



Dear Maroochy Waters Homeowner,

I'm pleased to share this market update for the period from July 2024 to June 2025. Maroochy Waters continues to be one of the most tightly held and sought after areas on the Sunshine Coast, offering an unmatched blend of lifestyle and natural beauty.

This report highlights notable sales, buyer trends, and current market movements, all tailored to reflect the exceptional quality of the 305 waterfront houses in Maroochy Waters. Whether you are considering your next step or simply wish to stay informed, I hope you find this update valuable and relevant.

If you ever wish to have a more specific conversation about your property, I'm always available for a confidential discussion.

Warm regards,

Bela Holbrook





Market Snapshot

The last 12 months

HIGHEST SALE \$2,620,000

MEDIAN HOUSE PRICE \$1,875,000

AUCTION CLEARANCE RATE 62.5%

AVERAGE DAYS ON MARKET 55

NO. OF SALES 15

These figures reflect the continued strength and resilience of the Maroochy Waters property market. With buyer demand remaining high and limited stock available, quality homes are achieving strong prices and selling within a competitive timeframe.

If you are considering selling and would like a clearer understanding of what works and what to avoid based on insights from the last 15 sales, get in touch today. I would love to dive deeper into the facts and tailor the best possible plan to suit you and your property.

First impressions are lasting, and it is my job to guide you smoothly through the process to generate strong competition and achieve the best possible price.

RECENT

29 GLENLEA DRIVE Sold 17 th August \$1,990,000 Frontage 20m 735m2	5	3	3
1/114 TEPEQUAR DRIVE Sold 1 st October \$2,500,000 Frontage 34m 414m2 duplex	5 🕮	3	2 🗐
2/114 TEPEQUAR DRIVE Sold 1 st October \$1,500,000 Frontage 24m 355m2 duplex	4 🕮	2 🖨	3
2/106 MAROOCY WATERS DRIVE Sold 23 rd October \$1,350,000 Frontage 6m 195m2 duplex	3	2 💭	2 🗐
13 SCHIRRMANN DRIVE Sold 7 th November \$2,100,000 Frontage 20m 654m2	4 🕮	2 🔁	2 🗐
122 TEPEQUAR DRIVE Sold 27 th November \$1,900,000 Frontage 12.5m 517m	3 🕮	2 💭	3
54 GLENLEA DRIVE Sold 2 nd December \$1,850,000 Frontage 20m 629m2	4 🕮	3	3 🗐
47 SUMMER DRIVE Sold 27 th February \$1,726,000	4 🕮	2	2

Frontage 11m | 818m2

SALES.

64 GLENLEA DRIVE Sold 20 th March \$2,600,000 Frontage 20m 742m2	4	2	2
30 MAROOCHY WATERS DRIVE Sold 25 th March \$1,850,000 Frontage 15m 700m2	4	2 💭	3
31 GLENLEA DRIVE Sold 29 th April \$1,710,000 Frontage 20m 723m2	4	2 💭	2 🗐
37 GLENLEA DRIVE Sold 9 th May \$1,715,000 Frontage 16.4m 720m2	4	2	2
46 GLENLEA DRIVE Sold 21 st May \$2,490,000 Frontage 20m 743m2	4	2	2
2 SWINBOURNE LANE Sold 23 rd May \$2,620,000 Frontage 23m 755m2	3	2 💭	2 🗐
27 GLENLEA DRIVE Sold 14 th June \$1,875,000 Frontage 20m 735m2	4	2	2





MAROOCHYWATERS.COM.AU

RUN BY BELA HOLBROOK



Maroochy Waters is a residential waterfront estate in Maroochydore, located along the banks of the Maroochy River. It stands out as one of the last canal developments in Queensland with direct access to the river system, an advantage that future projects simply cannot replicate. The estate was developed in three stages during the late 1970s, mid 1980s and early 1990s. As a result, the area offers a wide variety of home styles and architecture. Today, the neighbourhood is undergoing a transformation, with many older homes being knocked down and rebuilt into modern waterfront residences.

Often referred to as Noosa Waters' little brother, Maroochy Waters shares the same prized river and ocean access via a sandbar, making it a dream location for water lovers. Back when the estate was first launched in the 1970s, waterfront blocks sold for just \$22,000 and dry blocks for \$18,000, a far cry from today's property values.

Locals make the most of the lifestyle, with residents using the waterways for boating, skiing, paddleboarding and kayaking. The area comes alive in the mornings and late afternoons, with paddlers training, families enjoying the calm waters and children playing safely along the shoreline.

Why People Love Maroochy Waters

- Direct access to the Maroochy River
- · Convenient location near Maroochydore CBD and the Homemaker Centre
- · Walking distance to Maroochydore State High and Primary Schools, Stella Maris Catholic School and local childcare centres
- · Great selection of nearby cafes and restaurants
- · Easy access to shopping facilities
- · Breathtaking sunrises and sunsets

PREPARING TO SELL

Deciding to sell your property is a significant moment—whether it's your family home, an investment, or a lifestyle shift. And while market conditions play a role in your result, one of the most powerful levers within your control is how you prepare your property for sale.

