



Prices hold steady ahead of the polls

New Zealand's housing market held its steady course through September, with prices again moving sideways. The general election on 7 November is drawing closer, but with housing largely outside the main political debate, we expect its influence on the market to be limited.

REINZ's market data for sales during September 2026 showed national prices tracking within the sideways ranges seen for most of this year. Sales activity was slightly softer than the same month in 2025. The South Island continues to outperform, with Canterbury, Otago and Southland leading on the back of strong rural and tourism sectors and ongoing internal migration.

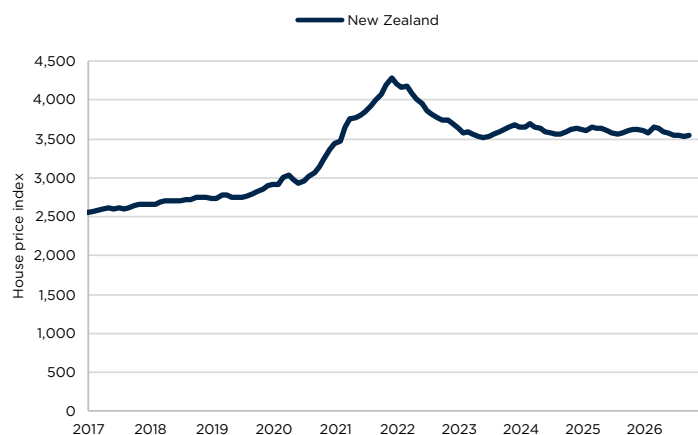
The supply of homes for sale remains above last year's levels and is still the main constraint on price growth. The spring selling season is now underway, bringing the expected seasonal lift in new listings. Home loan rates were broadly flat over the month, with banks making only minor adjustments in response to inflation forecasts and wholesale rate movements.

With the election a few weeks out, campaigning has so far centred on issues like cost of living and tax policy. Some tax policies being campaigned on could have implications for parts of the property market, although in most cases various carve outs have been introduced to reduce the impact on most home owners. Early polling suggests a coalition government is likely so it is unclear how the policies will ultimately be mixed through the coalition forming process.

Oil prices have climbed back towards the levels seen when the Middle East conflict began. The initial spike slowed the housing market earlier this year, and while economic risks still remain, the housing market has become less sensitive to the issue.

Our view is the market is likely to remain broadly neutral through the rest of 2026. We expect some seasonal uplift in activity over spring, but not a material change in overall conditions. In these competitive market conditions, it is critical that sales processes are set up for success through realistic price appraisals, effective marketing and dedicated salespeople.

House prices tracking sideways



Data: Powered by REINZ and Realestate.co.nz.

