Monthly NZ Housing Chart Pack

August 2026

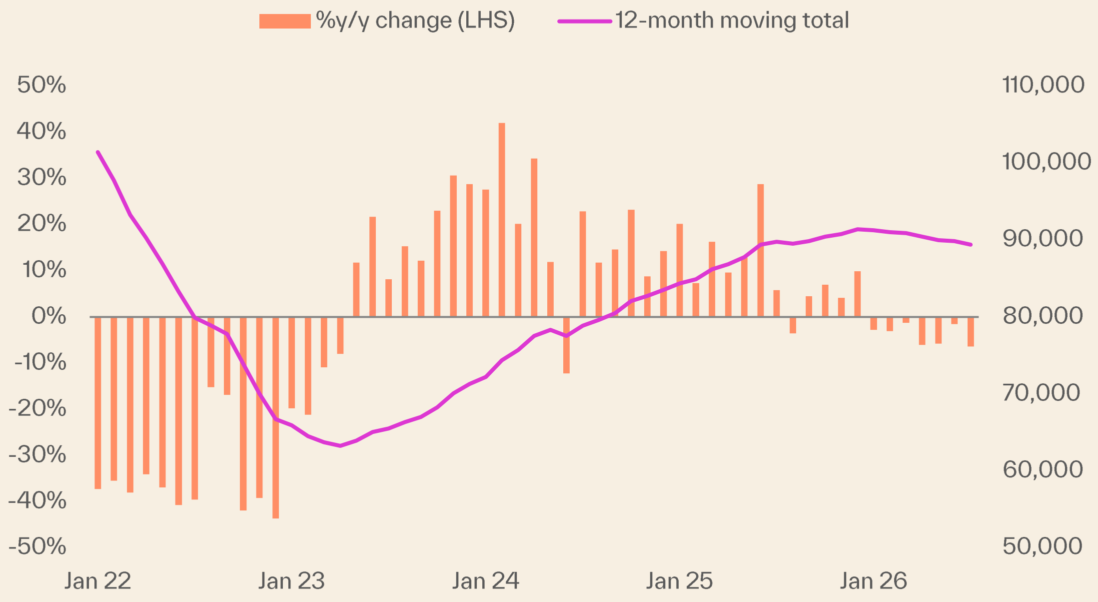
Sales activity continues to drift lower

- There were 6,935 property deals (both via estate agents and private sales) across NZ in July, down by -6.4% from the same month in 2025 - the seventh drop in a row. Clearly, buyers and sellers remain in a cautious mood.
- The reduction in agreed sales means that the stock of listings available on the market remains high by past standards and this is giving buyers a lot of the pricing power. That said, vendors still in employment aren't having to capitulate either.
- Even so, in this buyer-friendly market, property values remain subdued. The Cotality Home Value Index edged down by -0.3% in July, with Auckland and Wellington still sluggish, but Christchurch more resilient.
- First home buyers remain a key force in the market, as they've been for quite some time now. Their market share pushed up to a new monthly record high of 29.0% in July, with the *number* of deals still rising too.
- By contrast, movers (relocating owner-occupiers) remain less active than normal as economic/job uncertainty weighs on sentiment, and mortgaged multiple property owners are also being selective.
- After some quieter months, mortgaged MPOs' market share actually rose again in July, but this may not last, given a cashflow squeeze from flat rents but rising costs, alongside election-related uncertainty and possibly higher property taxes.
- Meanwhile, the Reserve Bank has now commenced a tightening cycle for the OCR which could see another rise in September as they look to reduce future inflation risks. Mortgage rates have been drifting higher in recent weeks.
- Many borrowers are still looking to 'insure' against those risks by taking out longer-term fixed rates now, but for those rolling off, say, a previous six-month rate and taking a new two-year loan, this shift will be tending to see a higher rate.
- All in all, the housing market remains subdued and the second half of 2026 could look pretty similar for sales and values.

CHART OF THE MONTH

Buyer and seller caution rolls on

National property sales volumes – agent & private



Source: Cotality

- Property sales volumes were -6.4% lower in July compared to the same month last year
- This was the seventh fall in a row, after consistent growth from mid-2023 through 2024 and 2025
- The recent slowdown in activity means that the 12-month running total has eased to 89,385, from December's mini-peak of 91,411
- This is still a decent level in a long-term context but lower than where sales likely would have been if the US-Iran conflict hadn't broken out
- Buyers aren't in any rush (given the high level of available listings), but sellers aren't capitulating either, given that job losses have been relatively limited
- Looking ahead, sales volumes seem poised to keep trending largely sideways or slightly down in the coming months, with mortgage rates now drifting higher

Residential real estate is a key part of NZ's household wealth

Residential Real Estate
$1.66 Trillion

NZ Super & KiwiSaver
$238 Billion

NZ Listed Stocks
$192 Billion

Commercial Real Estate
$345 Billion

Number Of Dwellings
1.74 Million

Outstanding Mortgage Debt
$401 Billion

Household Assets Held in Residential Real Estate (June 2024)
48% (+5% since 2021)

Total Sales Last 12 Months
89,385

Gross Value Of Sales Last 12 Months
$81.0 Billion

Source: Cotality, Reserve Bank of NZ, Stats NZ, NZX, NZ Super Fund

New Zealand property values

Overview

3 months

-1.0%

Taking the three months to July combined, there was a -1.0% dip in median property values across NZ.

12 months

-0.7%

National median values edged down by -0.7% in the year to July, only a minor drop.

From peak

-17.7%

Falls from the peak are still sitting at more than -17% nationally, but some areas are much weaker (and some are at new highs).

