

School Fees in Australia: 2025 Report

Current trends and evolving
parent perspectives to guide
your 2026 planning

AUGUST 2025

Contents

Introduction	04
Key insights	05
The changing education landscape	06
Trends in school fees	08
The impact of discounts and extras	12
Parents expect fee transparency	16
Research methodology	24
Report Partners	25
About McCrindle	26
References	26

Introduction

Welcome to the School Fees in Australia: 2025 Report.

This report has been developed as a practical resource for school business, marketing, and admissions teams. It provides valuable insights to help you better understand the market, benchmark effectively, shape strategy, and plan future campaigns.

We're proud to partner with McCrindle to produce this report and grateful to our Report Partners for their support in making it possible.

At Feesable, our mission is to simplify and modernise the complex world of school fees - for both schools and families. We create innovative solutions that bring flexibility and transparency to families, while helping schools build trust, save time, and strengthen their enrolment pipeline.

Our purpose-built platform includes an interactive fee calculator for creating personalised fee estimates for families, plus unified payment workflow solutions that help to streamline school finance operations.

To discuss the insights within, or learn how Feesable can help your school build trust and enhance the parent experience, get in touch.

info@feesable.com.au | www.feesable.com.au

Key insights

Fee insights from schools serviced by Feesable



+6%

Average fee increase from 2024-2025

Average annual fee levels for a student in 2025

Primary (K-6):

\$8,322

Secondary (7-12):

\$12,383

Overall (K-12):

\$10,196

Fee transparency is extremely important to parents



92% of parents believe it is extremely or very important to **know the full cost of school fees** prior to applying.



Transparency and simplicity of fees is the second most important factor in parents' choice of school decision (84% extremely/very important).

Parents rely on technology for transparency



More than half of parents (56%) consider online fee calculators to be an extremely or very important source for finding information about school fees.

The Feesable Fee Calculator helped families to understand fees by delivering personalised estimates for:



36,128
families



51,453
students

The Feesable Fee Calculator helped schools to start genuine enrolment conversations and connect with:



9,649
families



13,461
students

The changing education landscape

Preparing for a new generation of school parents: Gen Z

The oldest Gen Zs turn 30 in 2025. Over the next decade they will join Gen Ys (Millennials) as an influential parent cohort, bringing with them a new set of priorities and expectations for Australian schools. As a generation they have been shaped in an era of information accessibility, expectations of transparency, and seamless digital experiences. They recognise the primacy of education and as such, their expectations for upfront and accessible information are high.



30.8

Median age of first-time mothers

Growing demand for non-government schooling

Over the past decade, the number of school students in Australia has increased from 3.7 million to more than 4.1 million. More than 50% of this increase has taken place in non-government schools.

+225,000

students in non-government schools

+213,000

students in government schools



Gen Z profile¹

Born 1995 to 2009

20% of the Australian population

Digital natives



When making a significant purchase:

% Extremely or very likely to



64%

look up reviews



58%

ask friends and family for recommendations



64%

take the recommendations of a social media influencer

Trends in school fees

Recent fee increases are largely in line with CPI

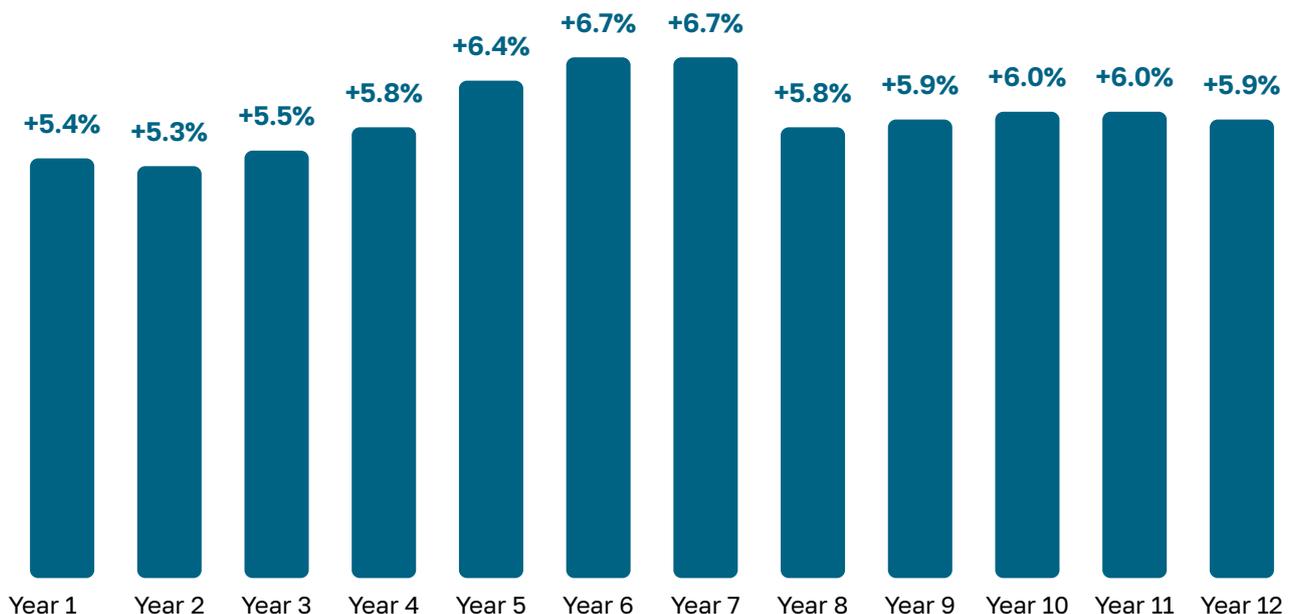
The most recent comprehensive national data (2023) reveals that school income through fees and charges has risen 5.3% in Catholic schools and 5.2% in independent schools, largely in line with the 4.1% CPI increase to December 2023. For Feesable's network of independent schools, 2024-2025 fee increases align with historical trends, averaging around 6% across all year levels.

