

Industrial Land Enquiry Analysis

Enquiry Register Review, January 2021 – June 2026

This report has been prepared to accompany the industrial land enquiry register and is intended to support the client and their town planner in understanding demand patterns for industrial land over the past five and a half years. It sets out the underlying numbers in summary tables, explains what those numbers show, and draws out the key insights on enquiry volume and land size demand.

Total recorded enquiries	160
Reporting period	Jan 2021 – Jun 2026 (5.5 years)
Median land size sought	2,000 m2
Average land size sought	2,628 m2
Peak enquiry year	2023 (71 enquiries)

Executive Summary

The enquiry register contains **160 logged enquiries** for industrial land between January 2021 and June 2026. Enquiry volume rose sharply through 2022 and 2023, then fell back over the past two years:

- 2021: 7 enquiries
- 2022: 40 enquiries
- 2023: 71 enquiries – the peak year
- 2024: 22 enquiries
- 2025: 9 enquiries
- 2026 (to June): 6 enquiries

The evidence in the register points to a **lack of available supply as the main driver** of the recent slowdown, rather than a genuine fall in demand. A number of the most sought-after lots (including Lot 8 and Lot 18) were placed under contract during this period, and once a lot is no longer being actively marketed it stops generating new enquiries almost immediately. With fewer serviced, ready-to-go allotments on the market throughout 2024–2026, there has simply been less stock for prospective buyers and tenants to enquire on – enquiry activity would likely lift again if more stock were brought to market.

In terms of land size, demand is skewed toward smaller allotments – combined, allotments under 3,000m2 account for 63% of all enquiries:

- Under 1,500m2: 64 enquiries (40%) – the largest single category
- 1,500–3,000m2: 37 enquiries (23%)
- 3,000–5,000m2: 44 enquiries (28%)
- 5,000–10,000m2: 6 enquiries (4%)
- 10,000m2+: 9 enquiries (6%)

Larger parcels (5,000m2 and above) are concentrated on two specific listed sites rather than reflecting broad market appetite for very large lots.

Appendix: Enquiry Register (Summary Listing)

The table below reproduces the full enquiry register in summarised form (date, land size and a short description of each enquiry), sorted as per the original file.

Date	Land Area	Requirement / Notes
13 Jan 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
24 Oct 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
11 Nov 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
17 Nov 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
17 Nov 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
24 Nov 2021	4000m2 - 8000m2	Looking for industrial land 4000-8000m2
29 Dec 2021	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
14 Jan 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
02 Feb 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
11 Feb 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
11 Feb 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
24 Feb 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
24 Mar 2022	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
28 Mar 2022	1000-3000m2	Looking for industrial land 1,000m2-3,000m2
30 Mar 2022	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
01 Apr 2022	3000m2	Looking for an industrial site, 3000m2 of land and 1000-1500m2 of build area
01 Apr 2022	3000m2	Agribusiness looking for an industrial site, 3000m2 of land and 1000-1500m2 of build area
04 Apr 2022	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
04 Apr 2022	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
06 Apr 2022	3000m2-4000 m2	Looking to purchase or do a D&C development
06 Apr 2022	3000m2-4000 m2	Looking for an industrial site approx. 3000sqm
07 Apr 2022	1000-4000m2	Enquired on several industrial lots, industrial robotics & machine automation company
19 Apr 2022	1000m2	Allstruct looking for industrial site, 1000m2 of land and 475m2 of build area
02 May 2022	3000m2-4000 m2	Looking for an industrial site approx. 3000sqm
06 May 2022	1000m2	Looking for an industrial site approx. 1000sqm
06 May 2022	1000m2	Looking for an industrial site approx. 1000sqm
09 May 2022	3000m2-4000 m2	Looking for an industrial site approx. 3000sqm
11 May 2022	1000m2	Looking for an industrial site approx 1000sqm
16 May 2022	5000m2 -1.0ha	Brisbane agent that works for Brisbane Developers looking for industrial sites
03 Jun 2022	3000m2-4000 m2	Looking for an industrial site

