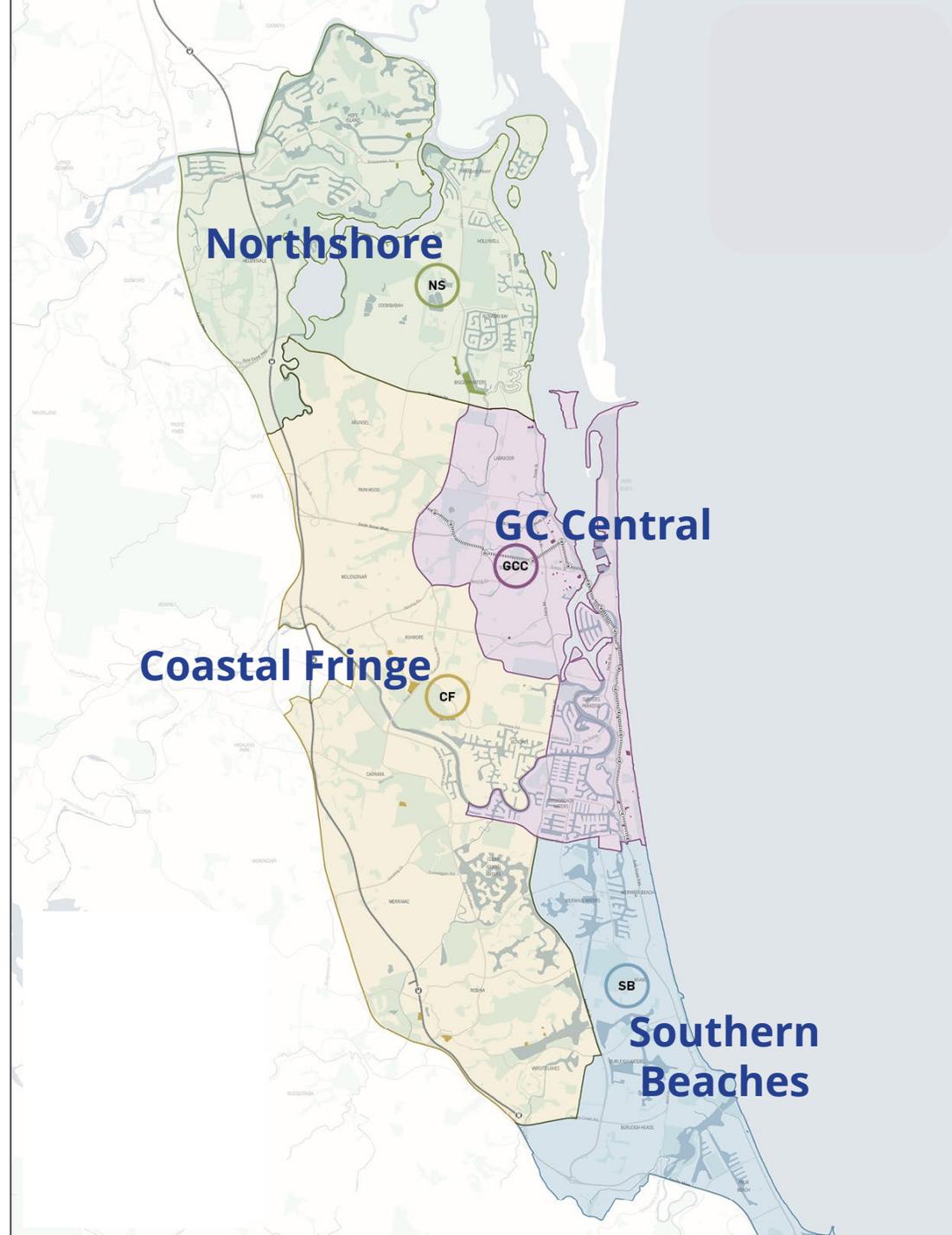


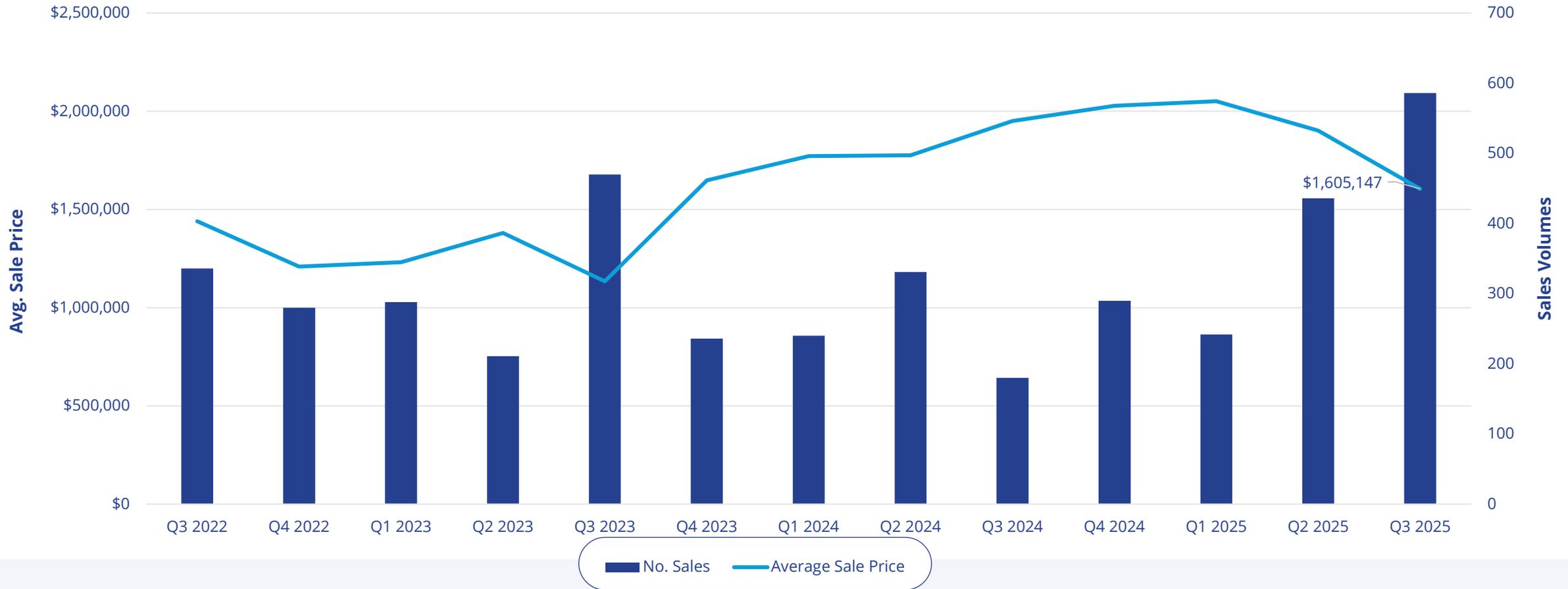
Colliers Gold Coast Residential Developers in Conversation

Wednesday 25th of February

Gold Coast Precinct Map

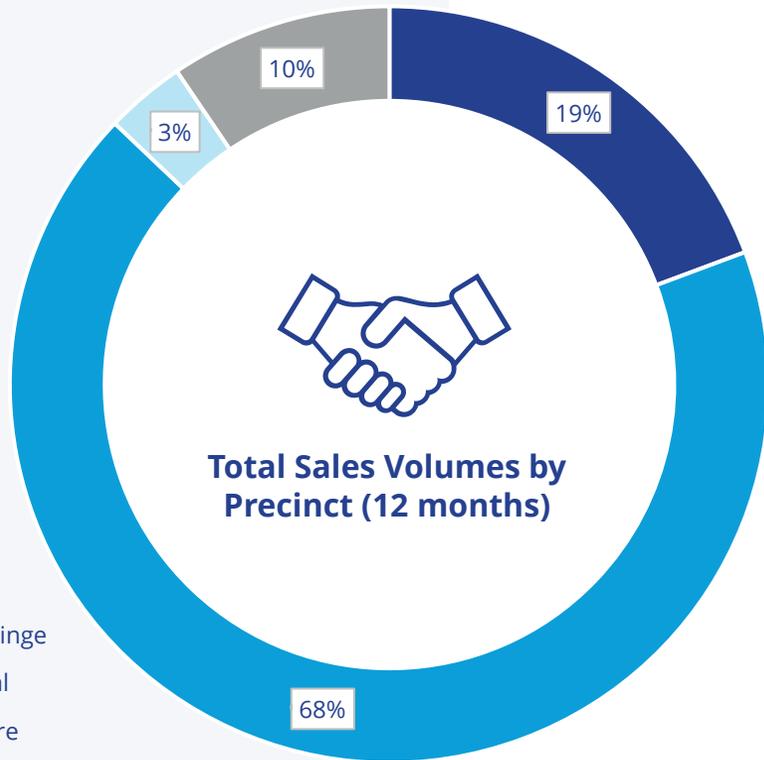


New Apartment Sales and Average Sale Price



	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025
No. Sales	336	280	288	211	470	236	240	331	180	290	242	436	586
Average Sale Price	\$1,440,072	\$1,209,895	\$1,231,829	\$1,381,121	\$1,134,503	\$1,648,960	\$1,772,384	\$1,775,716	\$1,950,116	\$2,027,880	\$2,051,330	\$1,901,545	\$1,605,147