Primary fees rose slightly less at 5.9%, while secondary fees increased slightly more at 6.1%. However, inflation has been easing since the start of 2023, with the current rate of 2.1% headline inflation being the most moderate in years. This may have an impact on future fee changes.

Average fee increase



Average fee increase by year level for Feesable schools, 2024 to 2025.

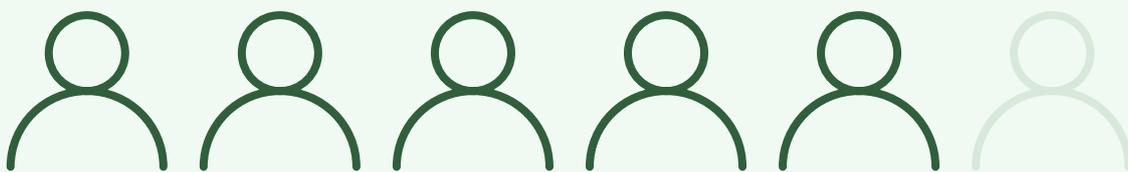




School fees are becoming more expensive every year and it is very important to know in advance the cost increases so I can arrange the money beforehand.

PERTH PARENT

Proactive fee communication is key for parents



Five in six parents (84%) believe that proactive communication about upcoming changes in fees is extremely or very important.

Average fees for families

Average annual fee per child

\$10,196

The average annual fee per child for schools who partner with Feesable is **\$10,196**

In 2025, the Year 1 fee amongst schools who partner with Feesable averages \$7,526 per annum, with the middle 50% of schools falling between \$4,083 and \$8,090. This increases to an average of \$9,537 in Year 6 (middle 50%: \$4,670 - \$12,280) and \$13,500 in Year 12 (middle 50%: \$7,941 - \$16,873).

The average annual fee per family

The average annual fee estimate for families is \$14,265, with an average number of 1.4 children per family. This data represents thousands of different family's interactions with The Feesable Fee Calculator, providing a unique insight into how much families would actually pay in a given year to send their children to schools who partner with Feesable.

Average annual fee per family

\$14,265

Average of 1.4 children/family

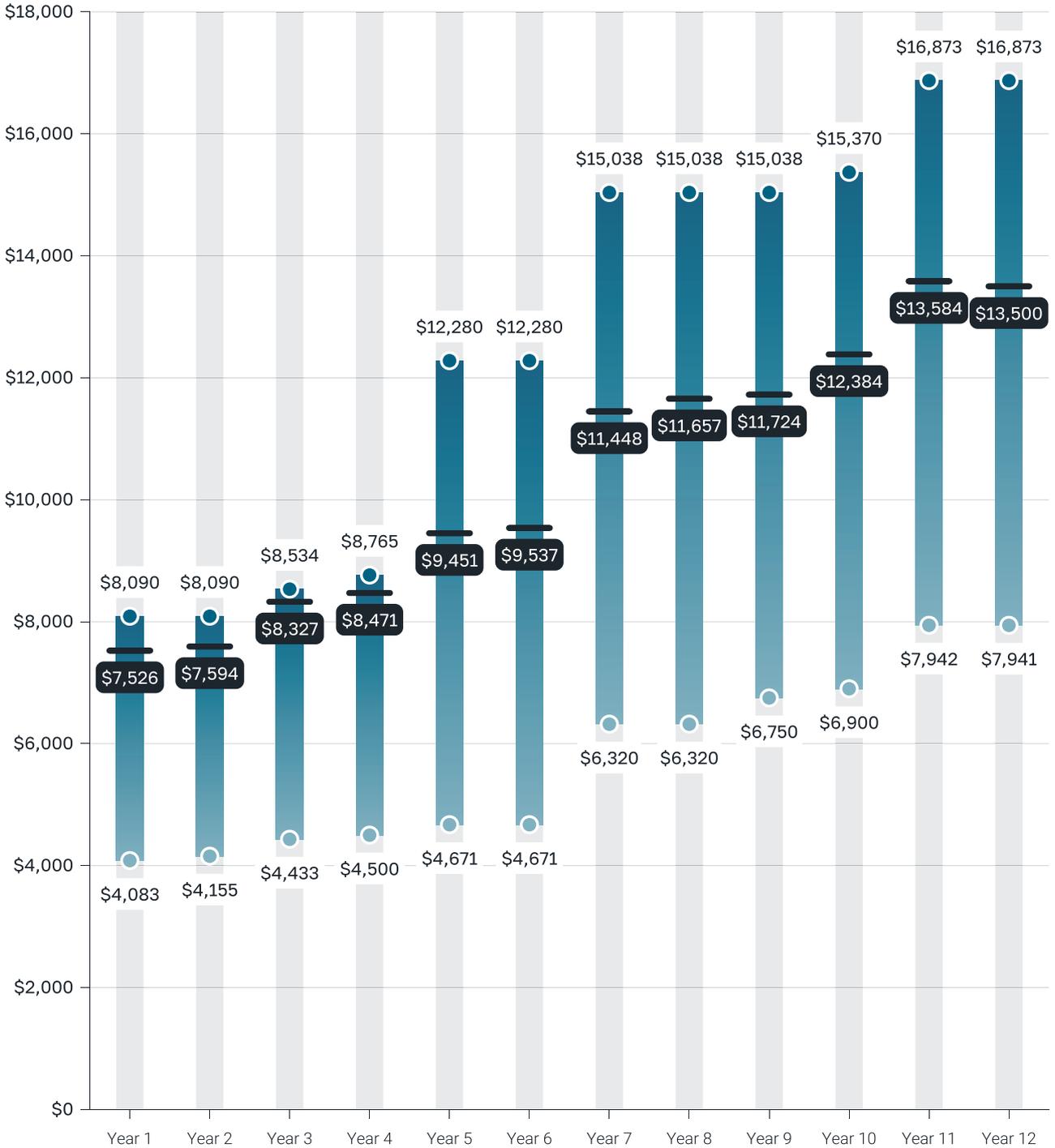
Average annual fee value per family with:



