

Gold Coast housing market

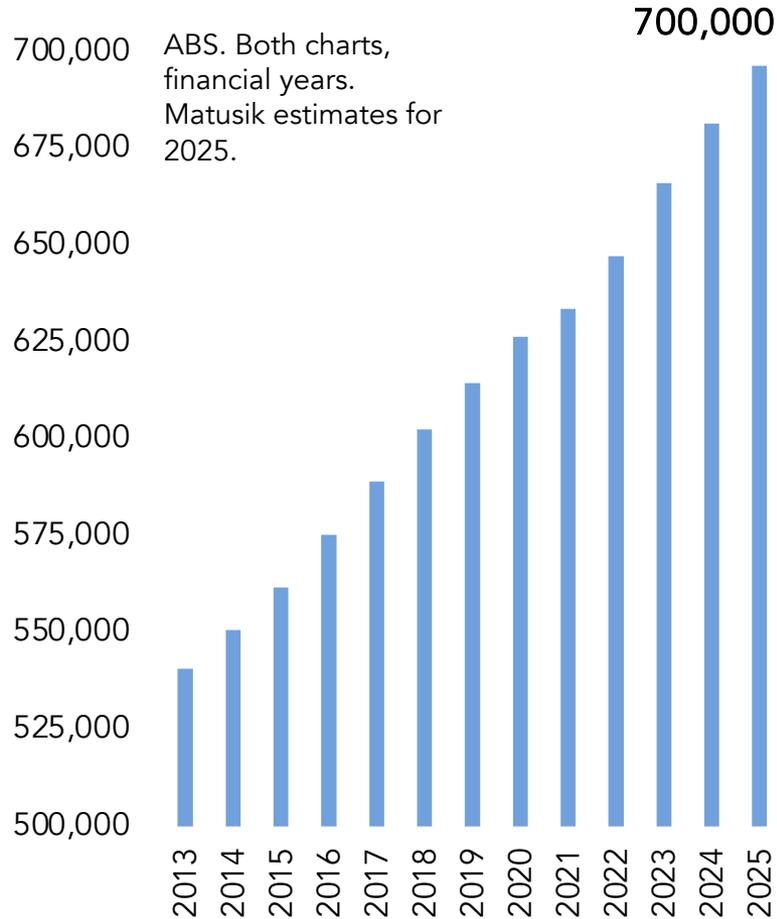
New housing demand versus supply

Resident population + annual growth

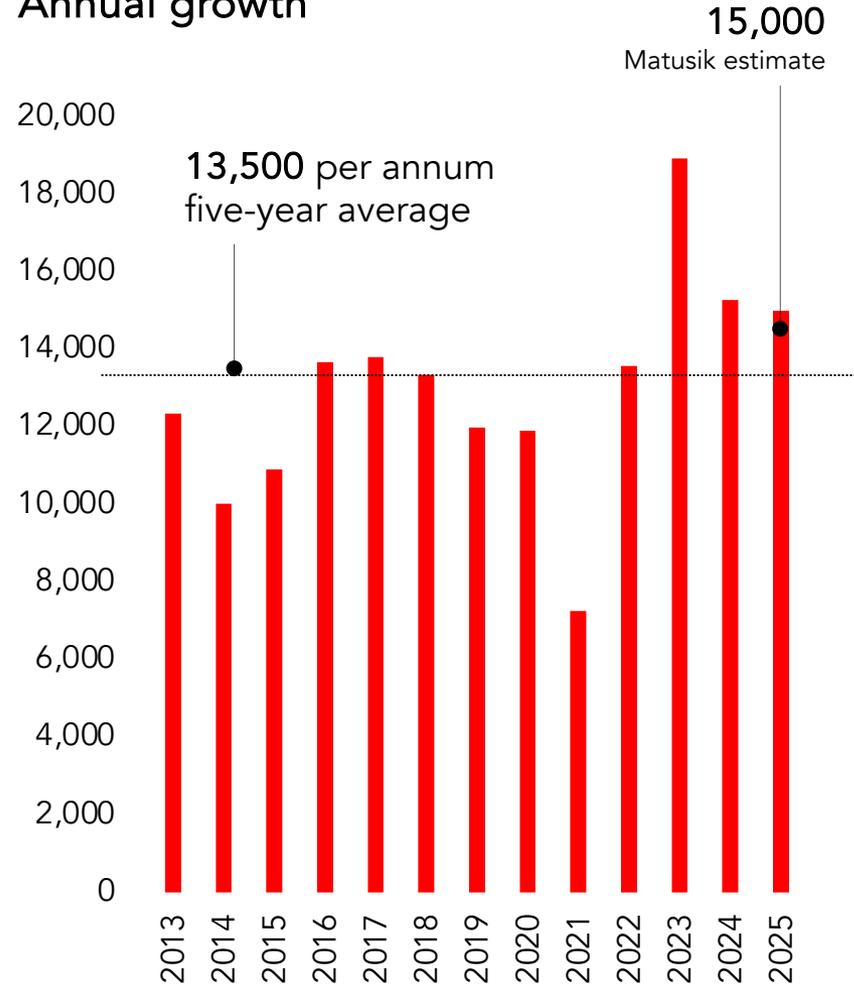
Gold Coast City Council area



