

PROPERTY MARKET INSIGHT · FY26/27

# Toowoomba

## Property Market Review *2026*

Residential · Commercial & Industrial · Development · Agricultural

OPTEON

**Nick Whittaker AAPI CPV**
Certified Practising Valuer, Toowoomba

WELCOME

# A market *outperforming* the state and the nation

Welcome to the Toowoomba property market insight for FY26/27. In this edition we provide insights on the Toowoomba property market, which encompasses the residential, commercial, development and agricultural property sectors.

Toowoomba's property market is outperforming both Queensland and the national market across most indicators, and this overview sets out the evidence sector by sector.

National and capital city dwelling values are in a mild correction, with the national index down 5.2% from its March 2026 peak over six straight months of decline, while Toowoomba's residential market has kept recording double-digit annual growth through the same period.

## AT A GLANCE

RESIDENTIAL

**$850,000**

Median house price, June 2026 quarter, up around 19–20% over the year

INDUSTRIAL

**<1%**

Reported vacancy in the city's key logistics precinct

DEVELOPMENT

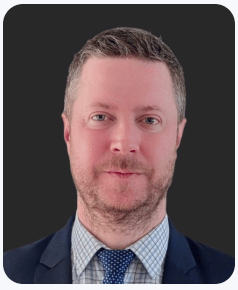
**66,600**

Additional residents targeted in Council's 30-year Growth Plan

AGRICULTURAL

**+21.2%**

Annual farmland value growth, South East Queensland, H1 2026



YOUR LOCAL VALUER


### Nick Whittaker AAPI CPV

Certified Practising Valuer · Toowoomba
API No: 63229

**P** 0456 064 989
**E** nick.whittaker@opteonsolutions.com


FORMAL QUALIFICATIONS

Certified Practising Valuer

Associate Member of the Australian Property Institute (API Member No. 63229)

Queensland Registered Valuer (QVRB No. 5548)

Bachelor of Applied Science (Property), RMIT

Nick has over 15 years of experience in the property valuation industry and has worked across a range of markets and geographic regions along Australia's east coast. Since joining Opteon in 2024, he has gained experience across multiple departments, providing him with a comprehensive understanding of the end-to-end valuation process. Based in Toowoomba, Nick is recognised as a property expert and undertakes residential, commercial and rural valuation assignments throughout Toowoomba and surrounding regional areas. His broad background enables him to provide practical, market-informed advice across diverse property types, with expertise spanning mortgage security, taxation, rating and taxing, rental, financial reporting, and pre-purchase/pre-sale advice.

# Residential market

*Double-digit growth while the capitals correct*

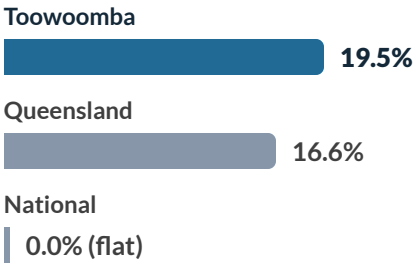


## Market snapshot

Toowoomba's median house price reached $850,000 in the June 2026 quarter, up 3.0% over the quarter and roughly 19–20% over the year, built on 559 settled sales. This places Toowoomba alongside Rockhampton as the strongest-performing regional house market in Queensland.

Growth has been broad-based rather than confined to one pocket of the city: Drayton led all suburbs at 27.4% annual growth, followed by Toowoomba City at 25.3% and Middle Ridge at roughly 22%. The unit market also strengthened sharply, with the median unit price up 9.2% over the quarter to $680,000.

**Annual house price growth**
June 2026 quarter




Source: REIQ; Cotality Home Value Index.

| Indicator | Toowoomba | Queensland | National |
|---|---|---|---|
| Median house price | **$850,000** | $983,000 | $899,236 (dwelling) |
| Annual house price growth | **19–20%** | 16.6% | 0% (flat) |
| Quarterly price movement | **+3.0%** | -0.9% | -3.7% |
| Median days on market | **14 days** | 21 days | 39 days (capitals) |
| Median unit price | **$650,000–$680,000** | $810,000 | n/a |

Source: REIQ Quarterly Median Sales Data, June 2026 quarter; Cotality Home Value Index, September 2026.

## Rental market and yields

Weekly house rents sit between $559 and $600, and some suburb datasets show annual rent growth as high as 9.6%, while gross yields range from roughly 2.8% to 4.5% depending on price point and provider.