Market conditions right now

Neutral

Median house price: New Zealand

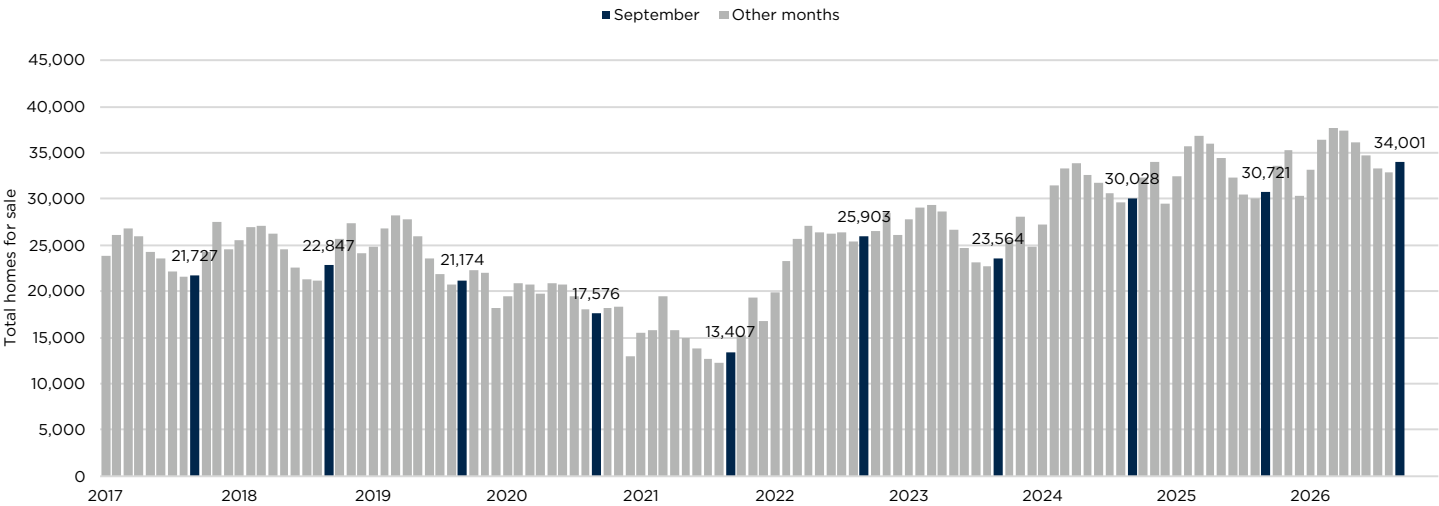
\$755,000

Change in house price index over past 12 months

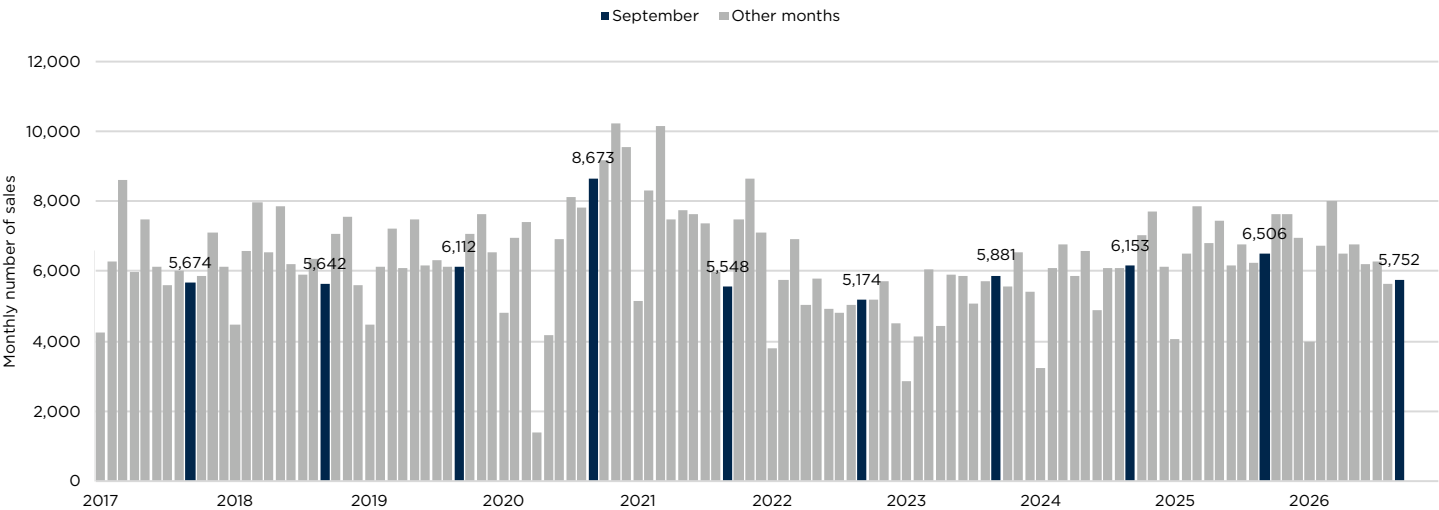
-1.5%

Activity

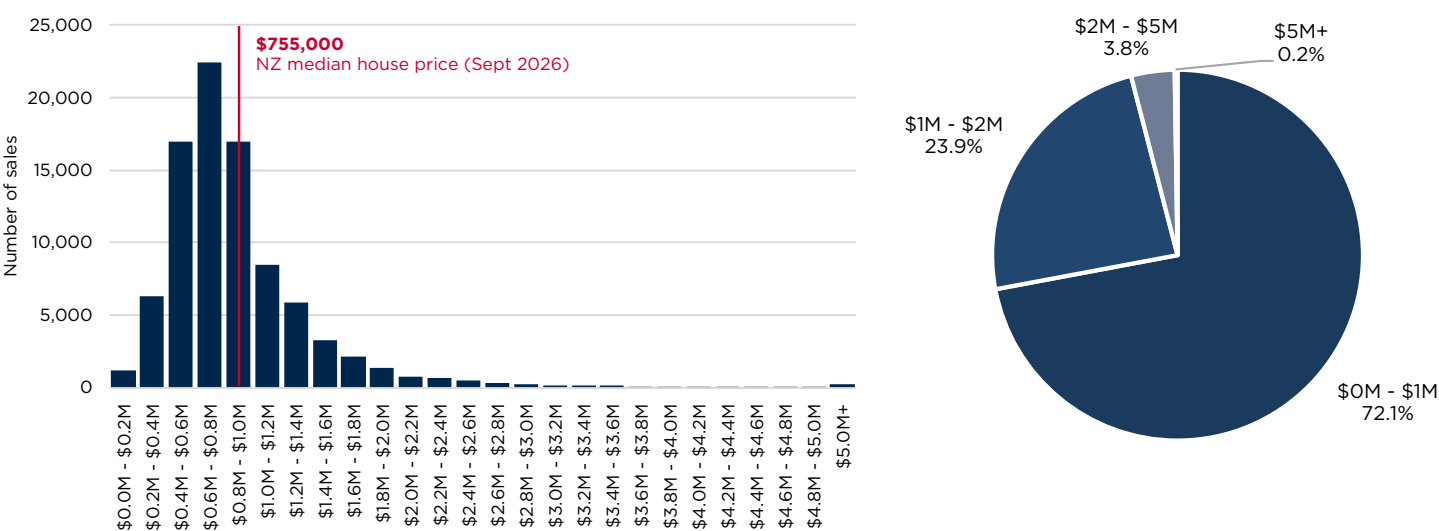
Total homes for sale is high (New Zealand)