Source: Cotality

NEW ZEALAND PROPERTY VALUES

3 Month Changes

Change in median property values, three months to July 2026

New Zealand

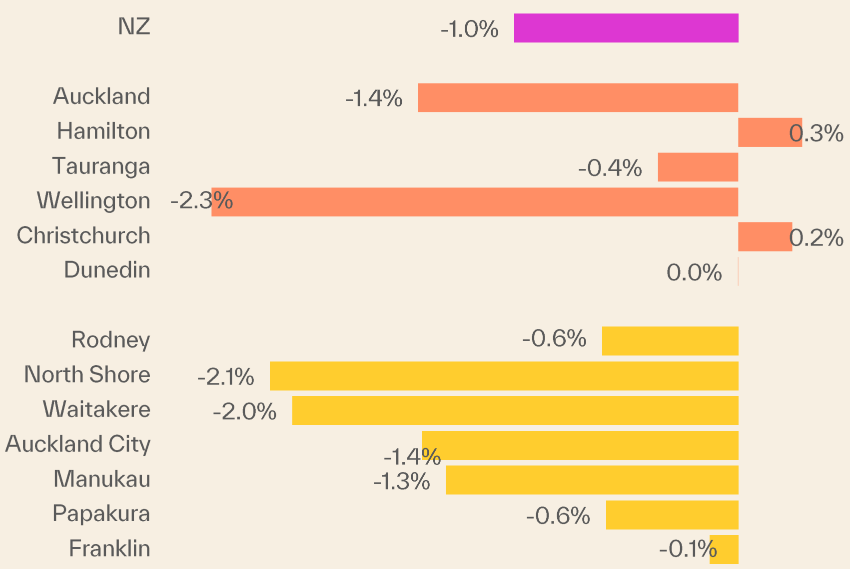
-1.0%

Auckland

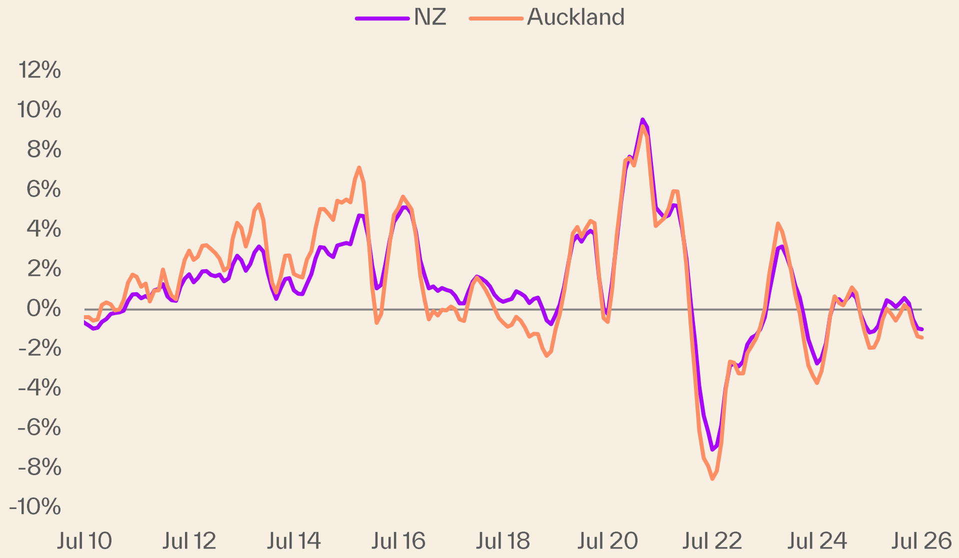
-1.4%

Christchurch

0.2%



Rolling quarterly change in median values



Source: Cotality

NEW ZEALAND PROPERTY VALUES

12 Month Changes

Change in median property values, 12 months to July 2026

New Zealand

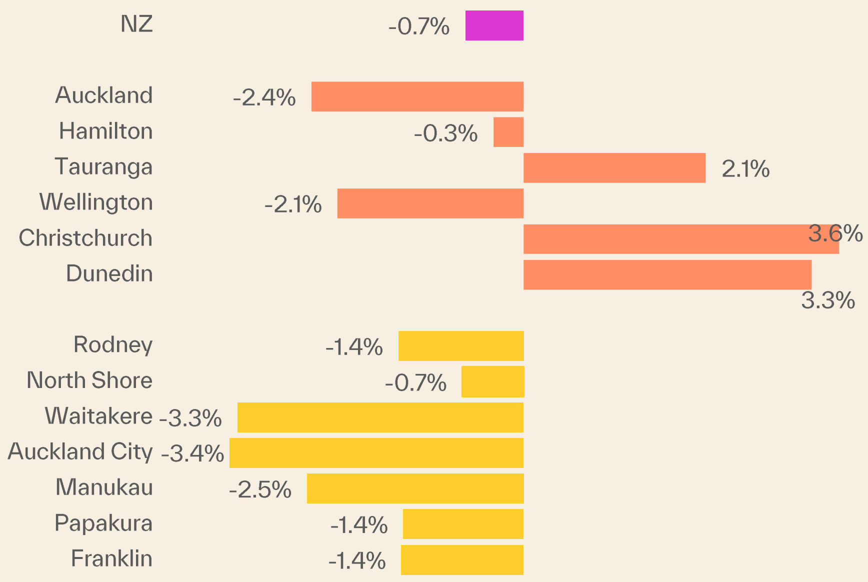
-0.7%

Auckland

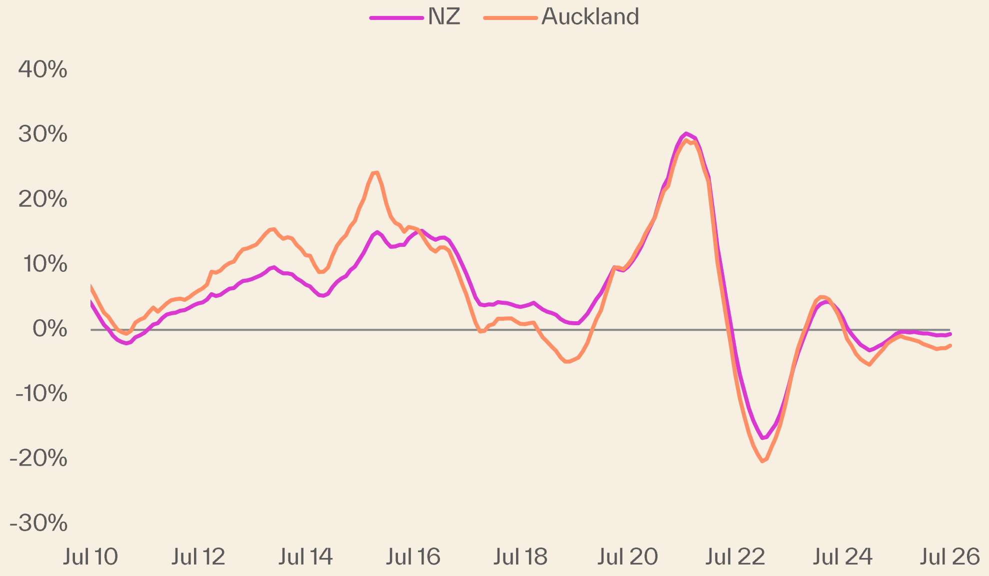
-2.4%

Christchurch

3.6%



Rolling annual change in median values



Source: Cotality

Main centres – median values

NZ fall from peak:

-17.7%

Largest main centre decline:

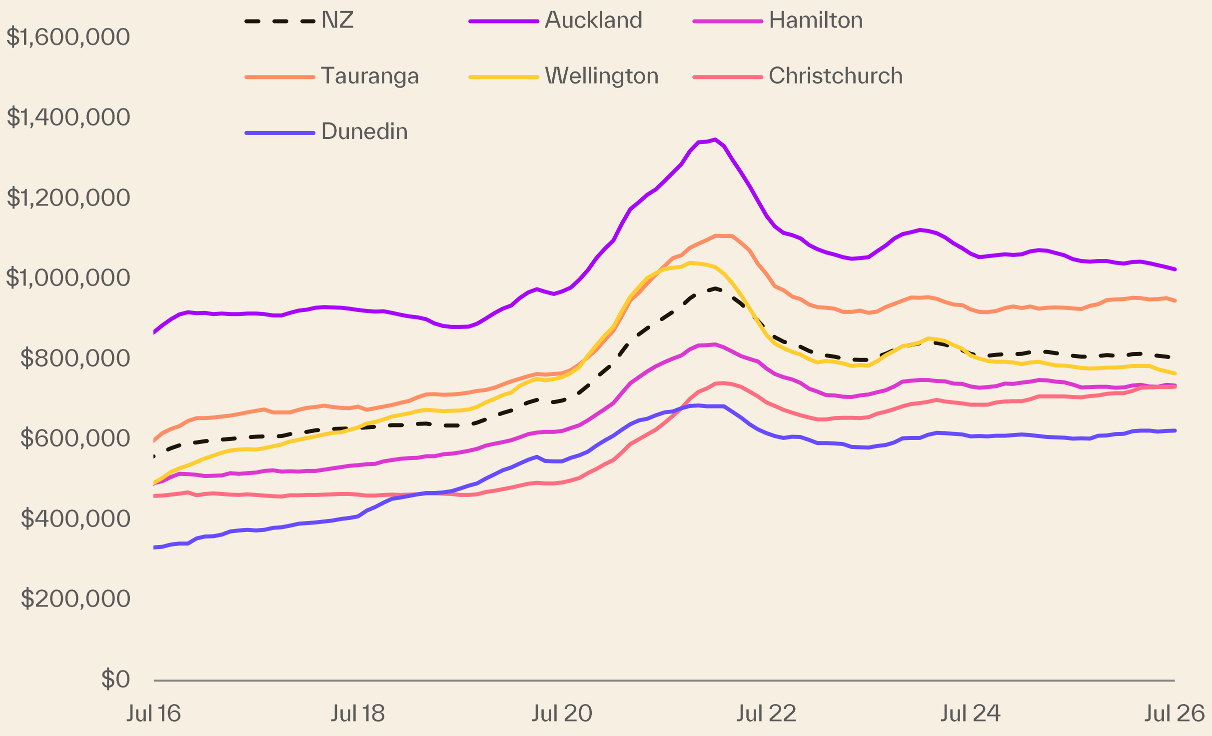
-26.5%

Wellington

Smallest main centre decline:

-1.2%

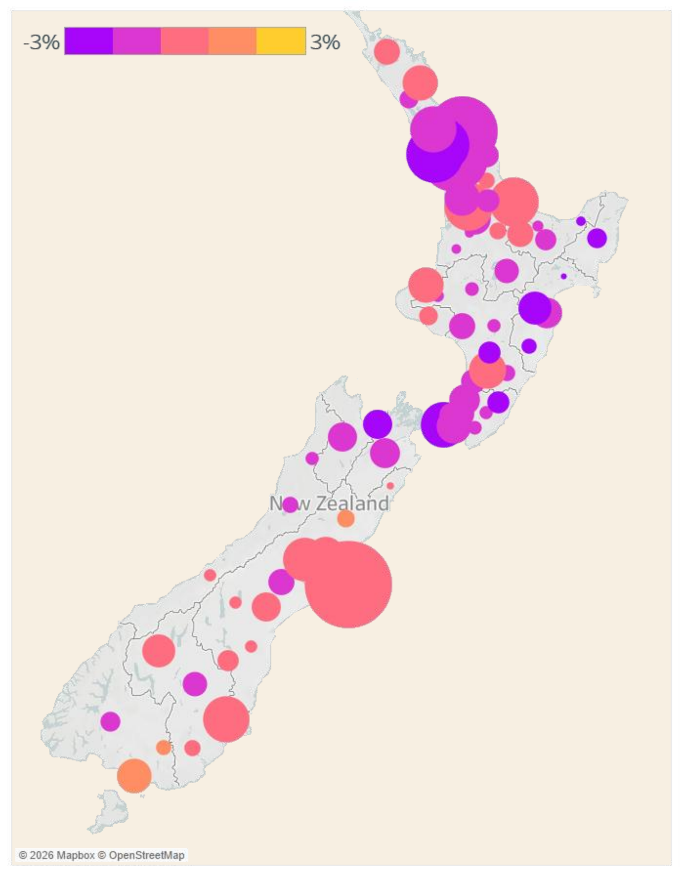
Christchurch



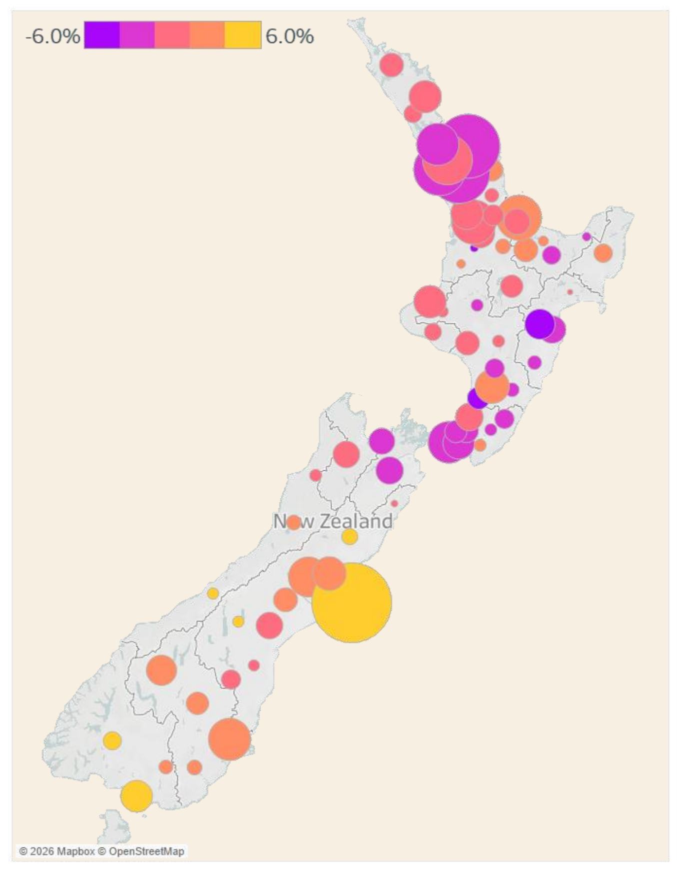
Source: Cotality

Regional changes

Change in median property values, 3 months to July 2026



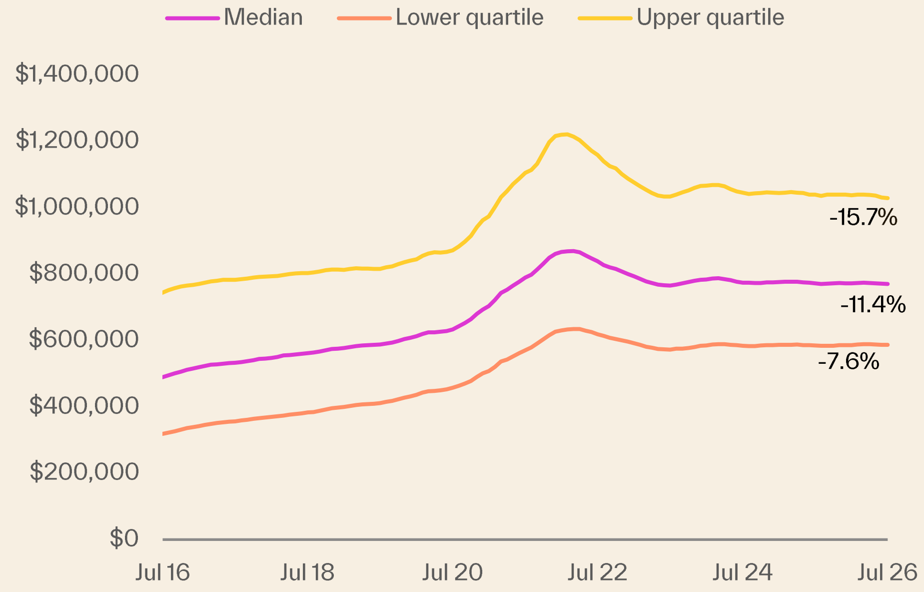
Change in median property values, 12 months to July 2026



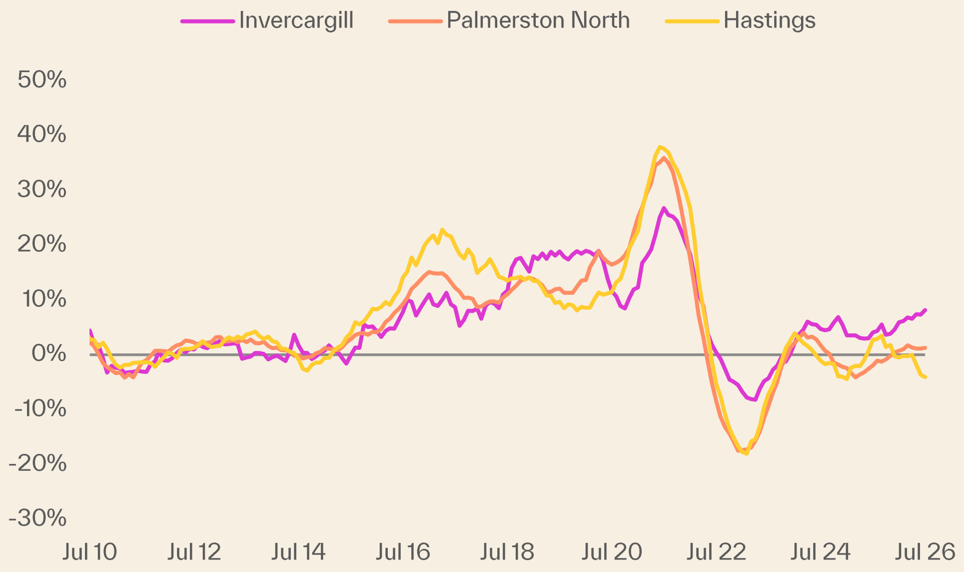
Source: Cotality

By value band and selected markets

NZ $ values median and upper & lower quartile*



Rolling annual change in median property values in selected markets



% labels on chart indicate the change relative to peak. These figures are taken from our automated valuations model, whereas elsewhere in this report we use the hedonic home value index