Why Presentation Matters

First impressions are formed within seconds. Whether it's the online listing, a drive-by, or the first few moments of a private viewing, buyers make snap judgments that influence how emotionally and financially invested they become.

A well-presented home:

- Photographs better, leading to more online clicks and stronger buyer enquiry.
- Feels more spacious, calm, and aspirational.
- Reduces buyer objections, removing reasons to negotiate down.
- Stands out, especially in markets with comparable stock.

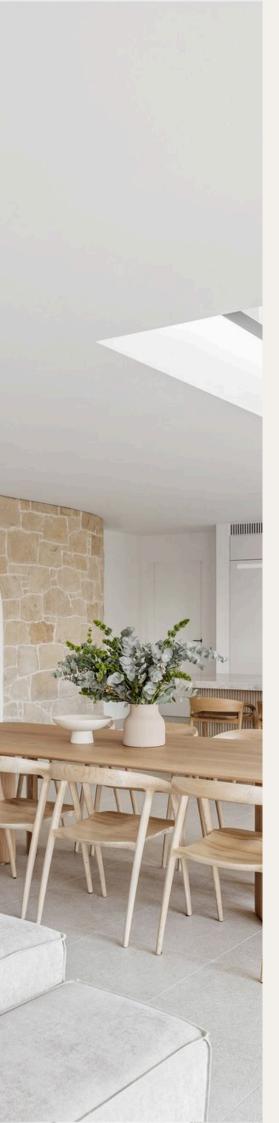
The right presentation can add tens of thousands—if not more—to your final sale price.

Small Improvements, Big Impact

You don't need to do a full renovation to make a big impact. Often, it's the small, smart upgrades that bring the greatest return:

- Fresh paint in neutral tones modernises a space instantly.
- Lighting and tapware updates can shift a dated space to something current.





- Landscaping and curb appeal drive up perceived value before buyers even walk in.
- Minor repairs, like fixing door handles, leaky taps, or patching holes, show care and reduce buyer doubts.

As part of my process, I provide tailored advice on what's worth improving and what's not, so you spend your time and money in the right places.

Declutter, Detach, Depersonalise

This is where the emotional shift begins. From home to product. Removing excess furniture, packing away personal items, and creating open, flowing spaces allows buyers to project themselves into your home. You're not erasing personality, you're making room for the buyer's imagination to take hold.

Professional Styling: Is it Worth It?

In short—yes, often. Professionally styled homes consistently achieve stronger buyer engagement and higher offers. Even partial styling, where your furniture is enhanced with key pieces, can lift the appeal significantly. Think of it as packaging your property like a high-end product. It's not about pretending, it's about showcasing its full potential.

Your Personalised Selling Strategy

Every home is unique, and so is every sale. When you work with me, you don't get a cookie-cutter plan, you get a tailored strategy built around your goals, your timeline, and your property's specific strengths. From pre-market preparation and pricing guidance to negotiation and settlement, I'm here to guide you every step of the way.

If you're thinking about selling, whether now or in the coming months, let's talk early. The more time we have to prepare, the more power we have to influence the outcome.

LOCAL BUSINESSES

PONTOON WORKS

Pontoon Works is a fully insured marine maintenance and construction company based on the Sunshine Coast, servicing all of Southeast Queensland. We pride ourselves on delivering high quality workmanship that ensures the longevity of your marine structures, whether it's marinas, jetties, pontoons or boardwalks. Our services include new jetties, new piled decks, pontoon repairs, recarpets and accessories. Owner and operator Lindsay Parker is a fully qualified carpenter with over 20 years of experience in marine construction, installation and maintenance.



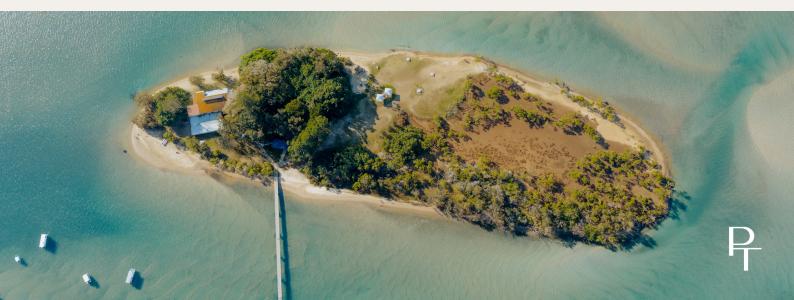
0403 322 561 | admin@pontoonworks.com.au

DOLPHIN MARINE

As an authorised service dealer, Dolphin Marine offers the highest quality repairs and servicing for most major brands including Yamaha, Volvo Penta, Evinrude, Mercury, Suzuki, Honda and more. Quality service and precision workmanship are what you can expect from our fully trained and knowledgeable team. Our friendly staff and experienced technicians are ready to help with all your marine needs and get you back on the water. Our services include diesel servicing and repair, inboard and stern drive servicing and repairs, outboard motors, trailer repairs, boat fit outs, fibreglass repair, canopies and covers, and full detailing.



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Curious about the market value of your property?

Feel free to give me a call on 0499 925 682 or email me on bela@propertytoday.com.au to discuss further.



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