Resident population



Annual growth

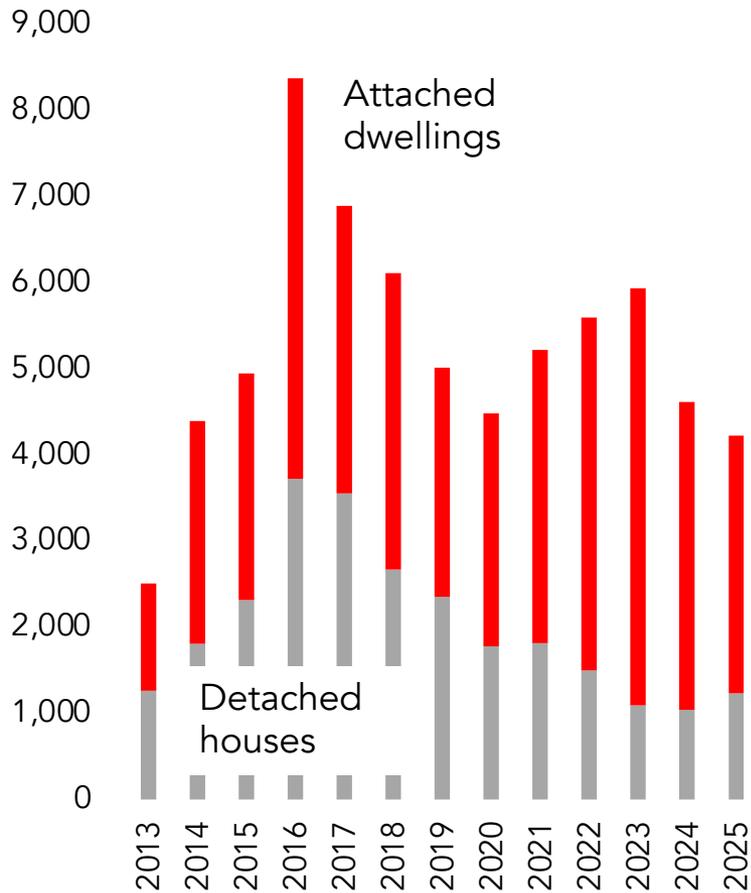


Dwelling approvals + completions

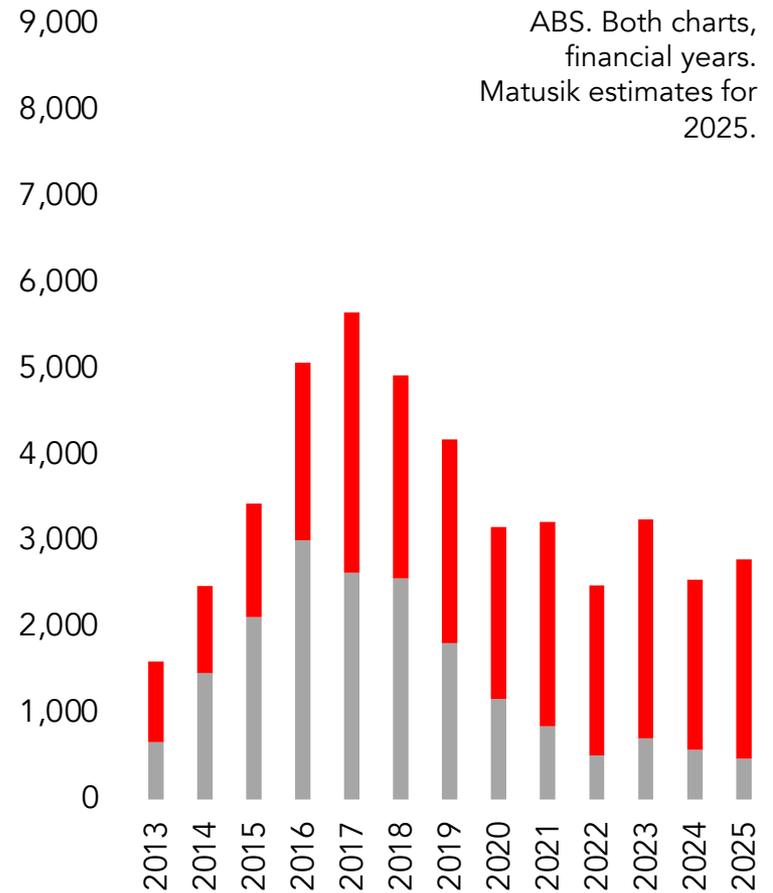
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Dwelling approvals