Gold Coast Unconditional Sales by Precinct



- Coastal Fringe
- GC Central
- Northshore
- Southern Beaches

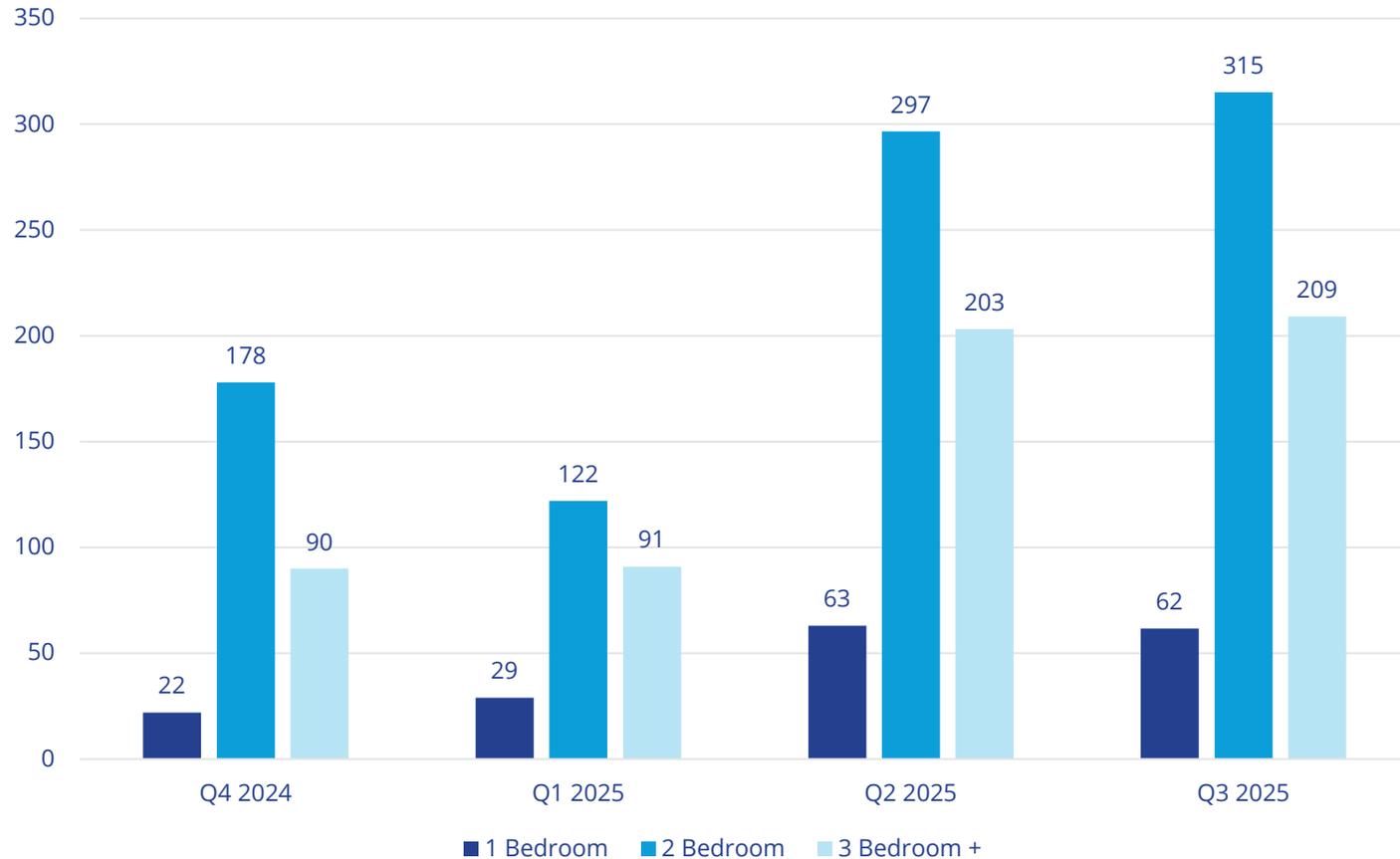
Source: Colliers & Urbis

	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Total	%
Coastal Fringe	0	2	24	274	300	19%
GC Central	279	172	341	262	1,054	68%
Northshore	8	4	21	20	53	3%
Southern Beaches	3	64	50	30	147	10%
Grand Total	290	242	436	586	1,554	100%