Source: Cotality

Sales and Listings

cotality™

NATIONAL SALES

There were 6,935 property deals (both via estate agents and private sales) across NZ in July, down by 6.4% from the same month in 2025 - and the seventh drop in a row. The annual rolling total for sales is still 'decent' (in a long-term context) at 89,385, but that's still a touch more than 2,000 less than the mini-peak of 91,411 in December last year. Caution still pervades the market, although most vendors won't be in a forced-selling position, so prices aren't collapsing.

Change in sales volumes over past 12 months compared to year earlier

New Zealand

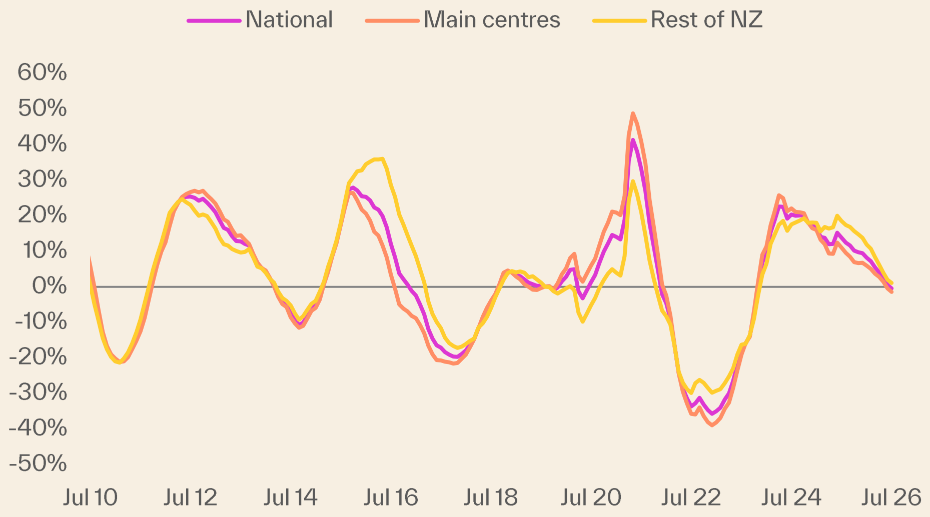
-0.5%

Main Centres

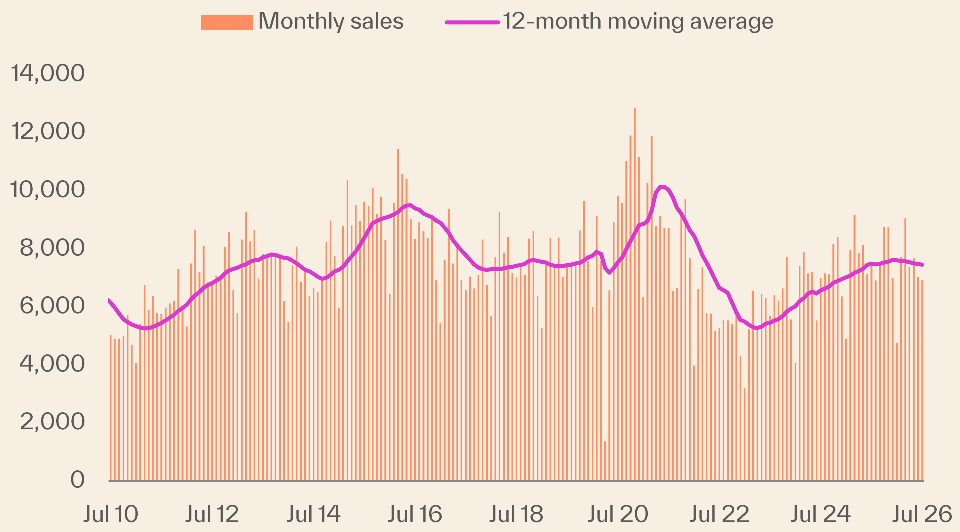
-1.4%

Rest of NZ

1.1%



Monthly sales with 12-month moving average, national



Source: Cotality

NEW LISTINGS

New listings activity always reaches a seasonal low in June and July, but the past few weeks have seen the usual Spring uplift get slowly into gear again. It'll be really interesting to watch the interaction of new listings vs agreed sales in the coming months, given that the stock of listings on the market is already high. Any sluggishness for sales could see that balance of power remain firmly in buyers' hands.