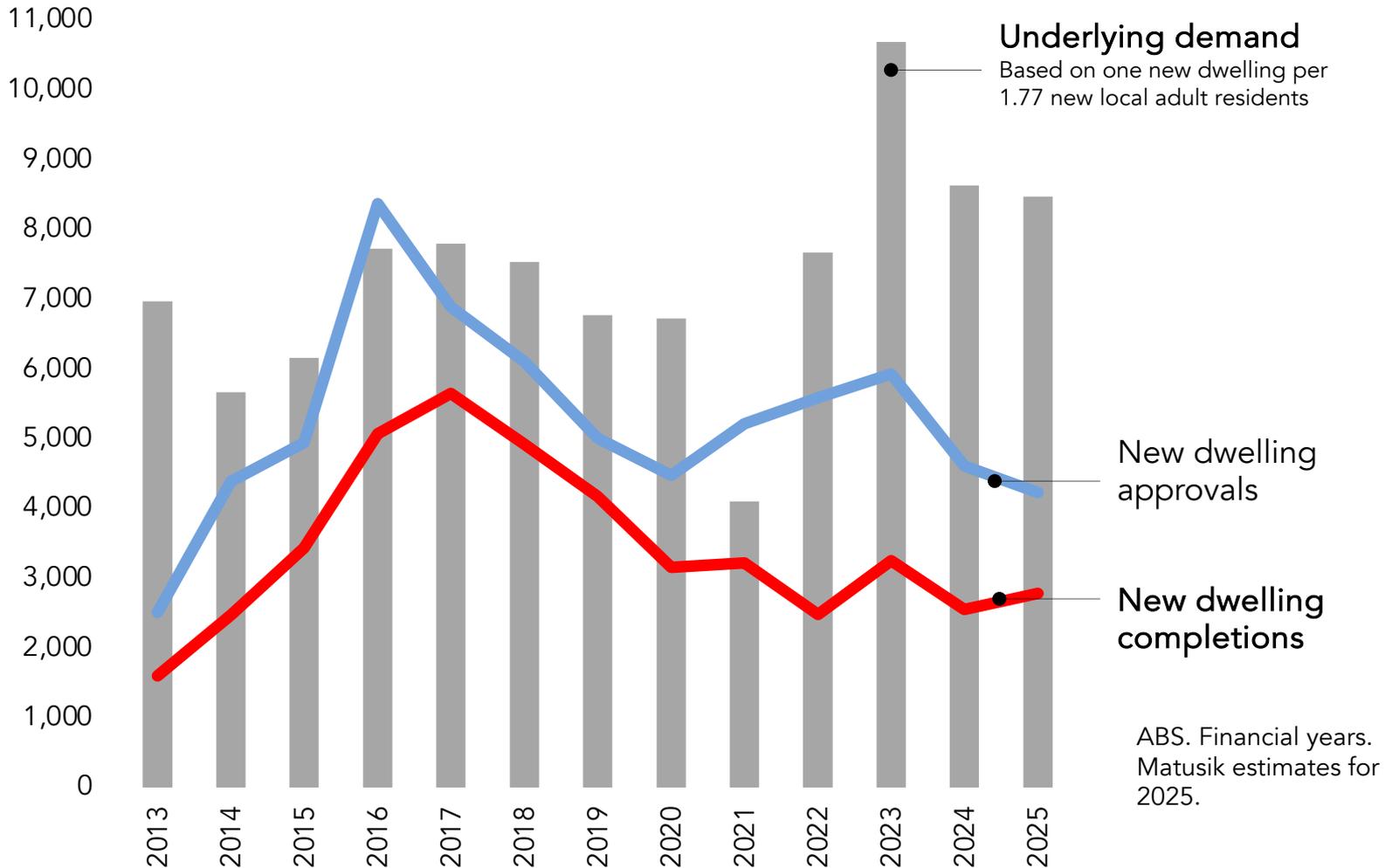
Dwelling completions



ABS. Both charts,
financial years.
Matusik estimates for
2025.