Gold Coast Sale Volumes by Composition

12 Month New Unit Sales by Composition

	1 Bedroom	2 bedroom	3 Bedroom +
Q4 2024	22	178	90
Q1 2025	29	122	91
Q2 2025	63	297	203
Q3 2025	62	315	209
Total	176	912	593
Percentage	11%	54%	35%



Source: Colliers & Urbis

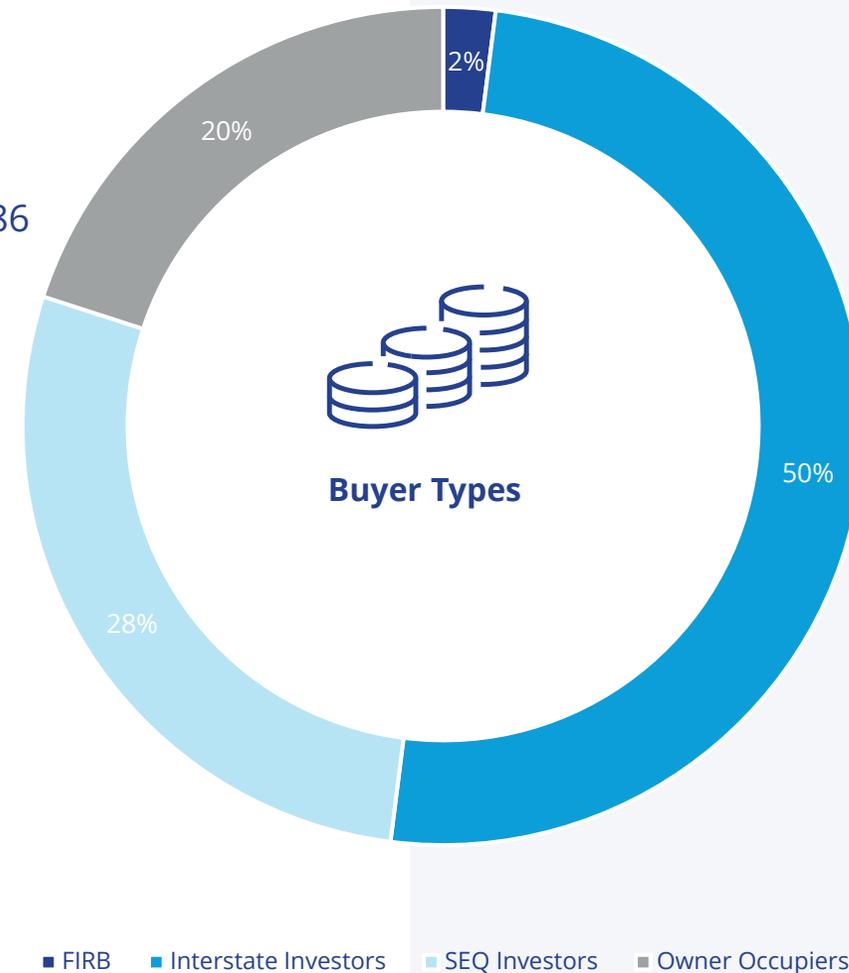
Gold Coast

Current Buyer Profile Statistics

This chart reflects the current buyer profile statistics derived from the 586 new apartment sales in Q3 2025.

We note that:

- FIRB buyer activity fell to 2% in Q3 2025, down 15 percent from the previous quarter.
- Interstate buyers surged to 50% of new Gold Coast apartment purchases, up from 20% previously.
- Local state investors dropped from 42% to 28%, while owner-occupiers remained steady.



Current Economic & Property Market Summary

1

Q3 2025 recorded 586 off-the-plan unit sales, with Cienna Varsity Ridge in Varsity Lakes contributing 274 transactions, nearly half the total. This marks the strongest quarterly result in three years, surpassing the previous high of 470 sales in Q3 2023

2

The weighted average price of new apartments eased further to \$1,605,147 in Q3 2025, down 15.6% from the previous period. This decline is largely due to strong sales at Cienna Varsity Ridge, where the weighted average price was just \$917,701 for new apartments.

3

While the Gold Coast Central Precinct continues to dominate the market, the Gold Coast Fringe, typically a quieter area, has jumped to become the second most active precinct over the past 12 months.

4

The Gold Coast buyer profile shifted significantly in Q3 2025. FIRB activity dropped to just 2%, down 15% from last quarter. Interstate buyers jumped to 50% of new apartment purchases, up from 20%, while local investors declined from 42% to 28%. Owner-occupier demand remained steady.

5

Over the past five years, house prices on the Gold Coast have risen by 84 per cent, outpacing Brisbane at 81 per cent and sharply higher than Greater Brisbane which saw prices rise by 70 per cent. This growth was backed by a 24 per cent increase in the Gold Coast median house price from \$1million in 2023 to \$1.24 million by September this year.