Annual fee value per child

Feesable Schools' fee ranges

- 75th percentile
- 25th percentile
- Average



The impact of discounts and extras

For schools, navigating fee strategy means understanding more than just tuition; it involves optimising payment flexibility, discount structures, and effectively communicating additional costs.

Average discounts* applied by Feesable schools:

\$1,227

per annum

Sibling discounts

2nd child

18.7%



3rd child

39.5%



4th child

71.4%



Upfront payment discounts

67%

of Feesable schools offer upfront payment discounts



4.2%

Average upfront discount



* Including sibling and other discounts

The Extras

Many schools' fee structures include additional charges on top of tuition, including enrolment fees and bonds, application fees, and compulsory levies. Removing these additional costs from the headline tuition fee may appear to be more manageable for parents, but it can lead to confusion and further financial stress from unexpected charges.

Average enrolment fees

\$851.94

per student



Average application fees

\$161.33

per student



Average value of extras* charged by Feesable schools

\$1,494.20



* Extra charges after tuition including levies, application & enrolment fees.
Not including other costs such as uniform, or optional co-curricular activities.



It feels like the headline fee is one thing, but then you get hit with multiple, often vaguely itemised, additional charges throughout the year that are hard to budget for and even harder to understand.

SYDNEY PARENT



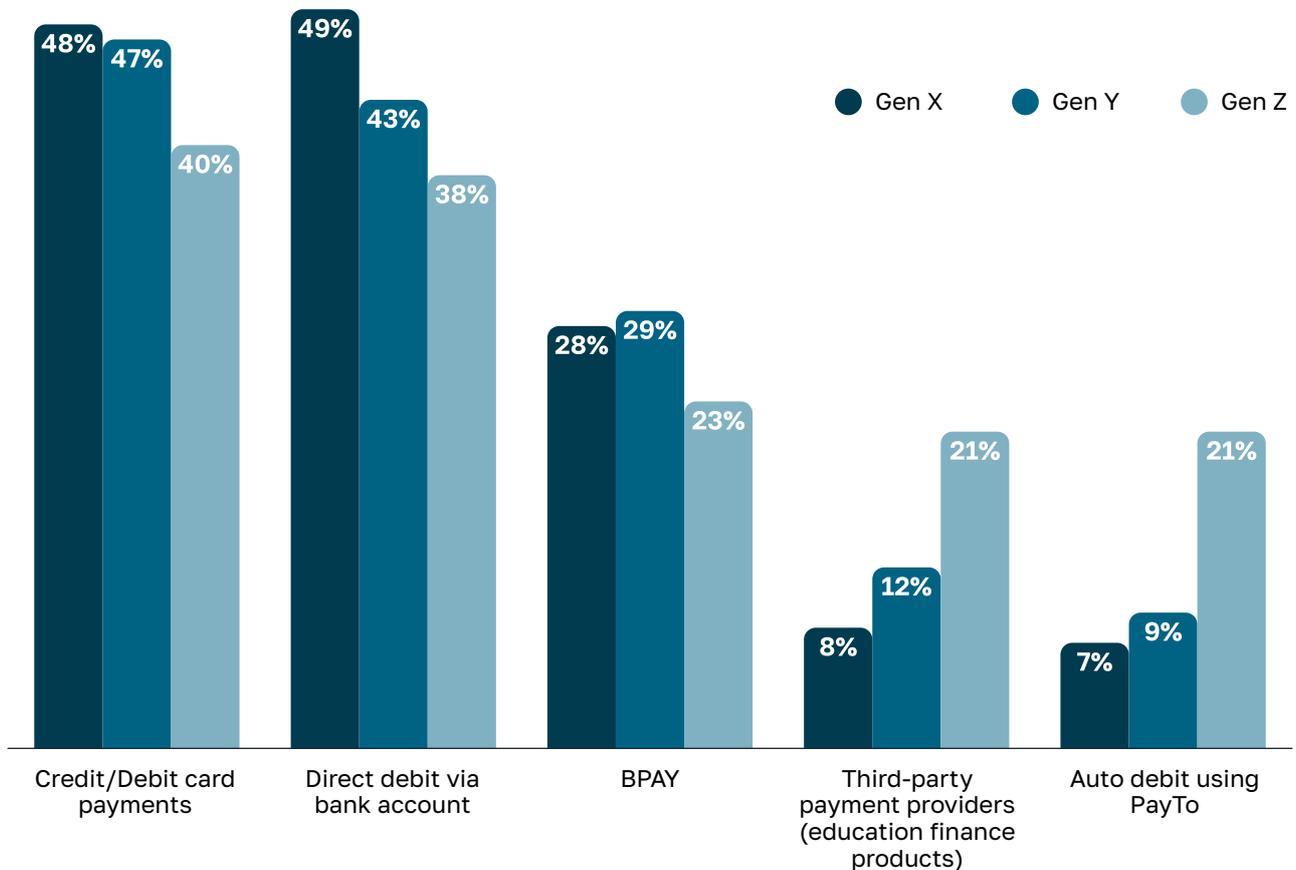
How parents want to pay is changing

While conventional payment methods like credit card or direct debit remain popular for school fee payments, preferences are evolving. Younger generations are significantly less likely to prefer credit/debit card payments than Baby Boomers (Gen Z 40%, Gen Y 47%, Gen X 48%, cf. Boomers 73%).

Newer options are rising; for instance, Gen Z parents are three times as likely as Gen X parents to prefer auto debit via PayTo payments (21% cf. 7%). As Gen Z enters schools' parent communities, it is beneficial to plan for these evolving expectations.