New dwelling supply versus underlying demand #1

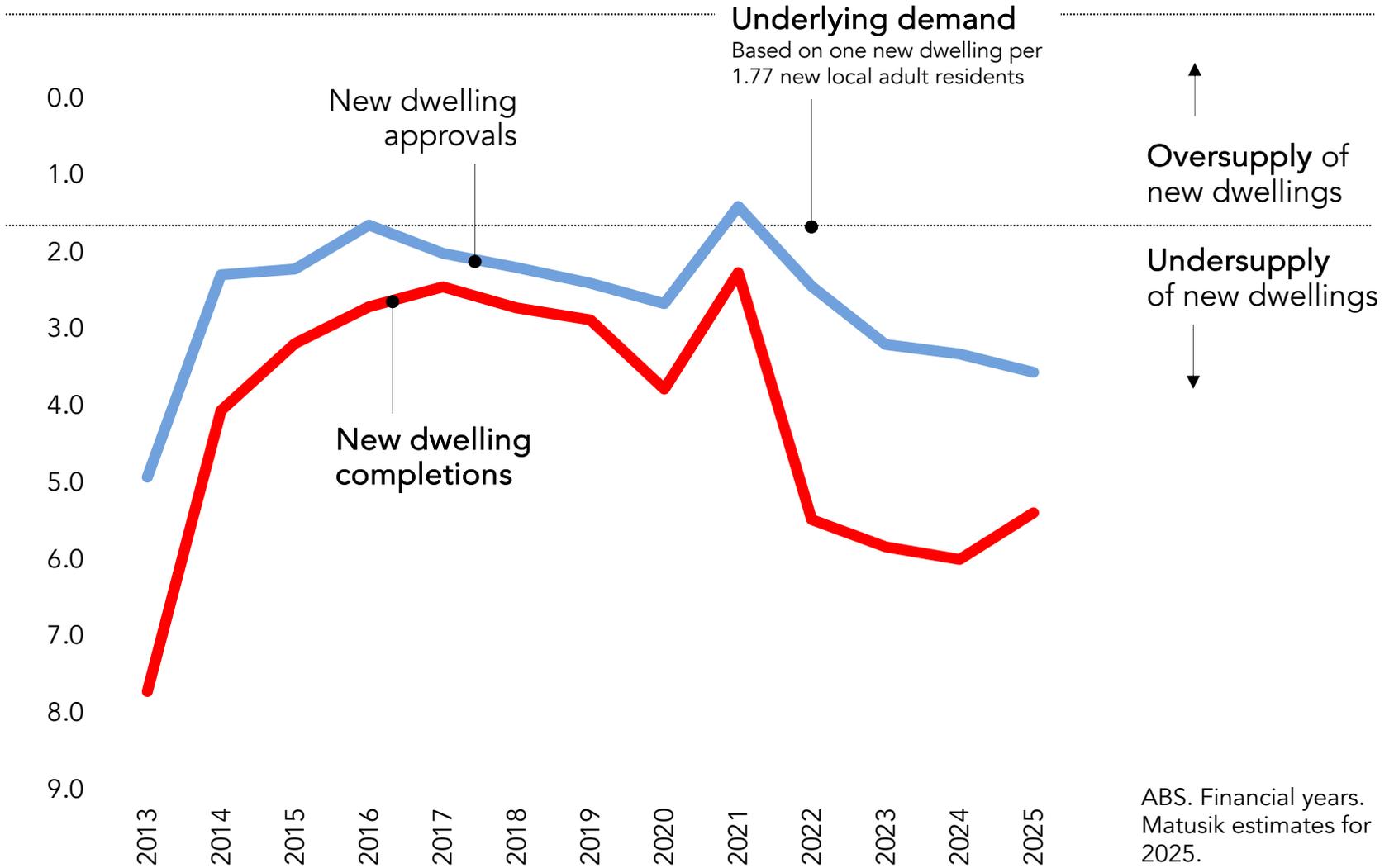
Gold Coast City Council area



New dwelling supply versus underlying demand #2

Gold Coast City Council area

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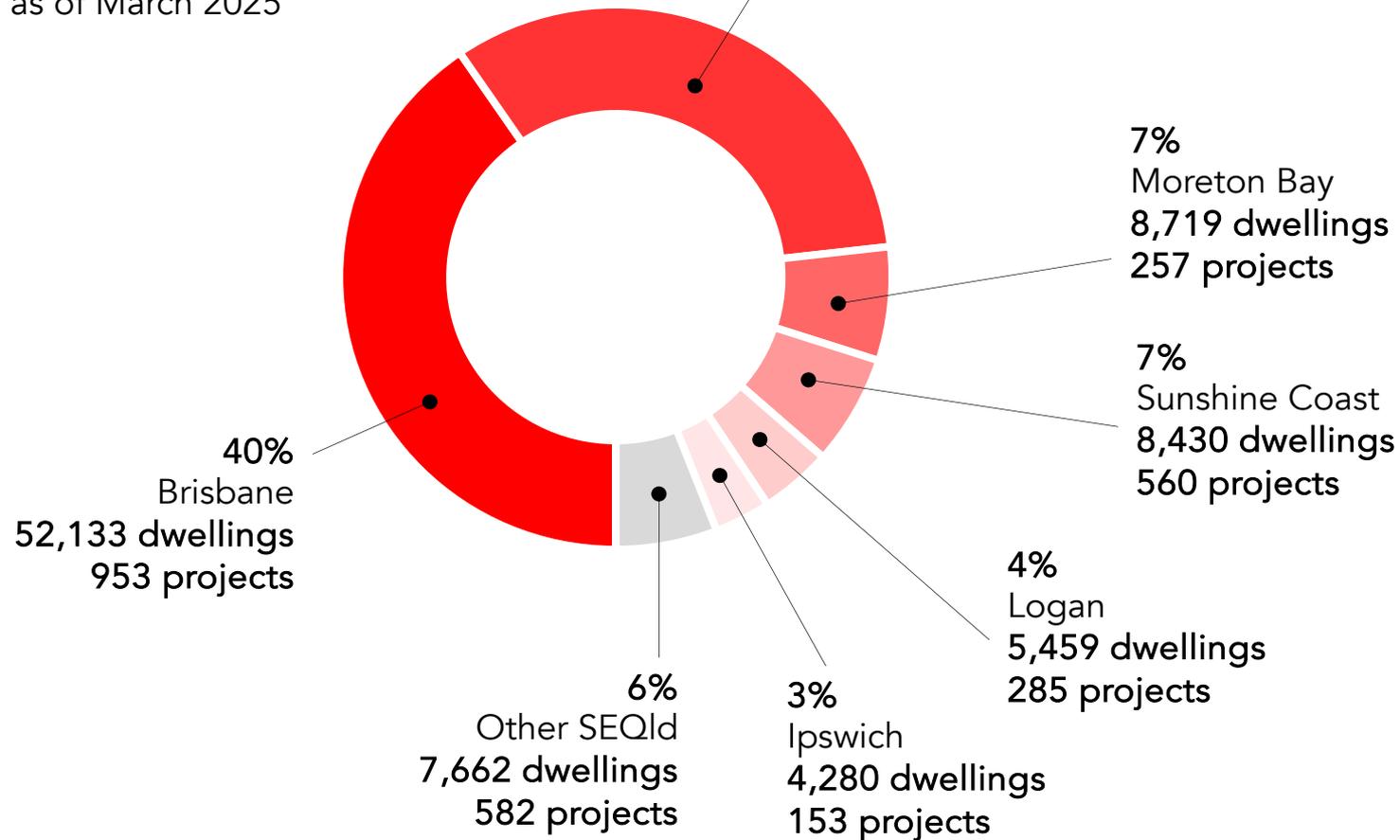
Multiple dwelling approved but not yet completed Southeast Queensland