6

We've noted renewed construction activity. The latest RLB Crane Index shows residential cranes on the Gold Coast increased from 56 in September 2024 to 64 this year, with residential projects making up 95.5% of crane usage, particularly in Southport, Mermaid Beach, Surfers Paradise and Broadbeach. Our research indicates the most active price bracket in the Gold Coast housing market is \$1.2 million to \$1.5 million, followed by \$1.5 million to \$2 million.

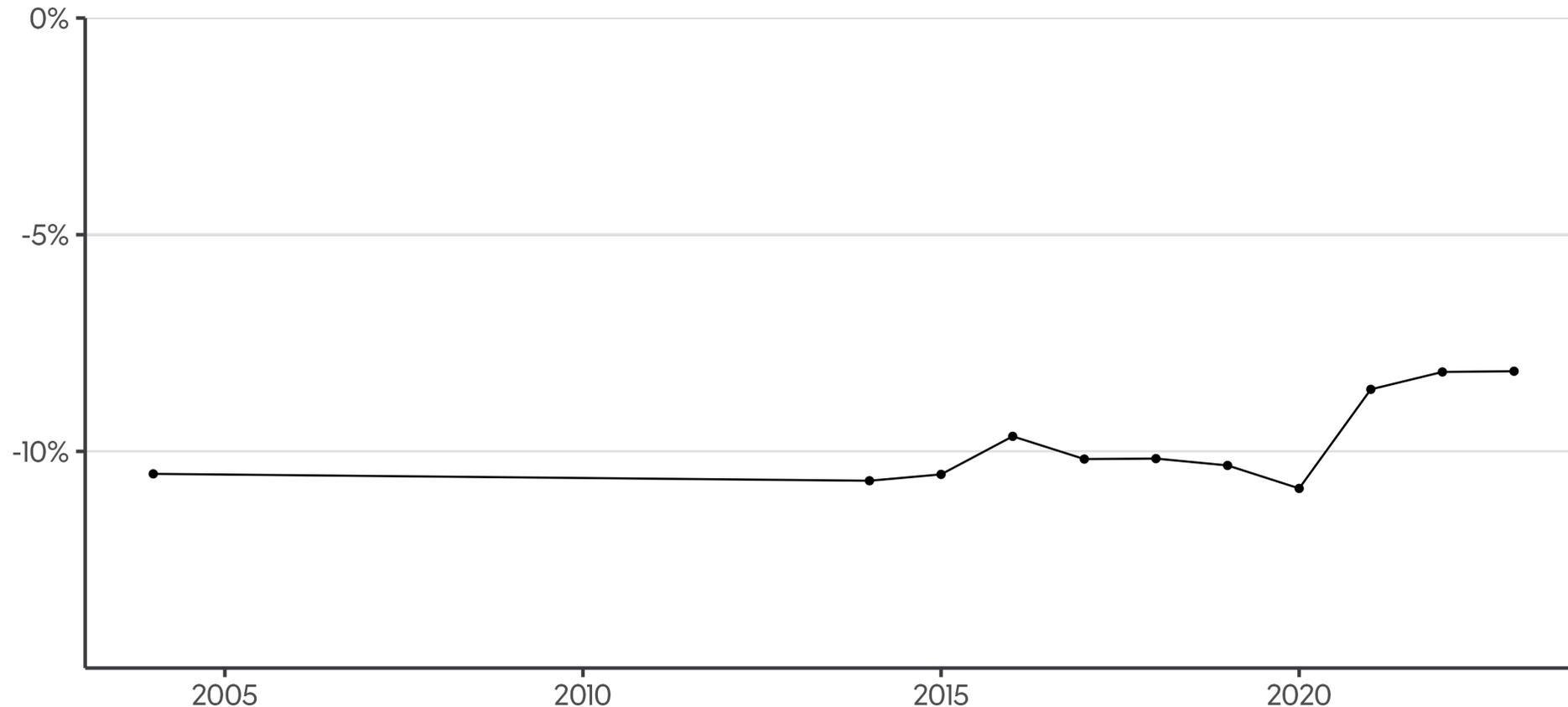
7

The overall residential vacancy on the Gold Coast is 1.6 per cent, well below pre-pandemic levels, with Gold Coast West highlighted as one of the tightest markets at 0.9 per cent, followed by the Hinterland at 1 per cent. Even areas with rising vacancies, such as Gold Coast North (2 per cent) and Central GC which includes Main Beach, Southport, Surfers Paradise, Broadbeach to Miami, and out to the M1 (1.8 per cent), rental housing supply remains below the 3 per cent level typically seen in a balanced rental market.