Sale counts a bit soft (New Zealand)



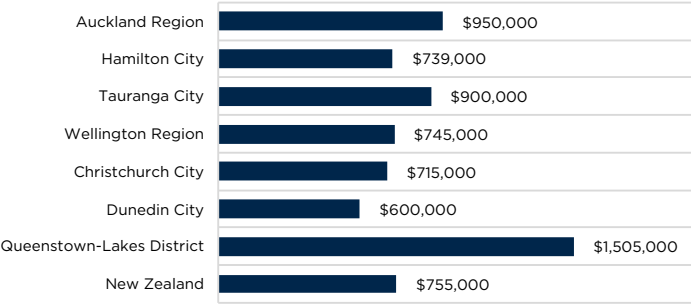
Price distribution for sales over past 12 months (New Zealand)



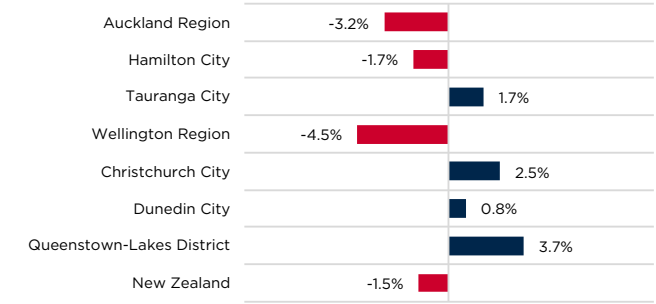
Data: Powered by REINZ and Realestate.co.nz. Graphs highlight comparable months to help navigate the seasonality of the market over the year.