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SEQld
128,917 dwellings
across 3,853 projects
as of March 2025

33%
Gold Coast
42,234 dwellings
1,059 projects

Up 23% or 7,900
dwellings since
Covid

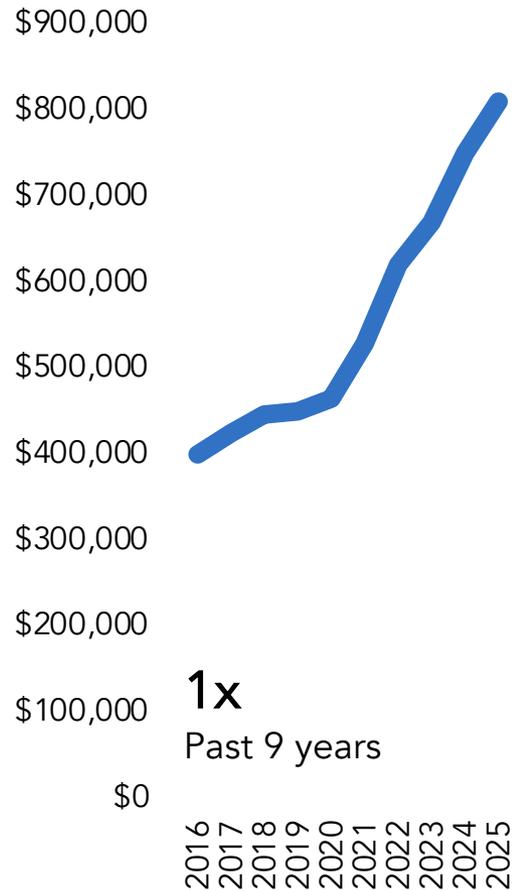


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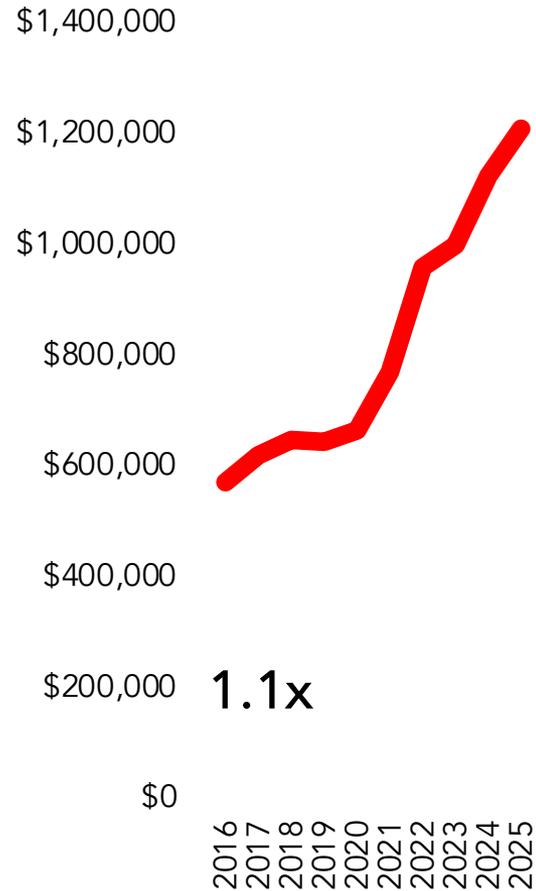
Impacts