When paying school fees, which of the following payment options would you like schools to offer?

Please select all that apply



Parents expect fee transparency

Fee transparency is extremely important to parents

Choosing a school is a significant decision. For a vast majority of parents (92%), knowing the full cost of fees before applying – including all non-tuition related charges – is extremely or very important. Fee transparency allows parents to make well-informed decisions and avoids future financial stress.

What do we mean by fee transparency?

We mean providing accurate, easy-to-understand and accessible information about school fees, so parents know what to expect and can plan with confidence.



92%

of parents believe that it is extremely or very important to **know the full cost of school fees** (including all other costs) before applying to a new school.



We want to make sure that we get that relationship off on the right foot, so that [parents] feel really confident with us, and being open, honest and transparent with our fees is the best way to do that.

SCHOOL DIRECTOR OF MARKETING, QLD



It would be much easier if schools provided a full breakdown of all expected costs at the start of the year, so there are no surprises.

SYDNEY PARENT

Parents strongly support two key approaches to transparency. More than four in five parents (85%) find clear explanations of what's included in fees extremely important. Similarly, 82% prioritise adopting a simple, all-inclusive fee structure. Methods such as these build strong trust between parents and schools.

How important are the following?

- Extremely important
- Very important
- Somewhat important
- Slightly important
- Not at all important

Clear explanations of what is or is not included in fees



A simple and all-inclusive fee structure



Parents are more likely to trust a school that is upfront about its fees

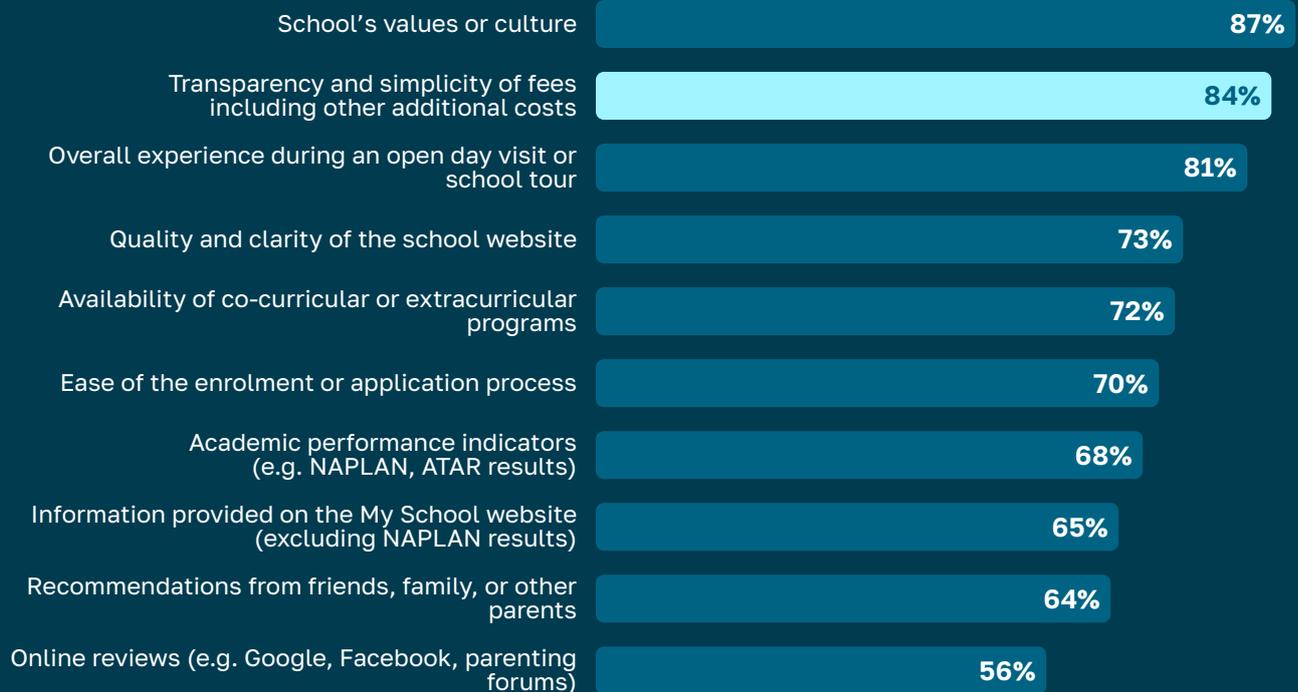
Strong school-family partnerships drive better student outcomes,² and trust is their foundation. Being upfront about fees presents an early opportunity for schools to build this vital trust with parents.



