

Maroochy Waters Market Update

July 2024 - June 2025



PropertyToday

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



An aerial photograph of a waterfront residential area, likely Maroochy Waters, showing numerous houses with swimming pools and private docks along a canal. The water is a deep blue, and the houses are mostly white with some colorful roofs. The area is densely packed with properties.

Market Snapshot

The last 12 months

| | |
|------------------------|-------------|
| HIGHEST SALE PRICE | \$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 17th August **\$1,990,000**

Frontage 20m | 735m²



1/114 TEPEQUAR DRIVE

Sold 1st October **\$2,500,000**

Frontage 34m | 414m² duplex



2/114 TEPEQUAR DRIVE

Sold 1st October **\$1,500,000**

Frontage 24m | 355m² duplex



2/106 MAROOCY WATERS DRIVE

Sold 23rd October **\$1,350,000**

Frontage 6m | 195m² duplex



13 SCHIRRMANN DRIVE

Sold 7th November **\$2,100,000**

Frontage 20m | 654m²



122 TEPEQUAR DRIVE

Sold 27th November **\$1,900,000**

Frontage 12.5m | 517m²



54 GLENLEA DRIVE

Sold 2nd December **\$1,850,000**

Frontage 20m | 629m²



47 SUMMER DRIVE

Sold 27th February **\$1,726,000**

Frontage 11m | 818m²



SALES.

64 GLENLEA DRIVE

Sold 20th March **\$2,600,000**

Frontage 20m | 742m²



30 MAROOCHY WATERS DRIVE

Sold 25th March **\$1,850,000**

Frontage 15m | 700m²



31 GLENLEA DRIVE

Sold 29th April **\$1,710,000**

Frontage 20m | 723m²



37 GLENLEA DRIVE

Sold 9th May **\$1,715,000**

Frontage 16.4m | 720m²



46 GLENLEA DRIVE

Sold 21st May **\$2,490,000**

Frontage 20m | 743m²



2 SWINBOURNE LANE

Sold 23rd May **\$2,620,000**

Frontage 23m | 755m²



27 GLENLEA DRIVE

Sold 14th June **\$1,875,000**

Frontage 20m | 735m²



1982



2025



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



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(07) 5479 0866 | admin@dolphinmarine.com.au



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.





Bela Holbrook

0499 925 682
bela@propertytoday.com.au