Date	Land Area	Requirement / Notes
07 Jun 2022	3000m2-4000 m2	Looking for an industrial Site
14 Jun 2022	4000m2	Transport & logistics
20 Jun 2022	3000m2-4000 m2	Looking for an industrial Site
21 Jun 2022	3000m2-4000 m2	Towing company in Toowoomba looking for industrial land approx. 3000sqm
08 Jul 2022	3000m2-4000 m2	Dealership for construction and AG equipment looking for an industrial site
15 Jul 2022	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
04 Sep 2022	3000m2-4000 m2	Looking for an industrial site
07 Oct 2022	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
25 Oct 2022	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
03 Nov 2022	1000m2	Courier business looking for 1000m2 of land and 500m2 of build area with good vehicle access
27 Jan 2023	1000-3000m2	Looking for an industrial site, freight business for mining industrial
10 May 2023	1000m2	Waste Services business looking for office and warehouse
19 May 2023	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
22 May 2023	3000m2-4000 m2	Looking for an industrial site approx. 3000sqm
24 May 2023	1000-4000m2	International mining services looking for approx 600m2 warehouse
16 Jun 2023	1000m2	Looking for an industrial site approx 1000sqm
16 Jun 2023	2000m2	Looking for industrial land 2,000m2
16 Jun 2023	3000m2	Looking for an industrial site approx 3000sqm
20 Jun 2023	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
22 Jun 2023	2000m2	Looking for industrial land 2,000m2
23 Jun 2023	1000m2	Looking for an industrial site approx 1000sqm
28 Jun 2023	1000m2	Looking for an industrial site approx 1000sqm
02 Jul 2023	3000m2-4000 m2	Looking for an industrial site, manufacturing and supply of fencing
04 Jul 2023	3000m2	Looking for an industrial site approx 3000sqm
05 Jul 2023	3000m2-4000 m2	Transport company looking for industrial hardstand
08 Jul 2023	1000-4000m2	Looking to do a warehouse development
08 Jul 2023	2500m2	Looking for an industrial site approx. 2500sqm
10 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
17 Jul 2023	1000-4000m2	Looking for industrial land 1,000-4,000m2
17 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
17 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
17 Jul 2023	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area

Date	Land Area	Requirement / Notes
18 Jul 2023	3000m2-4000 m2	Looking for an industrial site approx. 3000sqm
20 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
22 Jul 2023	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
23 Jul 2023	3000m2-4000 m2	Tenant driven requirement looking for an industrial site with road train accessibility
25 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
26 Jul 2023	1000m2	Looking for an industrial site approx 1000sqm
27 Jul 2023	3000m2	Looking for an industrial site approx 3000sqm
29 Jul 2023	3000m2-4000 m2	Local Developers looking for industrial sites
01 Aug 2023	1000m2	Crane Diesel & Gas, Looking for an industrial site, 1000m2 of land and 475m2 of build area
02 Aug 2023	1000m2	Looking for an industrial site approx 1000sqm
04 Aug 2023	1000m2	Looking for an industrial site approx 1000sqm
10 Aug 2023	1000m2	Looking for an industrial site approx 1000sqm
15 Aug 2023	3000m2	Looking for an industrial site approx 3000sqm
18 Aug 2023	1000m2	Looking for an industrial site approx 1000sqm
22 Aug 2023	3000m2	Looking for an industrial site approx 3000sqm
23 Aug 2023	2000m2	Looking for industrial land 2,000m2
29 Aug 2023	2500m2	Looking for an industrial site approx. 2500sqm
19 Sep 2023	1000m2	Looking for an industrial site approx 1000sqm
27 Sep 2023	1000m2	Looking for an industrial site approx. 1000sqm
28 Sep 2023	1000m2	Looking for an industrial site approx 1000sqm
28 Sep 2023	1000m2	Looking for an industrial site approx 1000sqm
06 Oct 2023	1000m2	Looking for an industrial site approx 1000sqm
09 Oct 2023	1000m2	Looking for an industrial site approx 1000sqm
12 Oct 2023	1000m2	Looking for an industrial site approx 1000sqm
12 Oct 2023	1000m2	Looking for an industrial site approx 1000sqm
12 Oct 2023	2000m2	Developer looking to do 5 industrial units @105sqm
14 Oct 2023	5000m2 -1.0ha	Looking for industrial land to establish a brick manufacturing facility
20 Oct 2023	2,000m2	Enquired on industrial land 2,000m2
26 Oct 2023	2000m2	Looking to build a warehouse for building materials
15 Nov 2023	2000m2	Looking for industrial land 2,000m2
16 Nov 2023	3000m2	Looking for an industrial site, 3000m2 of land and 1000m2 of build area
22 Nov 2023	1000m2	Looking for an industrial site approx 1000sqm
24 Nov 2023	1000m2	Looking for an industrial site, 1000m2 of land and 475m2 of build area
28 Nov 2023	1000m2	Looking for an industrial site approx. 1000sqm
12 Dec 2023	2000m2	Tenant driven requirement looking for industrial lot
18 Dec 2023	1000m2	Looking for an industrial site approx. 1000sqm