One in two parents (53%) strongly agree that they are more likely to **trust** a school that is upfront about their fees.

How important are the following factors in your school choice decision?

Extremely/very important



2nd

Fee transparency is the second most important factor for parents in their school choice decision.

The demand for clarity and accessibility

Lack of fee transparency impacts most parents

More than three in five parents (62%) report that additional or unexpected costs have significantly impacted their perception of a school. Furthermore, nearly three in four parents (73%) have been surprised by unexpected levies or extra charges on top of their school fees.



62%

of parents say additional or unexpected costs have significantly/somewhat impacted their perception of a school.



73%

of parents agree that they have been surprised by unexpected levies or extra costs on top of school fees.



What I struggle with most is the lack of transparency around what's included in school fees and the additional costs that come up unexpectedly. Often, things like uniforms, excursions, technology levies, and extracurricular activities are not clearly outlined upfront, which makes budgeting difficult.

MELBOURNE PARENT

Parents want fee information to be accessible online



Four in five parents (82%) believe that easy access to accurate and up-to-date information about fees is extremely/very important.

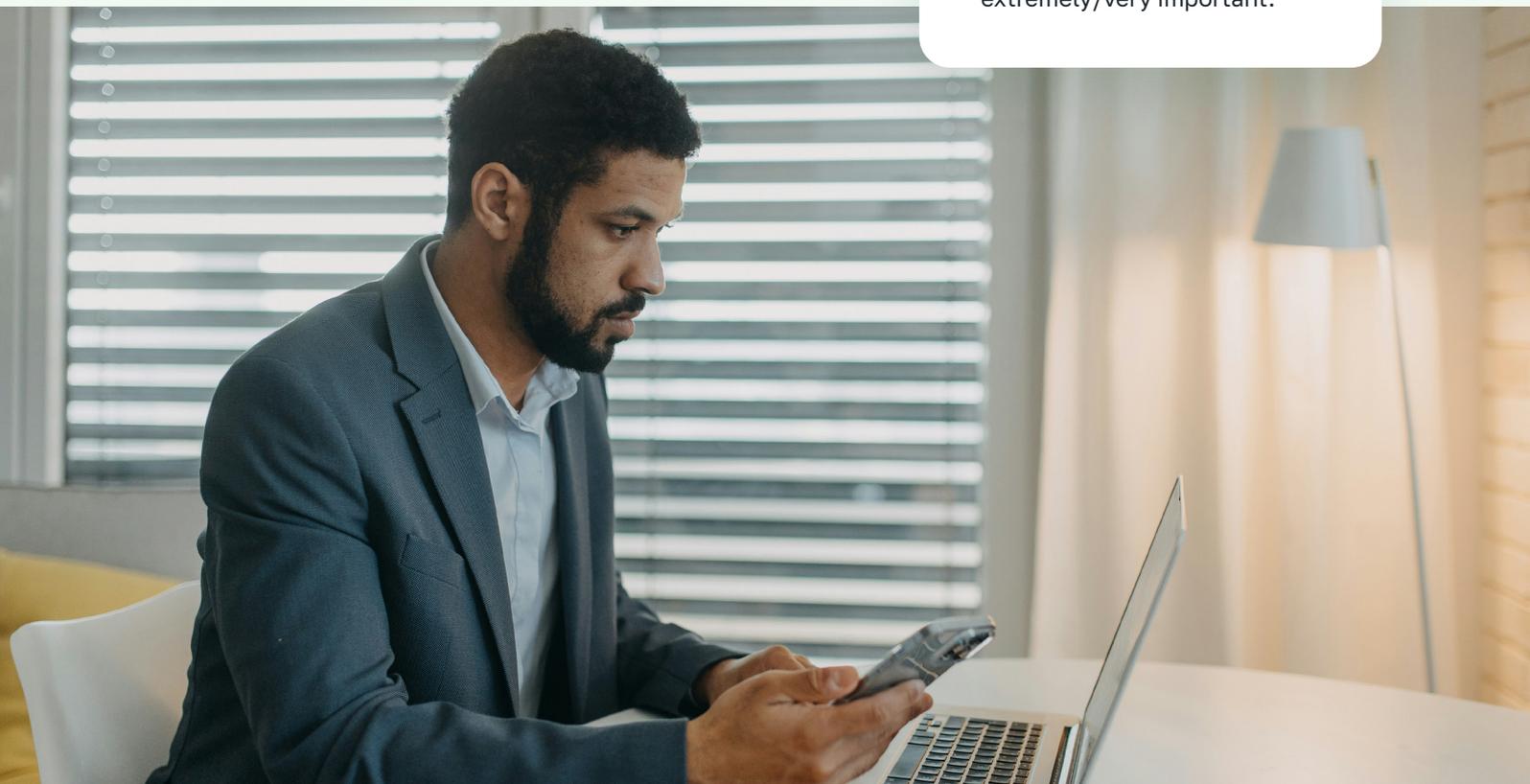
Making fee information accessible benefits both prospective and current parents. Three in four parents (77%) would be more likely to consider a school if the full cost of tuition and other fees were clearly listed online, underscoring the enrolment benefits of accessible fee information. A similar proportion (77%) also find online access to their fee balance and payment history extremely important, suggesting online accessibility boosts both enrolment prospects and parent satisfaction.