Major markets

Median house price

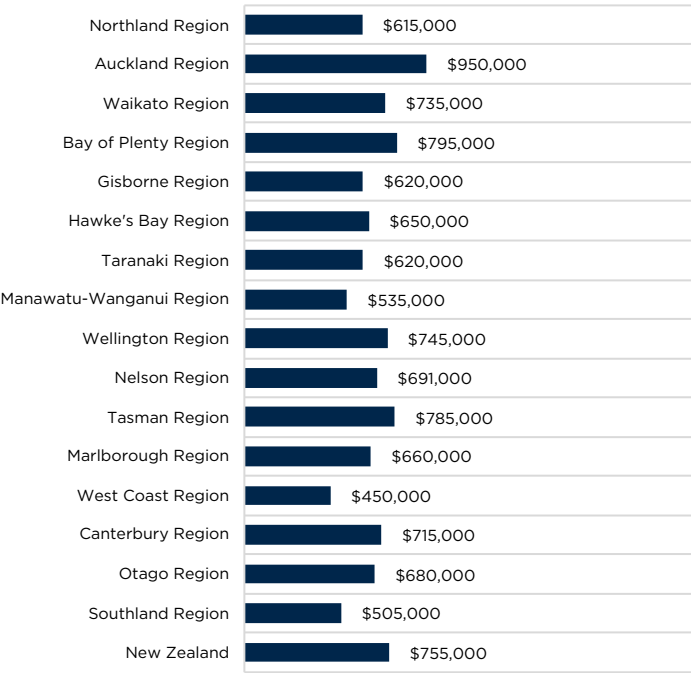


Change in house price index over past 12 months

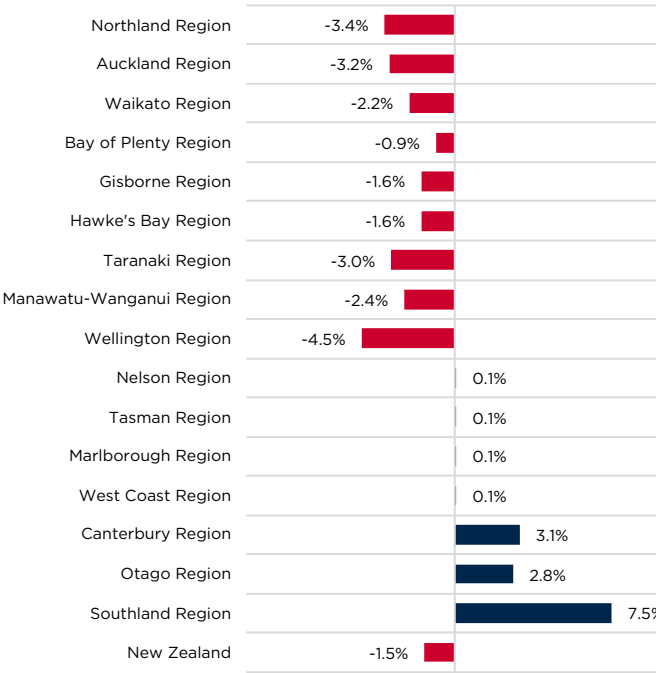


Regional

Median house price



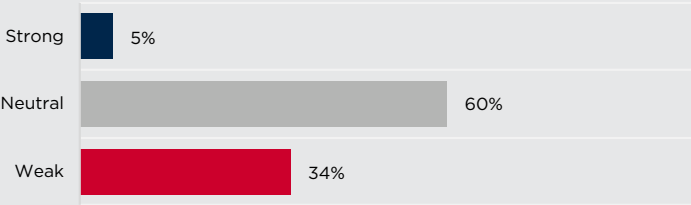
Change in house price index over past 12 months