Median housing prices Gold Coast

Attached dwellings



Detached houses



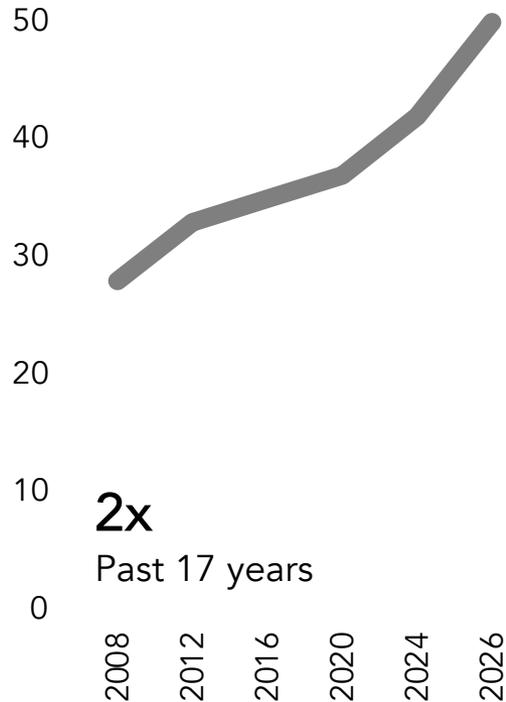
Vacant urban lots



Top end new apartments metrics Gold Coast

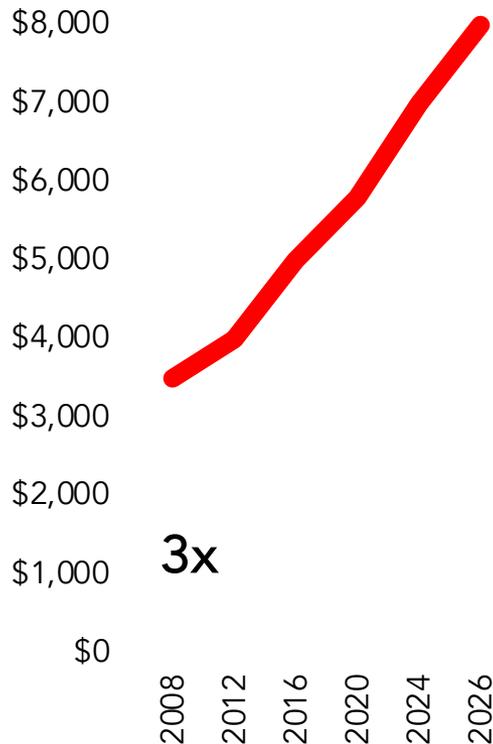
Time to develop ¹

60 months



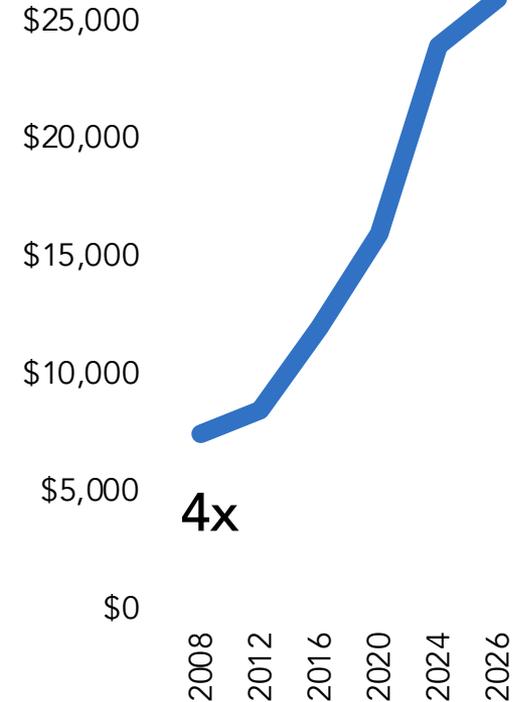
Build price ²

\$9,000 \$/m²



Asking price ³

\$30,000 \$/m²



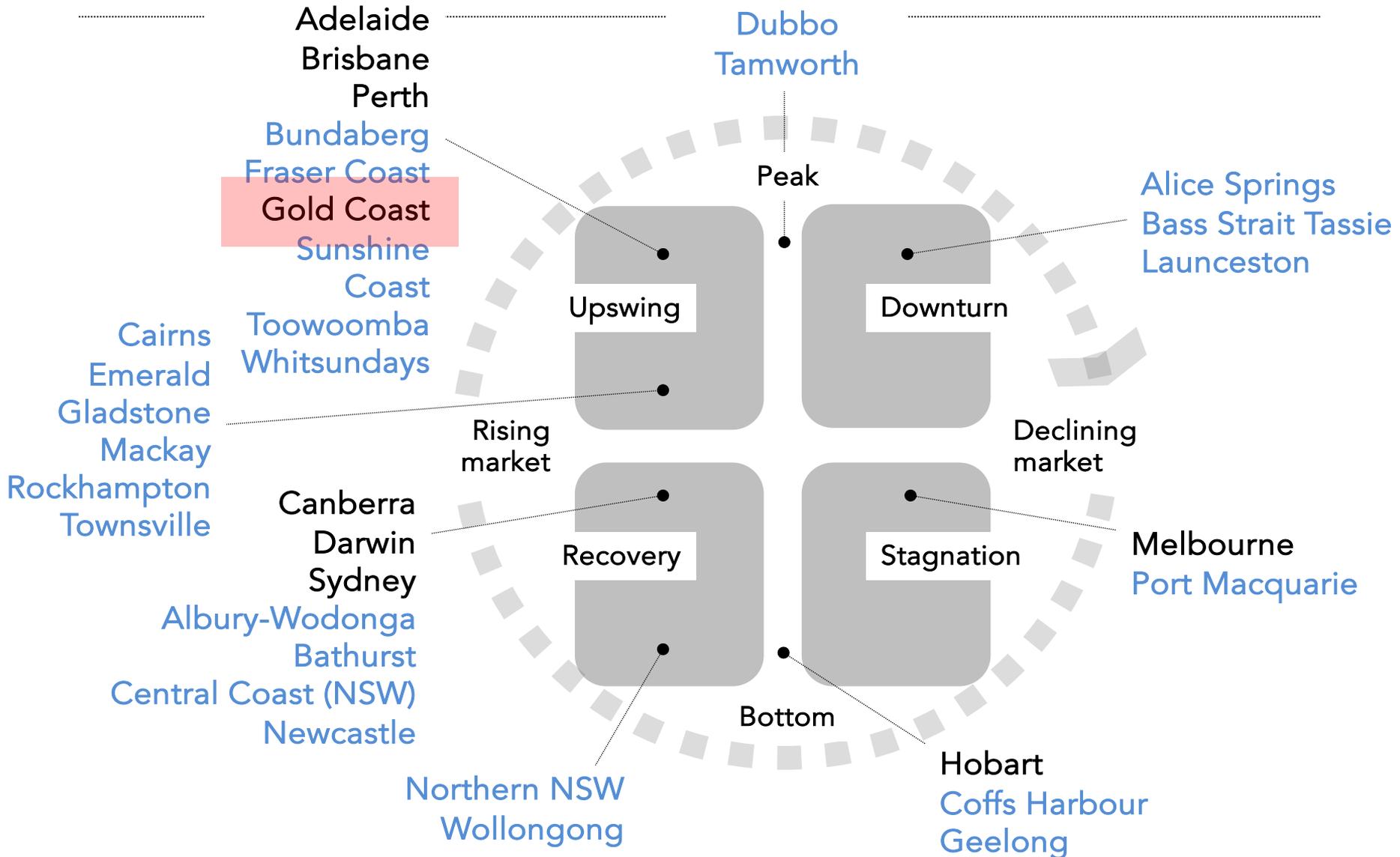
¹ From start of construction to practical completion.

