,500,000	9/11/2026
16	57 Melba Street Residential Subdivision (65 Lots) (Not Mapped)	Residential	$2,900,000	2/02/2026
17	Mass Construction Group Australia Palmyra Shed & Offices	Mixed-use	$2,300,000	1/06/2026
18	14 Juliet Street Units & Community Care Facility (Residential – 6 Units + Commercial)	Mixed-use	$2,300,000	12/03/2026
19	IOR Unmanned Heavy Vehicle Refueling Station	Commercial	$2,200,000	1/12/2026
20	126-132 Diesel Drive Industrial Building Stages 1a, 1b & 2	Industrial	$2,000,000	22/07/2026

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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

* Northern Beachessales market data and key indicators encapsulates aggregate property market conditions within the postcode 4740.

** 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-Q3 2026 (01/01/2026 – 30/09/2026) 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 Q3 2025 (01/07/2025 – 30/09/2026) and Q3 2026 (01/07/2026 – 30/09/2026) house median rent figures.

¥ Northern Beaches rental market data encapsulates aggregate property conditions within the postcode of 4740.

§ Rental yields shown are as reported as of September 2026.

Ⱥ 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 Mackay Regional Local Government Area (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 Pricefinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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