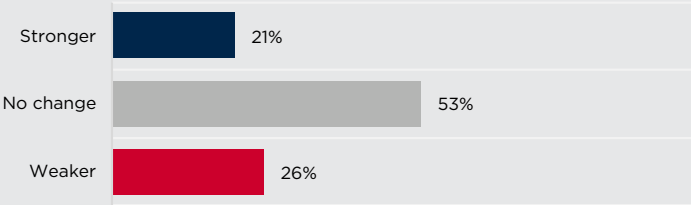
Data: Powered by REINZ.

Market sentiment

How are market conditions in your market right now?



How are market conditions in your market changing?



What's the most common challenge you're facing with buyers?

- | | |
|----|----------------------------------|
| #1 | Slow decision making |
| #2 | Too much choice reducing urgency |
| #3 | Fear of overpaying |

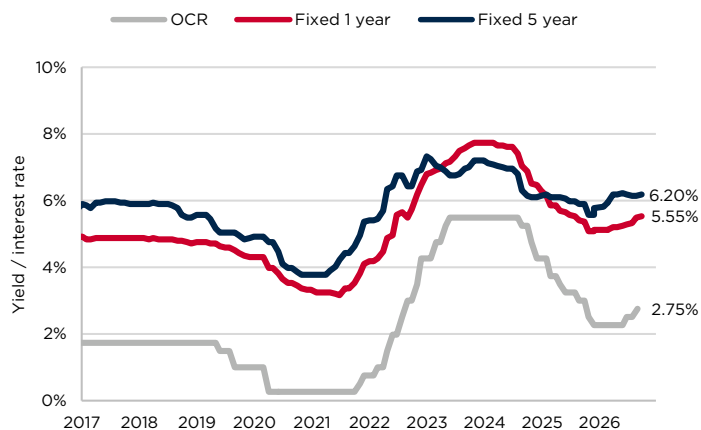
What's the most common challenge you're facing with vendors?

- | | |
|----|---------------------------------------|
| #1 | Price expectations higher than market |
| #2 | Waiting for the market to improve |
| #3 | Frustration at slow market |

Data: Bayleys quarterly sentiment survey of agents, property managers and mortgage brokers. September 2026 results. n = 296 for residential agents.

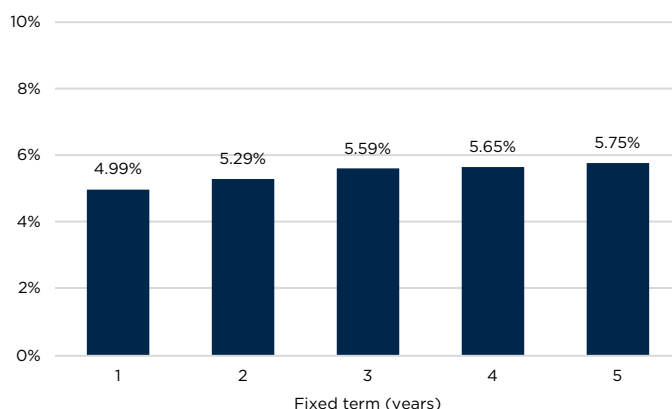
Market drivers

Interest rates down from peak but rising

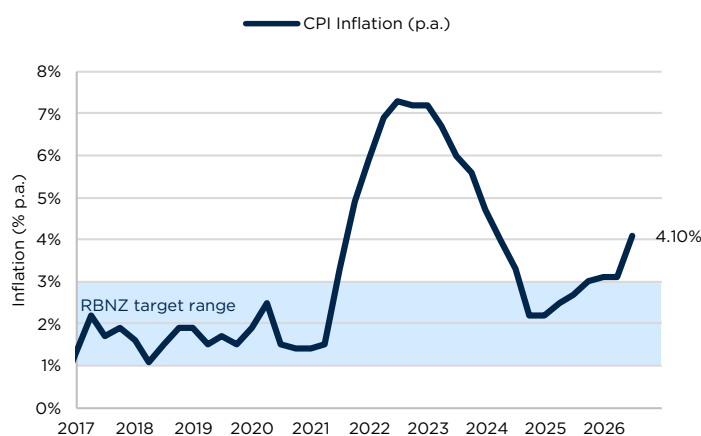


Home loan rates (20%+ deposit)