² Includes the cost to build the shell/core, basement, amenities and ultra-spec apartments. Excludes the site price, GST and other taxes, insurances, infrastructure charges, approvals costs, professional fees, holding and marketing costs, agencies fees and profit.

³ Typical realistic asking price for a new top-end apartment in an A grade location.

Matusik Property Clock
 Australian capitals + major urban centres

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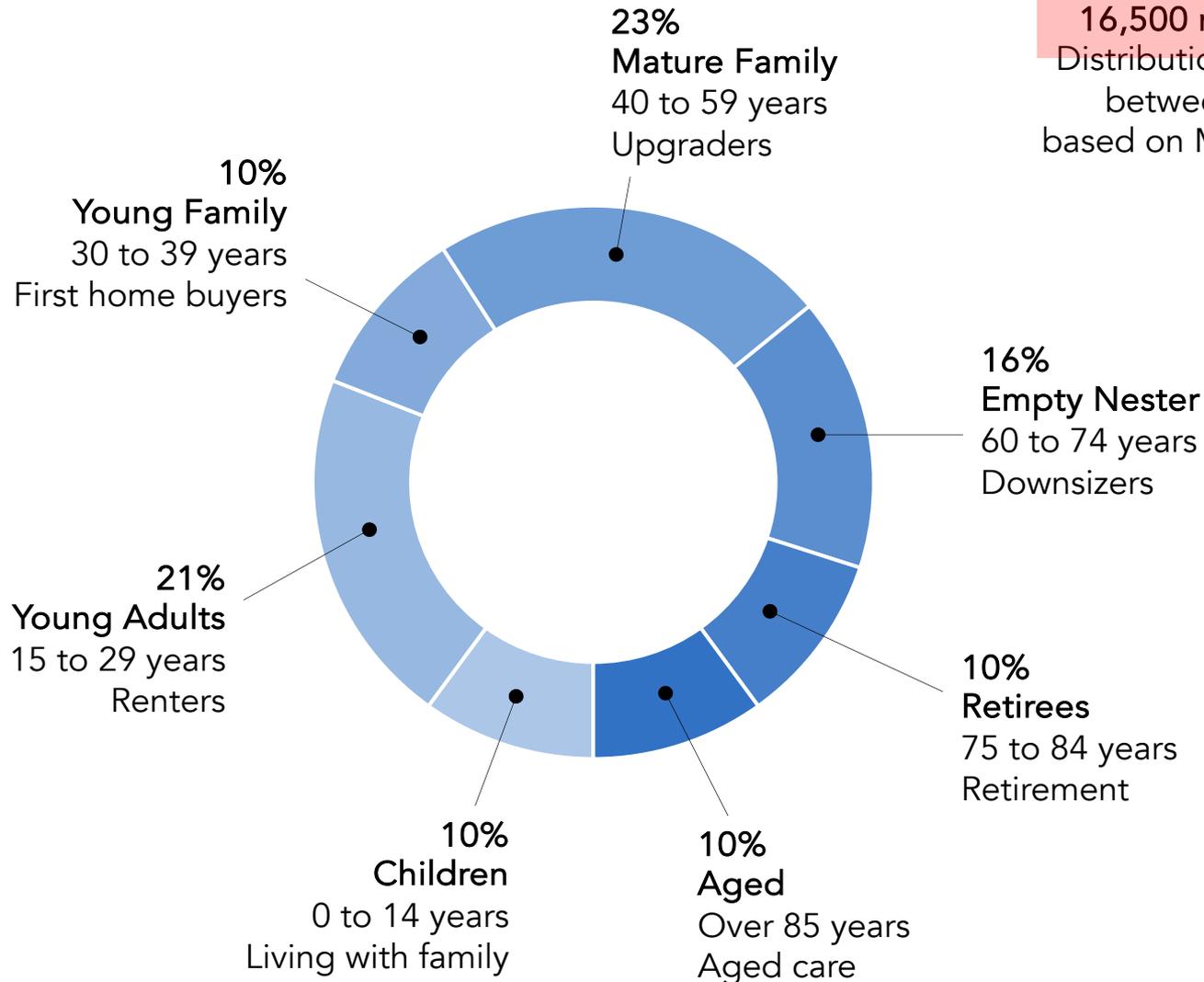
A case
for change

Age group forecasts

Gold Coast City Council area

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16,500 new residents pa.
Distribution by total growth
between 2026 and 2036
based on Matusik estimates.