New listings over the 4 weeks ending 9th August

7,834

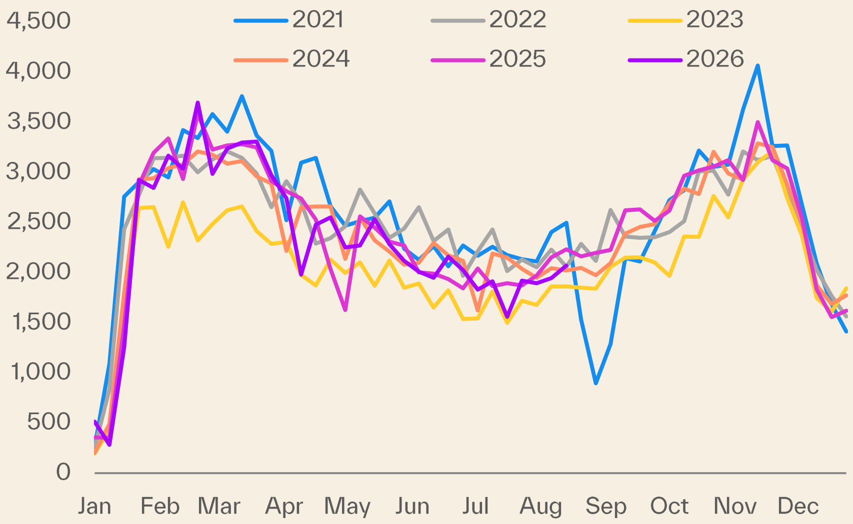
Same time last year

8,233

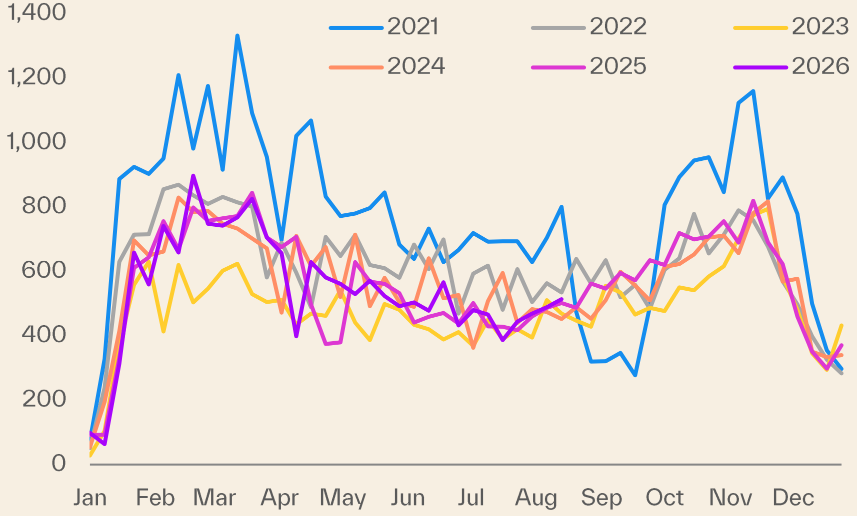
Five year average

7,945

New listings, national



New listings, Auckland



Source: Cotality

TOTAL LISTINGS

The total number of properties listed on the market remains at an historically high level for the time of year, still pretty much in line with the position in 2024 and 2025 – and well above the 2021-23 marks. This high level of choice is giving buyers a lot of the pricing power. Most regions have seen stock levels drop a bit from their high starting point a year ago, with Southland a stand-out. That said, Wellington and Gisborne have actually lifted a bit in terms of stock on the market.