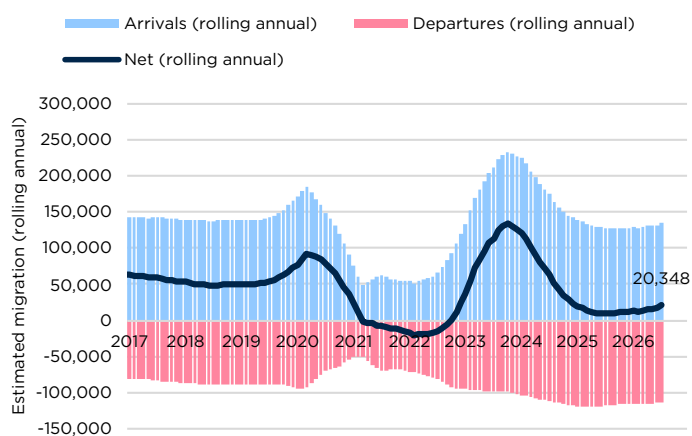
Lowest carded for 5 major banks



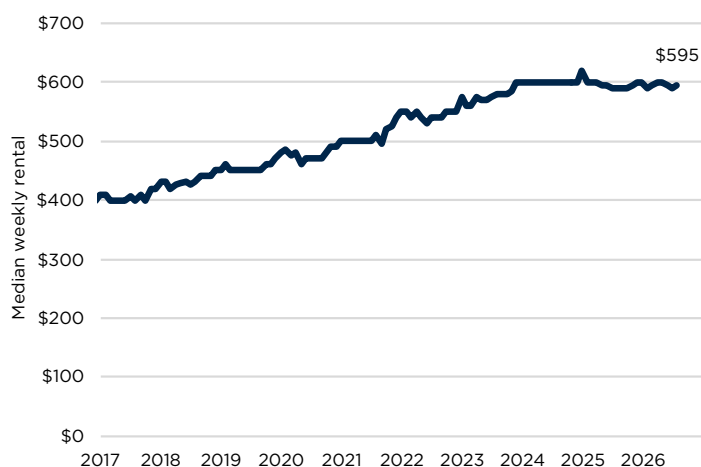
Inflation running a bit hot



Migration down but starting to recover

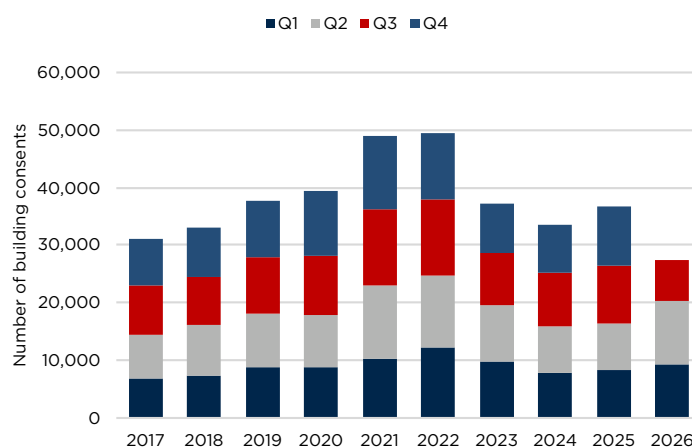


Rents steady



Data: RBNZ, Stats NZ, MBIE.

Building consents steady



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