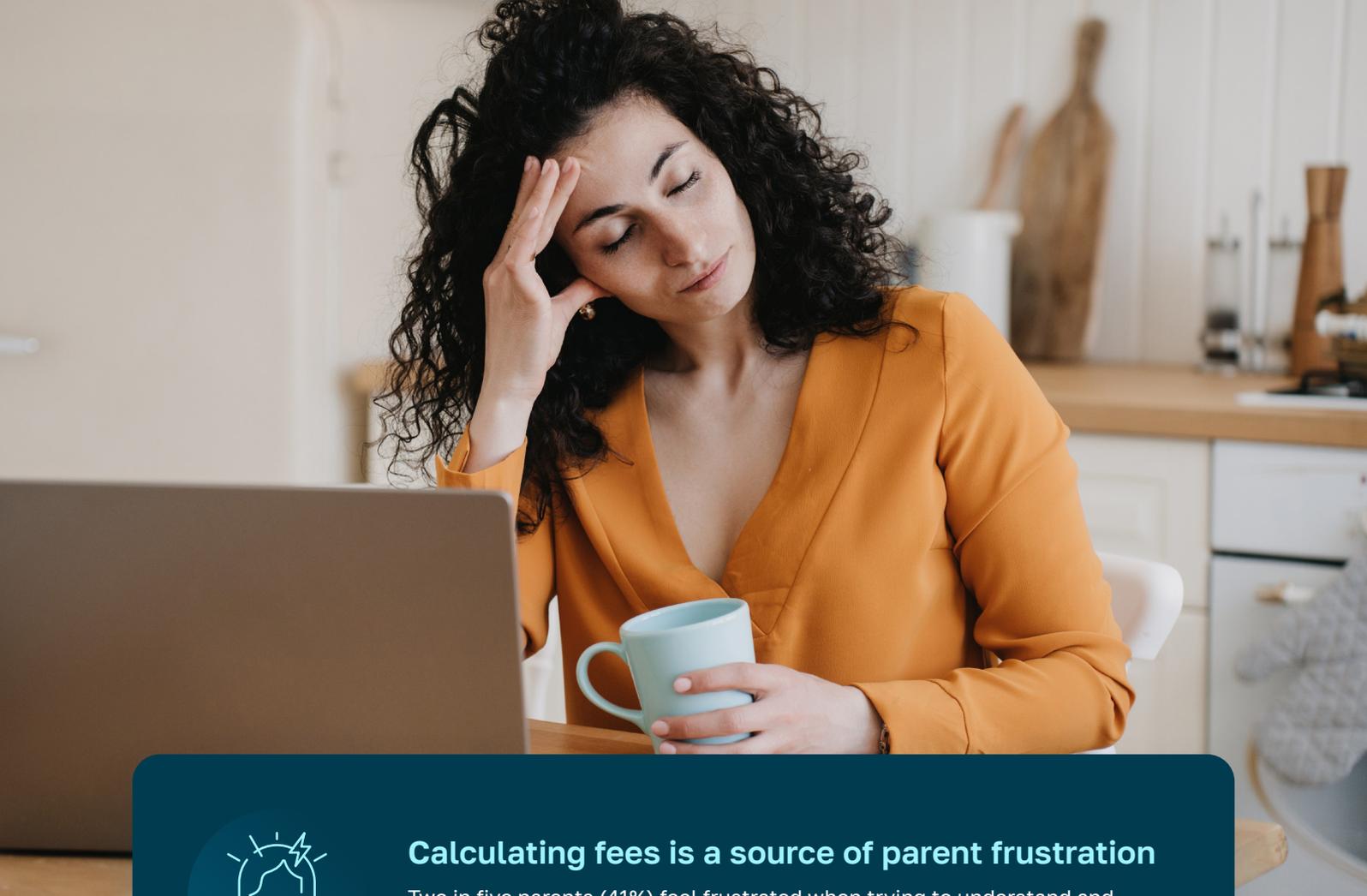


Three in four parents (77%) strongly/somewhat agree that they would be more likely to consider a school if the full cost of tuition and other fees were clearly listed online.



77% of parents feel that **online access to their fee balance and payment history** is extremely/very important.





Calculating fees is a source of parent frustration

Two in five parents (41%) feel frustrated when trying to understand and calculate school fees for their family. Compounding this, three in ten parents (31%) find it difficult to get an accurate estimate of school fees.

Parents want to use technology like fee calculators

Making a fee calculator available on a school's website is a key way to enhance transparency and accessibility for all parents. Three in five parents (60%) would find a school fee calculator helpful when researching or planning for school fees, while over half (56%) consider online fee calculators an extremely or very important information source.

More than seven in ten parents (71%) strongly or somewhat agree that a personalised fee estimate for their family would help them to make a wise decision about the affordability of a school. Fee calculators offer an efficient way to provide such tailored estimates.