Several sources place the vacancy rate as low as 0.65–1.0%, a level one regional report described as crisis tight. This scarcity is consistent with new supply lagging population growth.

KEY TRENDS

The big east-coast capitals are correcting while Toowoomba keeps climbing, mirroring a wider pattern of regional markets outperforming the capitals through 2026.

We expect annual growth to moderate from the current high-teens pace toward a more sustainable high-single-digit rate over the next one to two years, as affordability limits bite and buyers compare Toowoomba against softening capital city entry points. This remains above both the Queensland and national trend, assuming no material change to interest rates or migration settings.

# Commercial and industrial

*Tight by any standard, and structural rather than short-term*

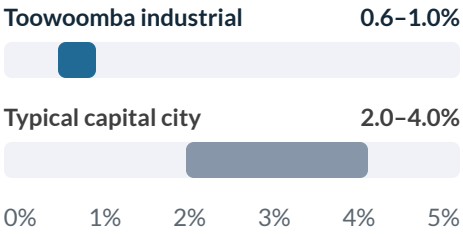


## A market led by owner-occupiers

Nationally, industrial and retail listing volumes have been firming faster than office space. Toowoomba transactions have generally traded under $5 million, reflecting a market led by owner-occupiers and private investors rather than large funds, which tends to support price stability through broader cycles.

The standout segment is the industrial and logistics precinct west of the city, built around more than 2,000 hectares of zoned land, Wellcamp Airport and the Charlton-Wellcamp Enterprise Area. Reported vacancy in this precinct has run as low as 1.0%. Gross rental structures have contributed to declining net operating incomes, while landlords implementing CPI-based rental reviews have mitigated some of the impacts of rising outgoings.

**Industrial vacancy**
Indicative range, 2026




SEPTEMBER 2026

**$14m • 170.8 ha**

Further precinct site acquired by federally owned developer National Intermodal

## Government-backed capital

A federally owned logistics developer, National Intermodal, bought a further 170.8-hectare site in the precinct in September 2026 for $14 million. This purchase is a useful, concrete signal that government-backed capital still sees long-term value in the precinct, independent of any single rail project.

**INLAND RAIL: WHAT CHANGED**

In May 2026 the Australian Government cancelled funding for the Queensland section of Inland Rail, and the line will now cease at Parkes, New South Wales. This caused an abnormal reaction locally: regional advocacy groups and some landholders had been pricing in a freight-driven uplift, and the cancellation has prompted a more cautious, show-me approach to values in parts of the precinct most directly tied to the project.

The underlying logistics demand from agriculture, road freight and air freight has not changed, and should be treated as the primary driver going forward rather than rail.

**KEY TRENDS**

Toowoomba's industrial vacancy compares well with the 2–4% typically reported across Australian capital city industrial markets in 2026. This gap is wide enough that it should persist even if a portion of the Inland Rail-linked speculative premium unwinds.

We forecast industrial vacancy to be in the 1–2% band over the next twelve months, with office and retail conditions tracking broadly sideways, assuming no material slowdown in Queensland regional freight and agricultural activity.

# Development and population

*Planning for growth above the historical trend*



## Population and housing demand

The Toowoomba urban area had 153,781 residents at 2025, making it Queensland's sixth-largest urban area and Australia's 16th-largest, according to Australian Bureau of Statistics (ABS) regional population data. Its population increased by 1,943 people, or 1.28 per cent, in 2024–25, and Toowoomba accounted for 2.7 per cent of Queensland's 5,669,764 people. The larger Toowoomba Regional Council area, which also covers the surrounding rural districts, had 186,276 people on the same date.

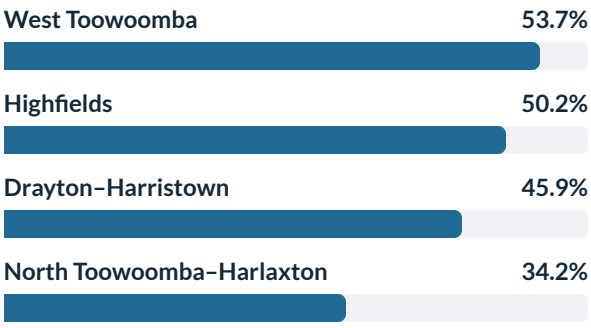
Council's endorsed Growth Plan, its first since the 2008 amalgamation of eight former council areas, targets roughly 66,600 additional residents and 35,900 new jobs over 30 years, requiring about 27,000 new dwellings. A more recent infrastructure planning update puts the 2036 population as high as 227,579 under a higher-growth scenario, suggesting Council is now planning for growth above its own historical trend.

