

Reilly Real Estate

The Reilly Report

Toowoomba Q1 2022



Toowoomba Market Review

Q1 2022

As I write this, it is almost Easter and by the time you're reading it Easter will have been and gone and the fourth month of the year will be coming to an end. So, it is the opportune time to reflect on the first quarter of the year and look ahead to what the remainder of the year may bring for our local property market.

As you can see from the statistics below (collated from Core Logic, Realestate.com.au, domain.com.au) our local property market has continued to grow, with the median house price for Toowoomba growing by 15.6% in the past 12 months to the end of March and has increased 7% since December 2021!

This growth has seen sales volumes across the region soar by almost 50% year on year. The increase in value has been excellent for sellers over the past 12 months and is also growing the equity for current homeowners. Which, provides opportunities to re-finance, renovate or invest.

The increase in transactions over the past 12 months has also contributed to low levels of properties being available for sale now. Because as fast as they come to the market properties are selling and many are being sold off market, meaning they are not advertised at all. This is in turn helping to keep the market tight and push prices higher as demand for properties across Toowoomba remains strong.

Even with this outstanding growth the Toowoomba Region has recently been named and one of the top ten Affordable Regional Areas to live in or invest in. The report (featured in the Australian Financial Review) looked at the median house prices, growth over the past 12 months and the potential for growth in the future. The relatively affordable median house price, strong recent growth and \$1.6 Billion in infrastructure and construction projects either under way or in the pipeline for the region, where major factors in our region getting such a good ranking in the report. So, while it is a great time to sell there are also still great opportunities to be had for buyers in our market.

TOOWOOMBA Q1 2022

The Numbers

618

Properties Sold in
the Last 3 Months

\$3.3M

Highest Value
Property

\$451K

Median
House Price

378

Properties
Currently for Sale

\$95.5K

Lowest Value
Property

15.6%

Year on Year
Price Growth

Looking Ahead

While it is always difficult to know what the future holds, there are some external factors that may have a bearing on things as 2022 progresses. The first of these is the looming Federal Election. Typically, elections tend to slow the market, not just in real estate but across the economy. This is mainly due to a dip in consumer confidence as the major parties spruik their election policies and a raft of potential changes are in play.

This slow down in the market is already being felt in Sydney and Melbourne with reports of lower numbers of enquiries for property and a dip in auction bidding. However, we have not yet seen a slow down locally. A combination of strong demand and relatively low levels of property available for sale is keeping the market moving.

The second external impact on the horizon is interest rate rises in the latter half of the year. Most, if not all pundits are predicting some rises in interest rates this year. While on the surface that should be cause for concern, it is important to remember that in general, lenders only approve a loan if the buyers can afford it at 2% higher than the current interest rate they will pay. This automatically builds in a buffer for any buyers.

There will inevitably be some buyers that drop out of the market when interest rates go up and others may have their borrowing capacity reduced. However, with the relative affordability of property across the region we will still see good interest for good quality property.

So, as we move through the remainder of the year, we would expect the market to remain strong with good buyer activity across the board. However, there may not be the same rate of price growth we have seen over the past 12 to 18 months. In fact, we could already be at the top of the current market cycle.



Use the QR code for an instant appraisal on your home.

The value of many homes in Toowoomba has increased by as much as 22% in the past 12 months.

*According to RP Data



Recent Sales



30 Mina Street, Rangeville

🏠 3 🗺️ 1 🚗 2 📏 822m²

83 Inspections, 9 Bidders, Sold Under the Hammer



16 Northland Street, Newtown

🏠 3 🗺️ 1 🚗 6 📏 642m²

26 Inspections, 11 Offers, Sold in 5 Days



51 Broadfoot Street, Kearneys Spring

🏠 4 🗺️ 2 🚗 2 📏 600m²

27 Inspections, 4 Bidders, Sold Under the Hammer



5/68 Holberton Street, Rockville

🏠 3 🗺️ 2 🚗 2 📏 210m²

27 Inspections, 3 offers, Sold in 3 weeks



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