The Gold Coast has also become a higher average income area since the pandemic (though is still below average nationally)

Gold Coast average taxable income relative to national average

Financial years

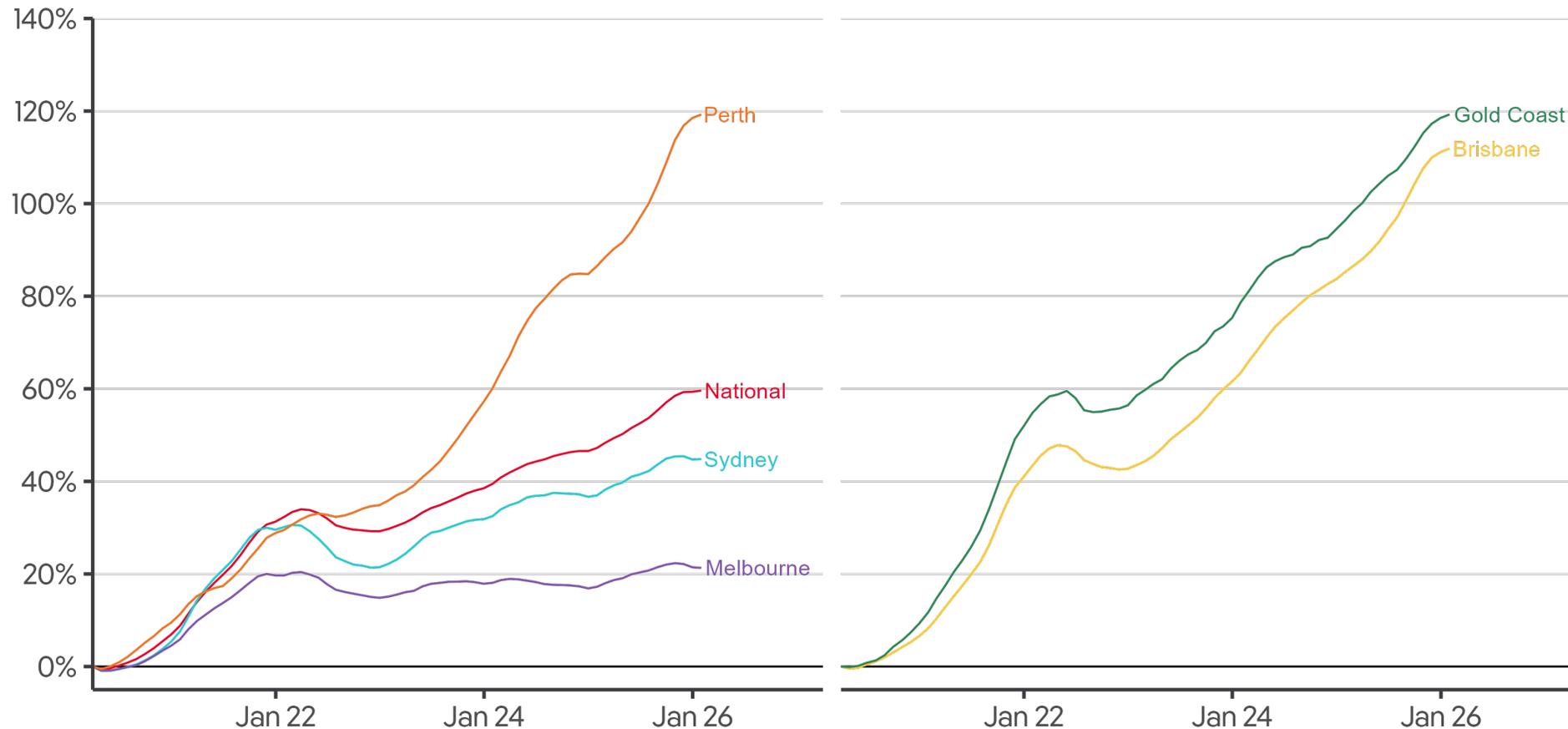


Gold Coast employment is also *less* concentrated in construction, hospitality & retail trade / more like that national average today than it was two decades ago.