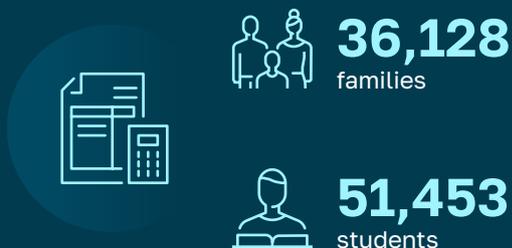


More than half of parents (56%) consider online fee calculators to be an extremely or very important source for finding information about school fees.

Feesable: Facilitating Fee Transparency

Feesable's impact in 2025 demonstrates the value of such tools. The fee calculator was used by 36,128 families to estimate fees for 51,453 students. This activity generated contact and enrolment queries for 9,649 families and 13,461 prospective students, resulting in a 27% enrolment query rate. On average, the Feesable calculator generated 10 enquiries per school per month and was used 49 times per school each month.

The Feesable Fee Calculator helped families to understand fees by delivering personalised estimates for:



The Feesable Fee Calculator helped schools to start genuine enrolment conversations and connect with:

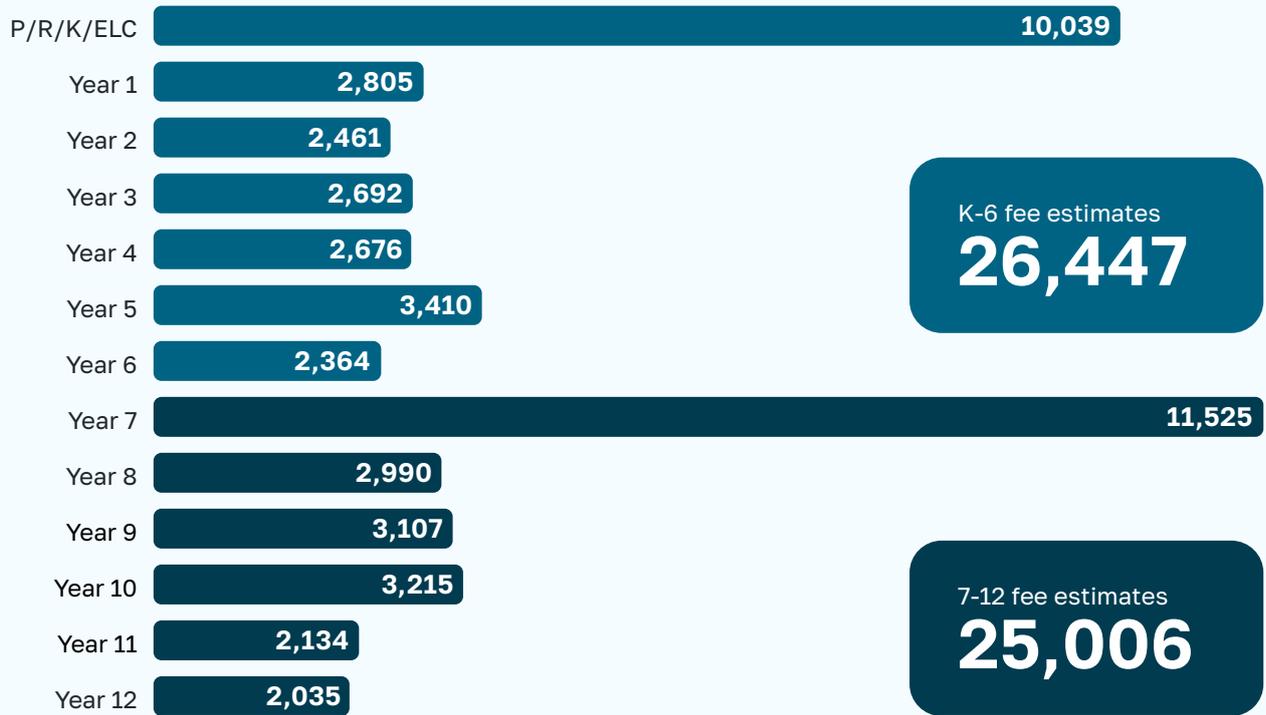


“

Having the calculator is a real benefit to the parents - it gives parents that ability to plan and real visibility of what the fees are. It just offers real clarity.

BUSINESS MANAGER, NSW

Number of fee estimates by year group



More than eight in ten parents who use the Feesable fee calculator agree that it definitely made it easier to understand the fees, or was helpful (82%).

Research methodology

This report is the collation of data provided by Feesable, an online survey of Australian Independent school parents, and data made available by the Australian Curriculum, Assessment and Reporting Authority (ACARA) and the Australian Bureau of Statistics (ABS).

Feesable data

Data has been extracted from The Feesable fee calculator for the 12 months to June 2025. These cover submissions, enquiries, and fee assessments of schools serviced by Feesable.

Online survey

McCrinkle conducted an online survey of parents of children enrolled in Independent schools in Australia. The survey was in field from the 16th to the 24th of June 2025, yielding n=522 responses.

The geographical distribution of respondents was left to natural fallout, with the final sample comprising participants from Victoria (30%), Queensland (29%), New South Wales (28%), Western Australia (11%), South Australia (7%) and Tasmania (2%). There were no respondents from the Northern Territory.

