

WINTER 2026

Love Property



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WHATS HAPPENING IN THE FRASER COAST PROPERTY MARKET

Over the last two months our real estate business based in Toogoom servicing the Fraser Coast has seen more listings coming to market and slower sales rates particularly for properties over \$1 Million. What we are experiencing on the ground in Toogoom and across the wider Fraser Coast is a direct reflection of a significant shifting tide across the broader Australian property landscape over the last two months.

We have officially entered a multi-speed market where macroeconomic uncertainty, consumer confidence and specific policy changes are putting the brakes on buyer urgency—particularly in the prestige, seven-figure brackets.



The current slowdown is driven by three specific factors that explain exactly why listings are rising while premium sales are tapering.

1. The Federal Budget & Policy Uncertainty

The biggest catalyst for the abrupt shift in buyer behaviour over the past two months stems from the Federal Budget announcements.

Proposed changes limiting negative gearing and capital gains tax (CGT) incentives strictly to newly built developments have sent shockwaves through the investor and luxury upgrade communities.

While these reforms are not yet set in stone, the overwhelming media coverage has triggered a classic "wait-and-see" approach.

The Impact on your \$1M+ Market: Buyers in the seven-figure bracket are heavily reliant on financial predictability. With the rules of the investment model facing their biggest shakeup in a generation, high-net-worth buyers and upgraders are hitting the pause button until they have absolute regulatory clarity.

2. A Plunge in Consumer Confidence

Buyer sentiment has taken a sharp hit, with the ANZ-Roy Morgan Consumer Confidence index hovering near record lows. Furthermore, the Westpac-Melbourne Institute 'House Price Expectations' sub-index plummeted nearly 15% in June.

The Inflection Point: The Reserve Bank's interest rate hike in May—fully unwinding the rate cuts seen last year—pushed monetary policy deep back into restrictive territory.

Why Sales are Slower: Borrowing capacities have shrunk again, and more importantly, the fear of overpaying has returned. Buyers are no longer rushing to purchase out of FOMO (Fear Of Missing Out); they are taking their time, making fewer unconditional offers, and conducting far more rigorous due diligence.

3. The Great "Stock Rebound"

For the past year, the Fraser Coast market was insulated by a chronic, severe shortage of listings. Over the last 60 days, that has changed. Sellers who were waiting for the absolute "peak" of the market have simultaneously decided to list their homes—partially out of concern over future rate directions or tax changes.

The Supply Shift: With new listings rising sharply, the supply-demand equation has rebalanced. Because buyers have more options on the market, the intense competition that previously compressed "days on market" has dissipated.

What This Means for Property?

The fundamental drivers of the Fraser Coast—the \$1 billion+ infrastructure pipeline, the local population growth, and the coastal lifestyle appeal—are still entirely intact. Demand has not vanished; it has simply become highly selective.

Properties are no longer selling themselves on momentum alone. In a market where inventory is rising and buyers are cautious, success now rests entirely on precision pricing and highly strategic, localised marketing.



20 Moreton Street, Toogoom, Qld 4655

Set on a rare 1,214sqm waterfront allotment, this classic Toogoom home offers direct water access, a massive three-bay shed, and endless potential to personalise. Enjoy a relaxed coastal lifestyle within walking distance of cafés and the boat ramp, while remaining conveniently connected to Hervey Bay's major amenities and airport.

3 Beds, 2 Bath, 4 Cars, 1,214 sqm

ALL OFFERS CONSIDERED



67 Moreton Street, Toogoom, QLD 4655

Rare commercial investment opportunity on the sought-after Toogoom Peninsula. This freehold property at 67 Moreton Street features 5 fully leased tenancies, generating over \$132,000 net annually with a 6.8% return plus outgoings. A diverse tenant mix provides strong cash flow, stability, and long-term growth potential in the Fraser Coast region.

Land Area - 809sqm, Floor Area - 825sqm, 3 beds, 2 bath

\$1,950,000 including GST



83 Shellcot Street, Toogoom, Qld 4655

This beautifully maintained coastal home is located just 300 steps from Toogoom Beach. Offering three bedrooms, two bathrooms, open-plan living, tropical gardens, and spacious outdoor entertaining areas, it provides a relaxed beachside lifestyle. Close to shops, cafés, Hervey Bay CBD, and the airport, it combines comfort and convenience.

3 Beds, 2 Bath, 4 Cars, 601 sqm

OFFERS \$820,000



WATERFRONT GOLD



34 Moreton Street, Toogoom, Qld 4655

Rare north-facing waterfront home in Toogoom on 1,134sqm with stunning, ocean and creek views. Features a character filled 3 bedroom home, and 6.6kW solar. Renovate, rebuild, or enjoy as-is. Walking distance to local cafés, boat ramp, and more and just 20 minutes to Hervey Bay CBD and Hospital.