Home prices are still grow solidly in the Gold Coast, continuing their ~six year run

Change in home prices

Since March 2020

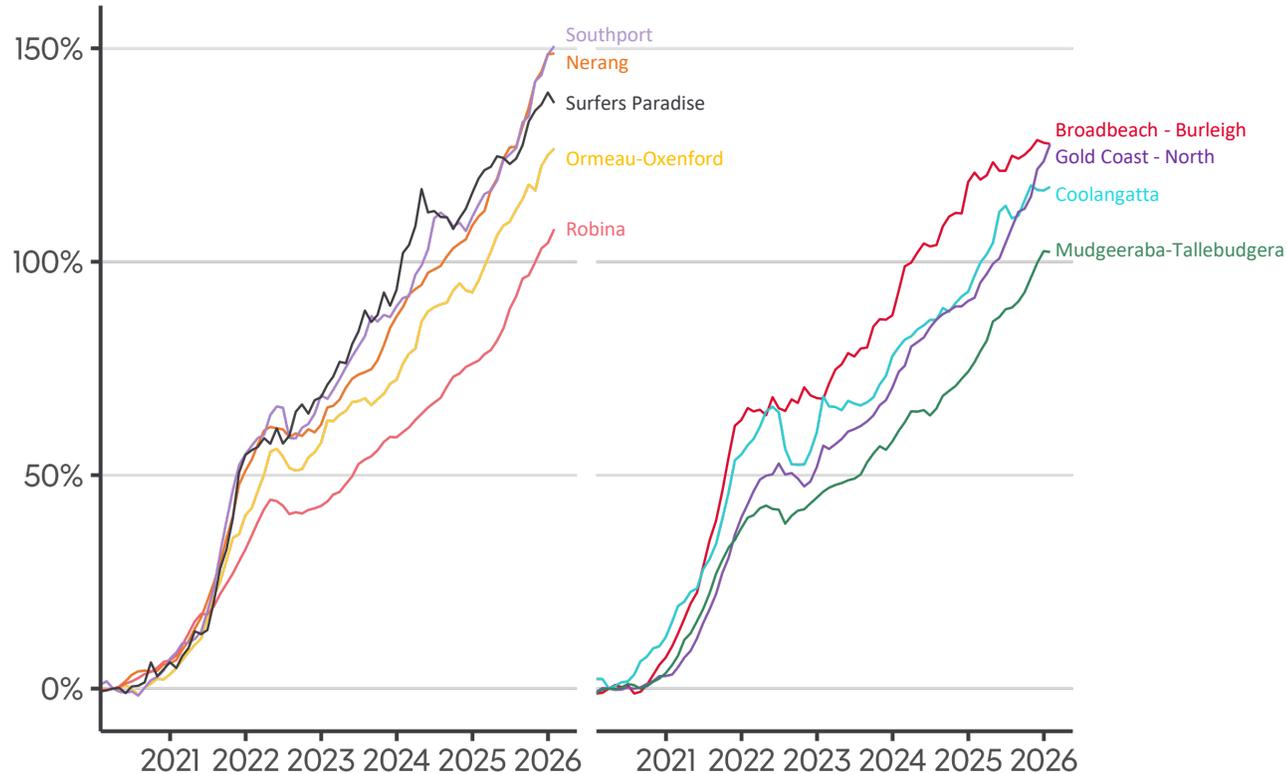


Home prices in Gold Coast up 11.6% in the past year; very similar to the pace in 2023 (11%) and 2024 (12%).

Growth has been strong across the Gold Coast, but particularly so in Southport, Nerang and Surfers Paradise in the past six years

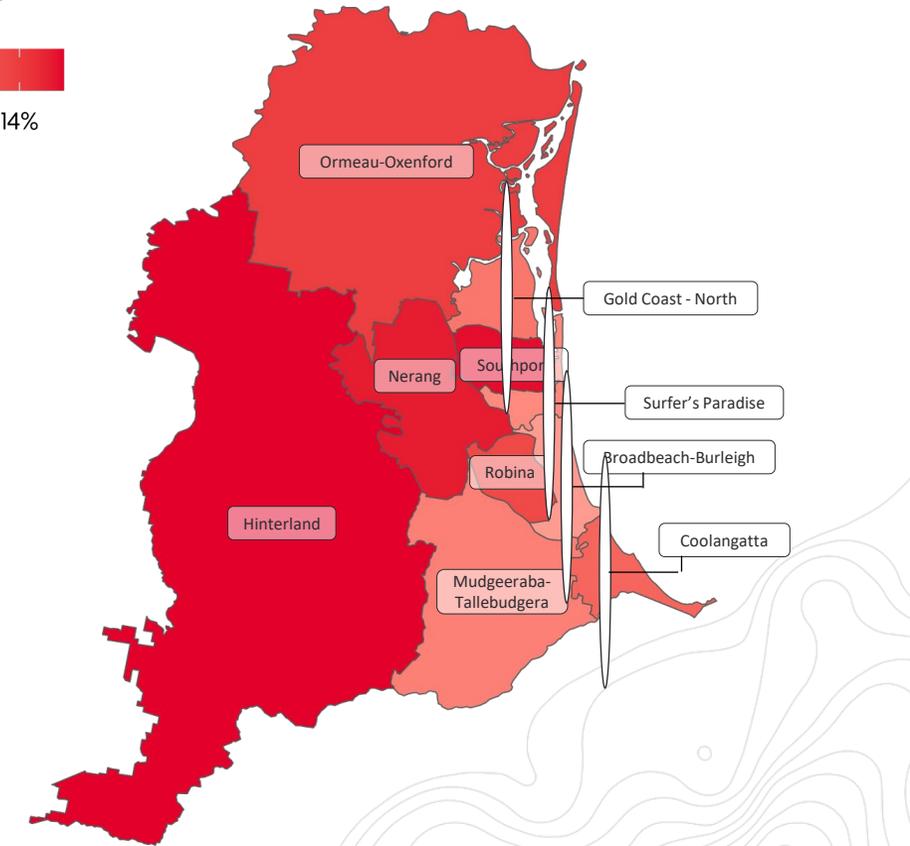
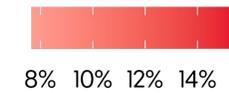
Change in home prices