ACARA and ABS Data

ACARA's National Report on Schooling in Australia 2024 on schooling, enrolment, and school funding has been collated and analysed. ABS' Schools, 2024 has also been utilised to unpack insights into government and non-government schools and students.

Graphs and Rounding

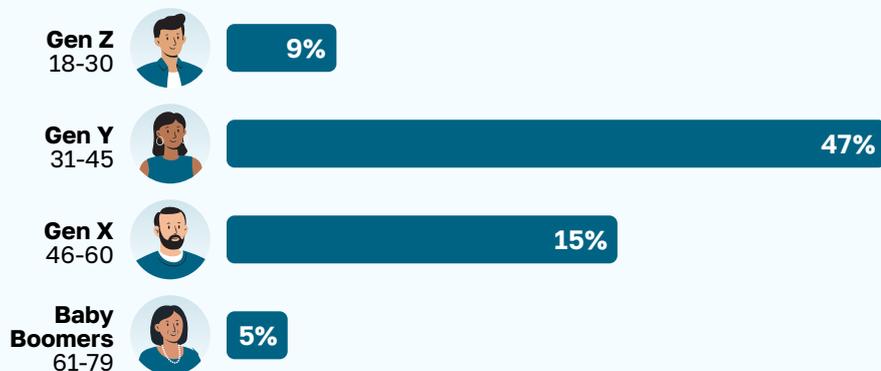
Data labels on the graphs in this report have been rounded for simplicity. Some graphs, may, therefore sum to 99% or 101%. Any calculations where two data points have been added are based on raw data (not the rounded data labels on the graph) which have been rounded once combined.

Terminology

While a small number of respondents were legal guardians, step-parents, or grandparents of children enrolled in independent schools, the majority of respondents identified themselves as the father (45%) or mother (53%) of the children. For simplicity we will refer to these stakeholders as parents.

Online survey demographics

What age will you be in 2025?



Report Partners



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Edified is a specialised consulting firm focused exclusively on the education industry.

We began in Australia in 2018 and now work around the world, with senior people on the ground in Australia, New Zealand, the UK, Europe and North America. Each of us is driven by a deeply held belief in the power of education to change lives.

Our recent work includes helping schools to set tuition fees. Using advanced econometric modelling Edified have been able to simulate the marketplace and assist schools to optimise tuition fee strategies, evaluate scholarship effectiveness and reposition based on accurate demand forecasts and parents' willingness to pay.

We also help schools to solve challenges in marketing, student recruitment, digital, comms, CX, admissions, operations, compliance, research and benchmarking.

Our clients, including many independent schools, say that what sets Edified apart is that we 'get them' like no-one else does. All our people have held senior roles in education institutions, so we understand the complexities and challenges; the nuances and opportunities of the sector.

Our mission is to untangle your most complex problems. We'll unearth insights that give you the confidence to take decisive action, and energise your people through genuine collaboration. Above all, we'll clarify the actions needed for a way forward.



Simon Shenton, FACTS Sales Manager ANZ
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At FACTS, we believe technology should serve schools, not the other way around. That's why over 200 schools across Australia and New Zealand and more than 12,000 worldwide trust us to deliver secure cloud-based solutions backed by people who genuinely care.

Our School Management Platform is designed to support the entire student lifecycle, from enrolment to alumni and beyond. It improves daily operations in student and family engagement, classroom tools, and integrated financial management. With our flexible API library and partner-first approach, schools can choose the tools that best fit their community, now and into the future.

Our Tuition Management solution can be used independently or integrated with our School Management platform. It features actively managed payment plans, simplified billing, and a caring family help desk, which enhances the experience for families and reduces the administrative workload for schools.

With over 35 years of experience and more than 3 million families supported globally, FACTS combines innovation with heart. We're here to help schools thrive, with flexible platforms, trusted relationships, and a commitment to long-term success.



Kate Bain, Executive NAB Education
www.nab.com.au/education

NAB Education

With over 160 years' experience in banking for the education sector, NAB Education has the insights, specialist knowledge and business solutions you need to finance, innovate and transform your school.

We have a national team of experienced and dedicated NAB Education bankers who can partner with you and tailor

solutions to help support the delivery of your strategic and master plan visions. We can help to optimise your financial resources and enhance your administrative processes.

We work hand-in-hand with schools to understand what is important to you financially and ethically, including your school's unique mission, values and ethos.

About McCrindle

mccrindle

McCrindle is a social insights advisory firm. For two decades McCrindle has been trusted to provide a clearer picture for leaders in the education sector. This includes McCrindle's annual Future of Education report exploring the latest trends impacting the education sector and shaping today's students.

McCrindle helps school leaders think strategically, bringing data to life by collecting, analysing and visualising the latest trends so educational leaders can lead with confidence.

Visit mccrindle.com to learn more about how McCrindle can help you lead with confidence.

The McCrindle team can provide:

- Demographic analysis of a school's catchment area to inform marketing and enrolment planning
- Dynamic and robust stakeholder engagement processes to inform strategic and operational decisions
- Professional learning and development sessions to equip staff, leaders and boards with clarity on emerging trends and strategies to succeed
- Strategic planning and facilitation that puts insights at the heart of a school's strategic plan

References

- 1 McCrindle, The Generations Defined, 2023
- 2 Department of Education, Supporting Family-School-Community Partnerships for Learning, 2024



Get in touch to learn how Feesable can help your school to apply these insights and deliver better fee experiences for families.

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