Total listings on the market

27,336

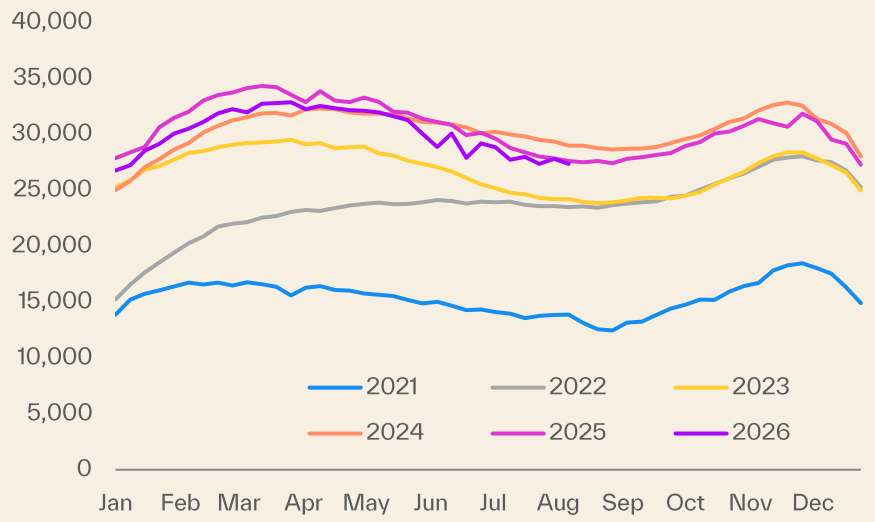
Same time last year

27,602

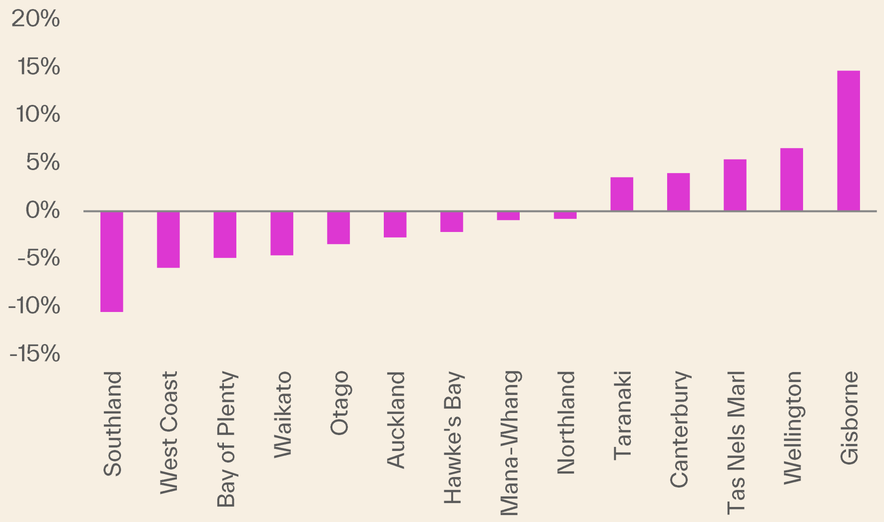
Five year average

26,314

Total listings, national



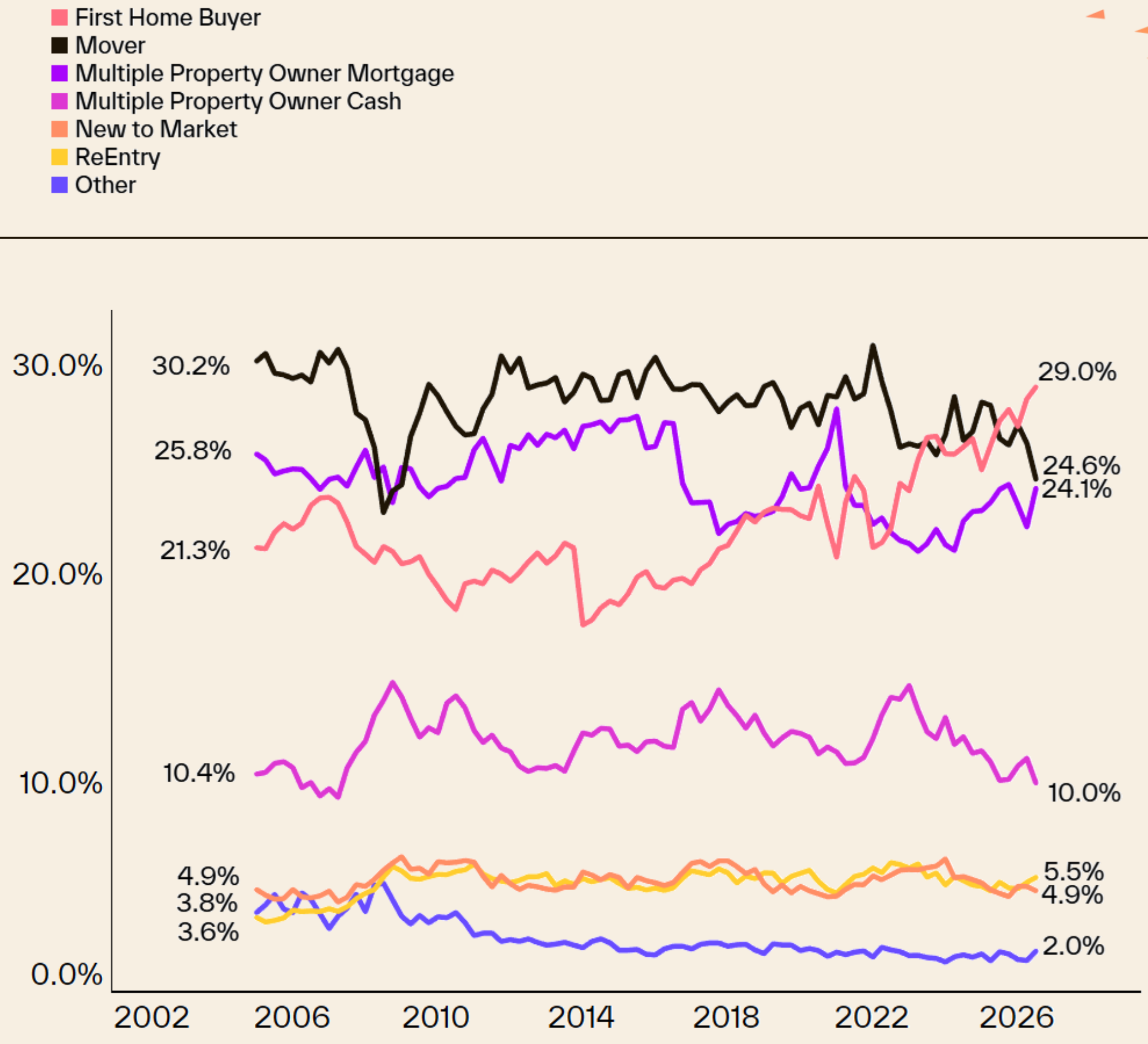
Total listings, change from equivalent period last year



Source: Cotality

Buyer classification

% market share of property purchases



Source: Cotality

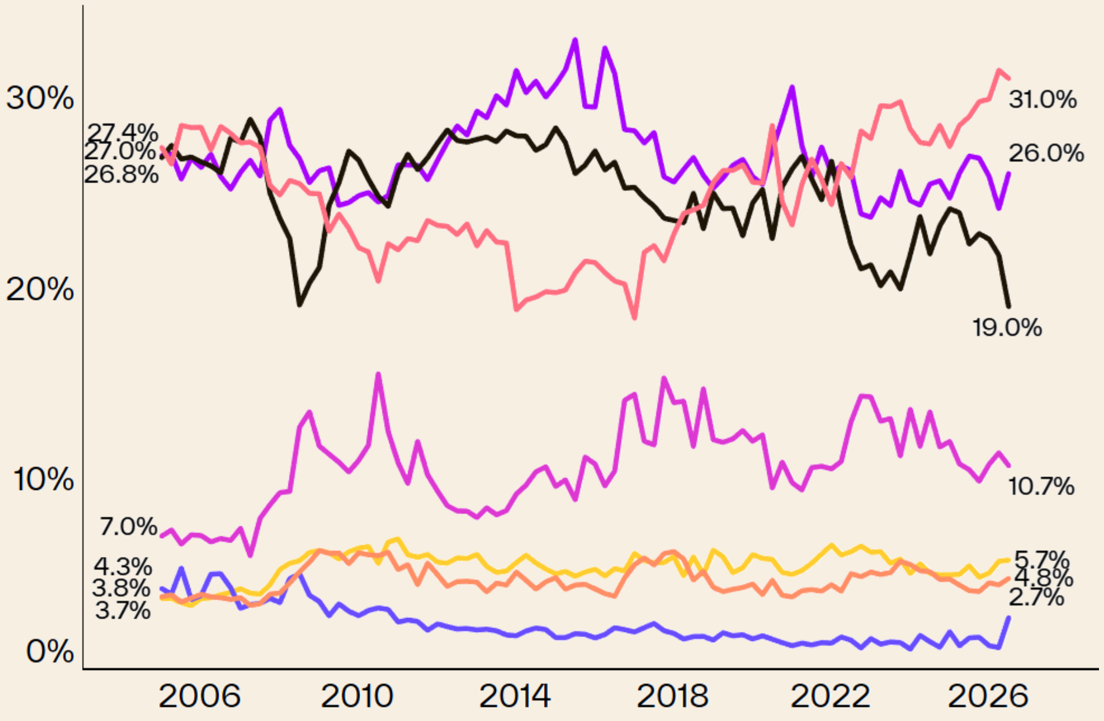
- First home buyers (FHBs) remain a key presence in the property market, accounting for 29.0% of purchases in July – which is a new record monthly high. Against the backdrop of gently falling overall activity levels, FHBs are also bucking that trend too, with their *number* of purchases still rising.
- Many FHBs are accessing KiwiSaver for at least part of the deposit and also tapping into the low-deposit lending allowances at the banks. Some may also be exiting a rental market where their costs would be higher than a mortgage.
- Meanwhile, mortgaged multiple property owners lifted their share to 24.1% in July, after some softer months during the first half of the year. However, this may not be a new trend, given concerns about flat rents but rising costs, as well as the looming election and the possibility of higher taxes.
- Conditions remain challenging for movers, and their market share (<25%) remain low by past standards. Their long-waited comeback may be delayed again by Iran-related economic uncertainty.