**153,781**
Urban area residents in 2025, Queensland's sixth-largest urban area

**35,900**
New jobs targeted over 30 years, alongside 66,600 additional residents

**27,000**
New dwellings required to house the Growth Plan's population target

**Growth corridors**
Forecast population growth (approx.)




Source: Toowoomba Regional Council population and growth-area forecasting.

## Planning framework

The Toowoomba Region Futures program will deliver a new Infrastructure Plan and Planning Scheme alongside the Growth Plan, with the draft Planning Scheme due for public consultation from mid-2026 and the full program expected to close out in late 2026.

For developers, this is a near-term window to influence zoning and infrastructure-charging outcomes in the designated growth corridors before the new scheme locks in. Early engagement with Council is likely to carry real value.

KEY TRENDS

We expect dwelling approvals to track at or above the long-run average through the planning transition, with the greatest upside concentrated in West Toowoomba, Highfields and Drayton–Harristown, assuming the new Planning Scheme does not materially tighten greenfield release timing.

# Agricultural market

*The Darling Downs, a long-run outperformer*



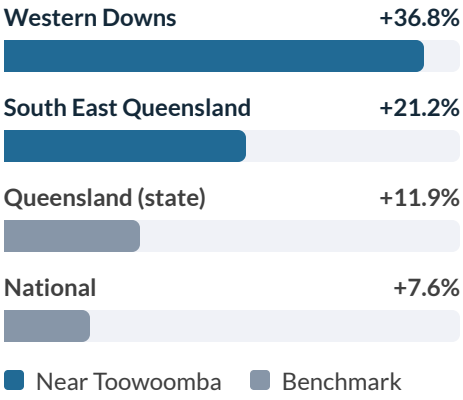
## Premier broadacre country

The agricultural sector around Toowoomba, the Darling Downs, has a long-standing reputation as one of Queensland's premier broadacre regions, built on black soil cropping country, reliable water access, and proximity to processing, rail and road infrastructure.

The South East Queensland region recorded a median price of $17,065 per hectare in the first half of 2026, up 21.2% on the same period last year. Western Downs recorded a lower median of $5,065 per hectare but a sharper annual gain of 36.8%, reflecting its larger, lower-value broadacre holdings rather than a stronger underlying market.

Queensland as a whole reached a median of $11,047 per hectare, up 11.9% year-on-year, among the strongest-performing states in the country over the period, while the national median rose 7.6% to $10,719 per hectare against a record low volume of sales.

**Farmland value growth**
Year-on-year median, H1 2026




Source: Bendigo Bank Agribusiness, 2026 Mid-Year Update.

| Region | Median price ($/ha) | Half-yearly change | Annual change |
|---|---|---|---|
| **South East Queensland** | $17,065 | +5.0% | **+21.2%** |
| **Western Downs** | $5,065 | +0.4% | **+36.8%** |
| Queensland (state) | $11,047 | +1.8% | +11.9% |
| National | $10,719 | n/a | +7.6% |

Source: Bendigo Bank Agribusiness, Australian Farmland Values, 2026 Mid-Year Update, first half 2026.

KEY TRENDS

We expect the Toowoomba agriculture sector to see continued, moderate value growth through the remainder of 2026, concentrated in well-watered, high-quality holdings close to the city. This is likely to be followed by a flatter and more uncertain 2027, as higher financing costs and seasonal risk weigh on buyer appetite, particularly for more marginal, dryland country further from Toowoomba itself.