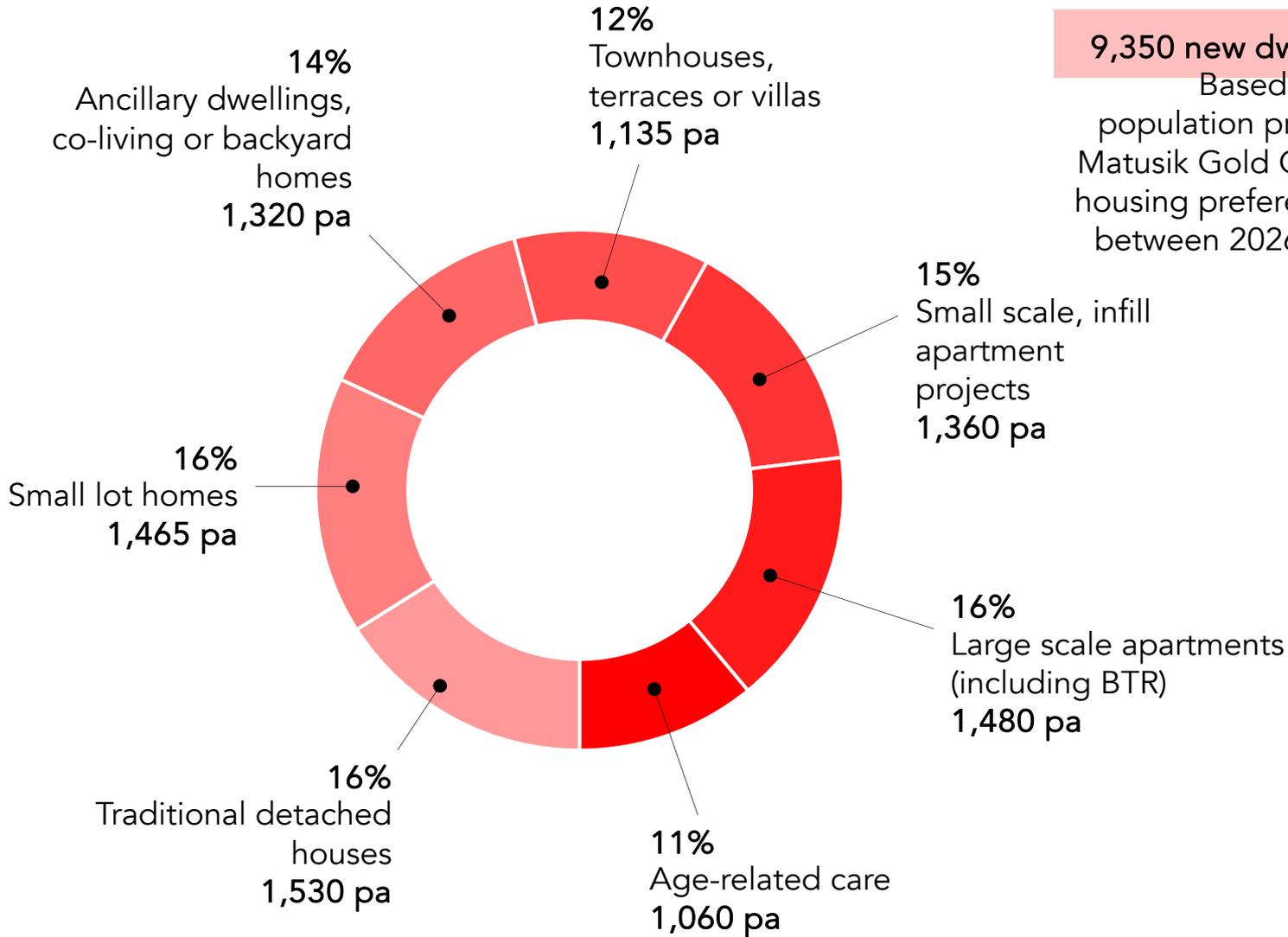


Future housing demand by product type

Gold Coast City Council area

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9,350 new dwellings pa.
Based on Matusik population projections + Matusik Gold Coast urban housing preference model between 2026 and 2036.



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- \$49.5 billion, up \$245m last year, up \$1 billion since Covid
 - 340,000 local jobs, 84% of residents work on the Gold Coast
 - 30% of employed residents (@ 100,000) are 'key workers'
 - Job growth – up 45,000 or 15% since Covid
 - Construction – 18% FTE or 50,000 workers
 - Unemployment rate 3.4%, lower than 4% Queensland average
 - \$172,500 median household income, up \$6,750 (4%) since 2021
 - Top 25% of households accounted for 80% of income growth over the past five years
 - Key workers can only afford \$600,000 or \$550 per week in rent

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End notes

In conclusion...

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- Lack of new housing supply, especially affordable stock
 - Rapid rise of housing costs – to buy + rent
 - Key workers (and others) priced out of the market
 - **Need to supply new homes under \$600,000 or under \$550/week rent**
 - New housing forms are needed
-
- Things that need changing include:
 - Smaller allotment sizes
 - Construction methods i.e. modular
 - Two dwellings per standard lot title
 - Change in tenure + utility provisions/management
 - Wind back recent building compliances i.e. lifts, NIDS + green stuff
 - Lessen local planning regulations
 - Infrastructure charging – how, when and how much

Did you know?

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About 50 000 Gold Coast houses already sit on lots big enough – and clear enough – to host an 80 m² backyard home without touching the main house.

The sweet spots are the 1970s–90s canal suburbs and the hinterland acreage belt.

The more master-planned northern corridor is tighter but still throws up opportunities on the odd oversized block.

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Airbnbs

Not as many as most think and way down on the pre-Covid count

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Eight
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Trusted Property Analysis

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Recommendations MANAGE



Fresh Economic Thinking
Cameron Murray



The Emergent City
The Emergent City



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Julia Matusik

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