3 Beds, 1 Bath, 4 Cars, 1,134 sqm

\$1,850,000



15 Kingfisher Pde, Toogoom, Qld 4655

Live the ultimate beachside lifestyle in this beautifully restored Toogoom cottage. Featuring a spacious alfresco deck, modern kitchen and bathroom, new foundations and roof, plus a large powered shed with dual side access. Ideal as a permanent home or holiday retreat, it combines coastal charm, comfort, and practical storage.

2 Beds, 1 Bath, 2 Cars, Lovingly Renovated Cottage + 2 SHEDS, 546sqm Land, \$770,000



**ACREAGE
DUAL LIVING
WALK TO BEACH**



340 Oregan Creek Road, Toogoom 4655

This rare acreage estate offers a lifestyle defined by space, tranquility, and the rhythmic sound of the Pacific Ocean. Situated just 200 meters from the pristine sands of Toogoom Beach, this property masterfully bridges the gap between a private rural retreat and a premier coastal lifestyle.

Home - 2 beds, 2 bath + Apt - 1 Bed, 1 Bath, 4,973 sqm

\$1,265,000



34 Fraser Waters Parade, Toogoom, Qld 4655

Discover coastal living in this immaculate, one-owner home just 6 years young. This modern 4-bedroom property offers comfort and freedom, only a 140m stroll to Toogoom Beach. Enjoy morning swims and afternoons at local cafés, with side access ideal for a boat or caravan.

4 beds, 2 bath, 4 car, 649 sqm

\$848,000



30 Pandanus Drive, Dundowran Beach Hervey Bay

This impressive coastal residence at 30 Pandanus Drive, Dundowran Beach sits on a sprawling 2,265 sqm block in a tightly held beachfront pocket. The home spans approximately 580 square metres, offering expansive living areas, dual living, pool, and a leafy outlook just moments from the beach, making it an ideal coastal retreat close to Hervey Bay amenities.

8 beds, 4 bath, 4 car, 2,265 sqm

\$2,385,000

LAND



77 Moreton Street, Toogoom Hervey Bay

Positioned in the peaceful coastal community of Toogoom, this 809sqm vacant block offers an exceptional opportunity to build or invest in a sought-after lifestyle location. Approved for townhomes, the property presents excellent development potential just moments from the water. Enjoy pristine beaches and cafes, this is a rare chance to secure land in a tightly held coastal pocket.

OFFERS \$895,000

LAND + 2 SHEDS



11 Lewis Court, Toogoom, Qld 4655

Escape to a quiet cul-de-sac in a sought-after beachside location, where the hard work is already done. This fully fenced block offers a ready-to-go foundation for your dream coastal home or weekend getaway. A standout feature is the premium 6m x 9m shed with power, NBN, and water, fully lined, partially insulated, and fitted with a security screen slider and roller door perfect as a weekender or hobby space.

697sqm - Residential land

OFFERS \$499,000

**RETAIL OR
OFFICE RENTAL**



14 Roberston Street, Torbanlea, Qld 4665

Outstanding location offering high visibility, ideal for retail, hair salon, medical, pet grooming. Land size - 559 sqm

\$450 per week



Corner Booral Road & River Heads Road, Booral QLD 4655
Service Centre Site

3.76 Hectares

\$2,500,000

SOLD



40 Moonbi Street, Scarness, Qld 4655

4 beds, 2 bath, 3 car, 797 sqm

Offers Above \$870,000

UNDER CONTRACT



7 Pilbara Way, Burrum Heads, Qld 4659

3 beds, 2 bath, 4 car, 821 sqm

\$968,000



SOLD

12 Roberston Street, Torbanlea, Qld 4655

Retail shop, and cafe

SOLD



SOLD

7 Charmed Waters Court, Burrum Heads 4659

691 sqm - Residential Land, Walk to beach and village

\$425,000

SOLD



40 Pulgul Street, Urangan Hervey Bay

The subject property, spanning 9,758 sqm (2.41 acres), is zoned for high-density residential development, providing a significant canvas for a landmark project. Its elevated position offers the potential for 360 degree sweeping views, which will enhance the value and appeal of any future development.

OFFERS OVER \$5,000,000

SOLD



201 Showgrounds Rd, Maryborough

The subject property, spanning 2.859 ha (7 acres), is zoned for medium-density residential development with the added advantage of offering considerable planning documentation allowing for a significant head start with the DA lodgement of development application configuring of a Lot One (1) Lot into Thirty-Seven (37) Lots.

OFFERS OVER \$2,200,000

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