OUTLOOK

# The next twelve months, *sector by sector*

| SECTOR | CURRENT TREND | 12-MONTH CONSERVATIVE FORECAST |
|---|---|---|
| **Residential** | Strong growth, 19–20% p.a. | **Moderating to high-single-digit growth** |
| **Commercial / Industrial** | Sub-1% vacancy, tight supply | **Vacancy holding in 1–2% band** |
| **Development** | Above-trend population growth | **Approvals at or above long-run average** |
| **Agricultural** | Long-run outperformer | **Broadly flat to modestly positive** |

## Sources


### RESIDENTIAL MARKET

1. Real Estate Institute of Queensland (REIQ). Queensland Property Prices Keep Climbing as Headwinds Gather — Quarterly Market Monitor, June 2026 quarter. reiq.com

2. Heatmaps. Toowoomba City QLD 4350 — Property Prices, Rent, Yield and Growth. heatmaps.com.au

3. Buyers First Agency. Toowoomba Regional Property Market Report, July 2026. buyersfirstagency.com.au

4. InvestorKit. Toowoomba Property Market 2026: House Prices, Growth and Investment Guide. investorkit.com.au (accessed 8 October 2026)

5. Cotality (formerly CoreLogic). Home Value Index, October 2026. discover.cotality.com

### COMMERCIAL AND INDUSTRIAL

6. Toowoomba Enterprise Hub. Precinct and Industrial Land Overview. toowoombaenterprisehub.com.au

7. InterLinkSQ. Toowoomba Freight and Logistics Hub — Site Location. interlinksq.com.au

8. Real Estate Source. Government-Owned Developer Buys Intermodal Site from Mortgagee-in-Possession, September 2026. realestatesource.com.au

### INLAND RAIL AND FEDERAL INFRASTRUCTURE

9. ABC News. Albanese Government Axes Funding for $45 Billion Inland Rail Project Linking Melbourne to Brisbane, 5 May 2026. abc.net.au

10. Australian Government, Minister for Infrastructure. Record Investment in the Freight Rail Network and Consolidating Inland Rail, May 2026. minister.infrastructure.gov.au

11. MHD Supply Chain. Government Consolidates Inland Rail After $45 Billion Cost Estimate, 7 May 2026. mhdsupplychain.com.au

### DEVELOPMENT, PLANNING AND POPULATION

12. .id Consulting (profile.id / forecast.id). National Forecasting Program — Toowoomba Region Population Forecast. id.com.au

13. Inside Local Government. Toowoomba Council Endorses 30-Year Growth Strategy. insidelocalgovernment.com.au

14. Toowoomba Regional Council. Toowoomba Region Futures — Growth Plan, Infrastructure Plan and Planning Scheme Review. yoursay.tr.qld.gov.au

15. Queensland Government. South East Queensland Regional Plan (overview). en.wikipedia.org

### AGRICULTURAL MARKET

16. Rural Bank (a division of Bendigo and Adelaide Bank). Australian Farmland Values Report 2023 (2022 transaction data; historical reference). coonambleshire.nsw.gov.au

17. FarmBuy. Darling Downs and Granite Belt, QLD — Regional Property Listings. farmbuy.com

18. Grainshed. Buying Land and Farms in Darling Downs: Regional Guide. grainshed.com.au

19. Australian Property Institute (API). Agriculture Valuation Insights Report 2025. api.org.au

20. Bendigo Bank Agribusiness. Australian Farmland Values, 2026 Mid-Year Update (first half 2026 transaction data). bendigobank.com.au

IN SUMMARY

# A *resilient* market, with room to grow

Overall, the property market in Toowoomba remains resilient, with strong growth in the residential sector over the past few years, tight supply and low vacancy in the commercial and industrial sector, high population growth with a steady supply of approvals for new development, and an agricultural sector that continues to outperform.

For further property insights regarding Toowoomba, or a discussion about how Opteon can support you with our wide range of valuation and advisory services, please feel free to reach out.



## Our valuation services

We provide a comprehensive range of property valuations and specialist advisory services for many purposes, including:

- Market Value Assessments
- Financial Reporting
- Insurance Replacement
- Pre-purchase and Pre-sale
- Mortgagee in Possession
- Stamp Duty
- Rental assessments
- SMSF Property Valuations
- Expert Witness
- Insolvency and Bankruptcy
- Capital Gains Tax
- Lease Consultancy
- Family Law
- Strata Insurance

INDEPENDENT PROPERTY ADVICE

**1300 40 50 60**

contactus@opteonsolutions.com · www.opteonsolutions.com


TALK TO NICK

**Nick Whittaker AAPI CPV**

0456 064 989

nick.whittaker@opteonsolutions.com


*We Value More* Residential | Commercial | Specialist Real Estate | Advisory | Agribusiness | Government


Disclaimer: Opteon does not provide accounting, specialist tax or financial advice. Opteon's valuers are qualified, experienced and certified to provide market value valuations of your property.


OPTEON