Date	Land Area	Requirement / Notes
28 Dec 2023	1000m2	Looking for an industrial site approx. 1000sqm
15 Jan 2024	1000m2	Looking for an industrial site approx. 1000sqm
15 Jan 2024	1000m2	Looking for an industrial site approx. 1000sqm
18 Jan 2024	2000m2	Transport company looking for industrial site approx. 2000sqm
18 Jan 2024	5000m2	looking for an industrial site approx. 5000sqm
16 Feb 2024	2000m2	Looking for an industrial site approx. 2000sqm
05 Mar 2024	5000m2	looking for an industrial site approx. 5000sqm
14 Mar 2024	1000m2	Manufacturing company from Moree, looking for a 400-600 sqm warehouse
11 Apr 2024	1000m2	Looking for an industrial site approx 1000sqm
08 May 2024	1000m2	Looking for an industrial site approx 1000sqm
08 May 2024	2000m2	Looking for an industrial site approx. 2000sqm
13 Jun 2024	1000m2	Looking for an industrial site approx. 1000sqm
11 Jul 2024	2000m2	Allclass which is a Kubota servicing agent looking for 500-1000 sqm of warehouse space plus office space.
11 Jul 2024	2000m2	Transport & logistics
22 Aug 2024	1000m2	Looking for an industrial site approx. 1000sqm
16 Oct 2024	5000m2	looking for an industrial site approx. 5000sqm
26 Oct 2024	2000m2	Gold Coast Developer looking for industrial land
31 Jan 2025	4000m2	Looking for an industrial site approx. 4000sqm
03 Feb 2025	2000m2	Looking for an industrial site approx. 2000sqm
03 Feb 2025	2000m2	Looking for an industrial site approx. 2000sqm
06 Feb 2025	2000m2	Looking for an industrial site approx. 2000sqm
15 Apr 2025	2000m2	Looking for an industrial site approx. 2000sqm
11 Jun 2026	1,000m ²	Online enquiry. Sent property information. Interested in price
20 Apr 2026	1,000m ²	Phone enquiry. Sent property information and listings for other possible options. Interested in hardstand options in Toowoomba.
04 Mar 2026	1,000m ²	Interested in leasing property. Looking for more space.
12 Jan 2026	1,000m ²	Enquiry on the price. Currently just getting an idea of general market, may be looking to secure something in the near future for machinery.
01 Sep 2025	1,000m ²	—
18 Aug 2025	1,000m ²	Online enquiry. Looking for space to lease a caravan - less than \$60k per annum
10 Aug 2025	1,000m ²	Online enquiry. Interested in price and available lease term
01 Jun 2026	10760m ²	Online enquiry. Interested in price and property details.
12 May 2026	10760m ²	Online enquiry. Very interested. Price pending and any development restrictions
14 Nov 2025	10760m ²	Looking for land to build research facility on. Interest in buying or leasing. Have sent property details for consideration.
27 Oct 2024	10760m ²	—
12 Jul 2024	10760m ²	—
11 Jun 2024	10760m ²	—

Date	Land Area	Requirement / Notes
11 Jun 2024	10760m ²	–
11 Jun 2024	10760m ²	–
05 Feb 2024	10760m ²	–
06 Apr 2022	3,382m ²	Interested in price guide
02 Aug 2023	3,382m ²	Presented property
06 Apr 2022	3,382m ²	Enquired Directly regarding the lots for sale in Torrington.
19 Jul 2023	3,382m ²	Transport company looking at land at lot 18. Put an offer in
06 Apr 2022	3,382m ²	Enquired Directly regarding the lots for sale in Torrington.
27 Jan 2023	3,382m ²	Sent property information.
22 May 2023	3,382m ²	Sent through Information memorandum, enquired off Lot 12 Robson Hursley Road.
17 Jul 2023	3,382m ²	Enquired on the lots for sale at Torrington Business Park. Sent IM off along with key features and price guide for Lot 7, Lot 14, Lot 18 ...
02 Aug 2023	3,382m ²	Advised lot 18 is under contract. Sent information on available lots
02 Aug 2023	3,382m ²	Advised lot 18 is under contract. Sent information on available lots
18 Aug 2023	3,382m ²	Enquired via realcommercial. Sent IM for consideration. 29/09: Touched base, still interested in the blocks. Sent updated availability al...
05 Oct 2023	3,382m ²	Hydraulic company are looking to build their own shed.
–	1,000m ²	–
–	1,000m ²	–
–	1,000m ²	–
–	1,000m ²	–
–	1,000m ²	Enquired originally off Lot 12 Robson Hursley Road - Showed interest in Lot 8 sent through pricing for individual lot 8
12 Apr 2022	1,000m ²	Sent through Information Package
22 Jun 2022	1,000m ²	Sent through all info and will follow up towards the end of the week.
14 Sep 2022	1,000m ²	Sent IM & DD on Lot 8
17 Oct 2022	1,000m ²	Called to enquire on Lot 8. Returned call for discussion & sent IM and property details
20 Jan 2023	1,000m ²	Kahler enquired on Lot 8. Advised under contract but sent details on Lots 6 & 7
31 Jan 2023	1,000m ²	Advised Lot 8 under contract. Sent Info for Lot 6 & Lot 7
24 Feb 2023	1,000m ²	Enquired on Lot 8 (under contract) Sent info on lot 6 instead