Units, relative to March 2020



Change in home prices

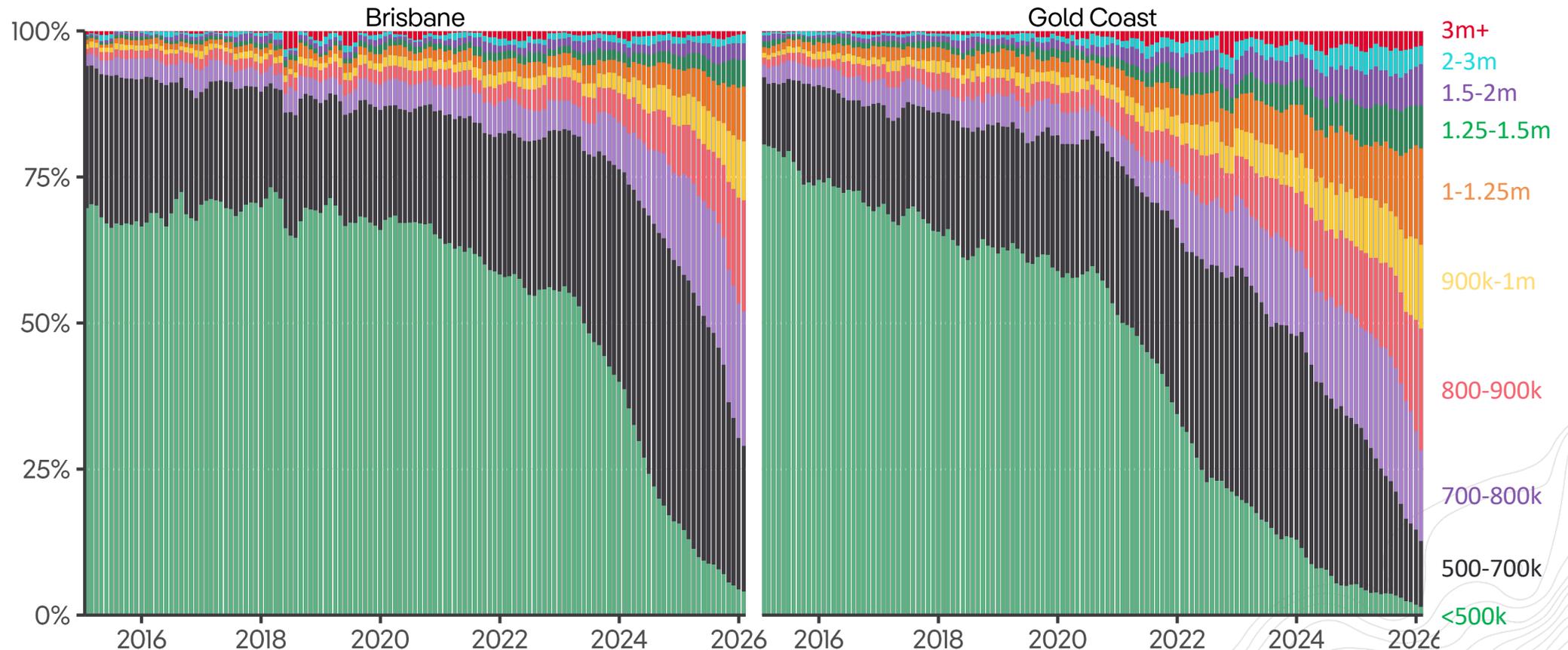
Year-on-year



Gold Coast unit sales are now dominated by 700k-1.25m

Sales by price - Units

Share of sales within rolling three month period



Investors are accounting for a near-record share of buyer activity in Queensland

Investor share of new housing lending



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