BUYER CLASSIFICATION - % MARKET SHARE OF PROPERTY PURCHASES

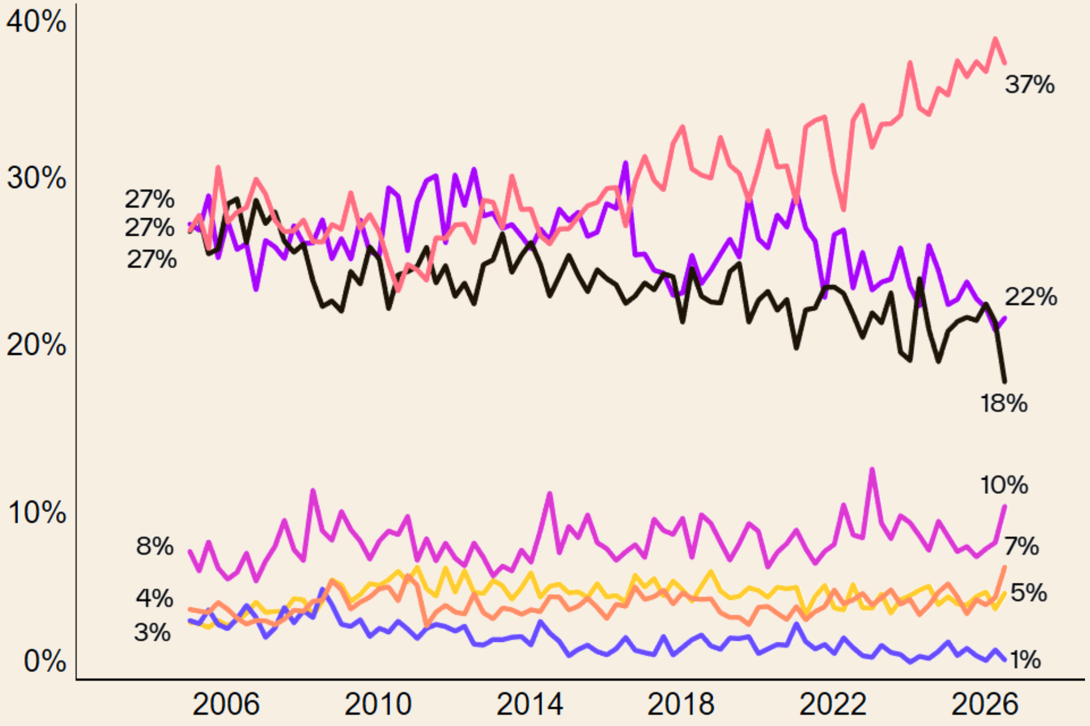
Selected main centres

- First Home Buyer
- Mover
- Multiple Property Owner Mortgage
- Multiple Property Owner Cash
- New to Market
- ReEntry
- Other

Auckland



Wellington



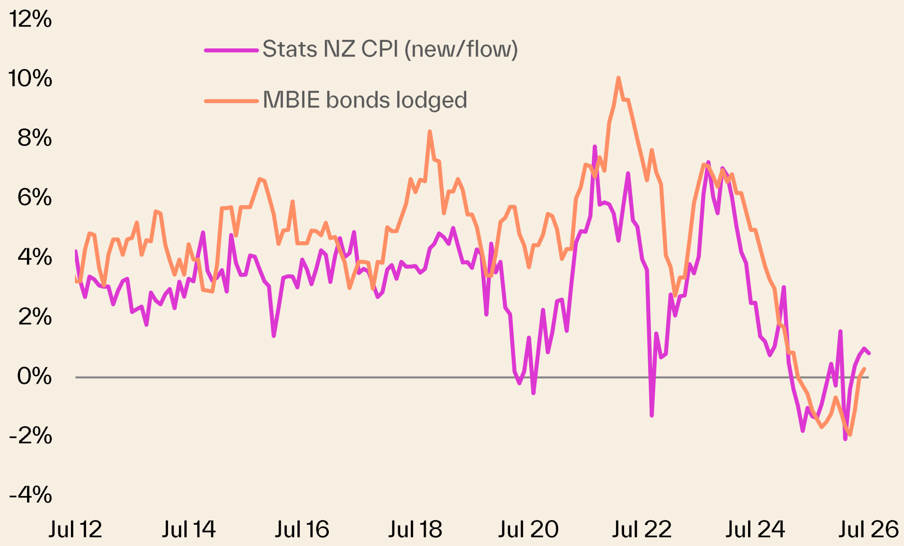
Source: Cotality

Rental Market

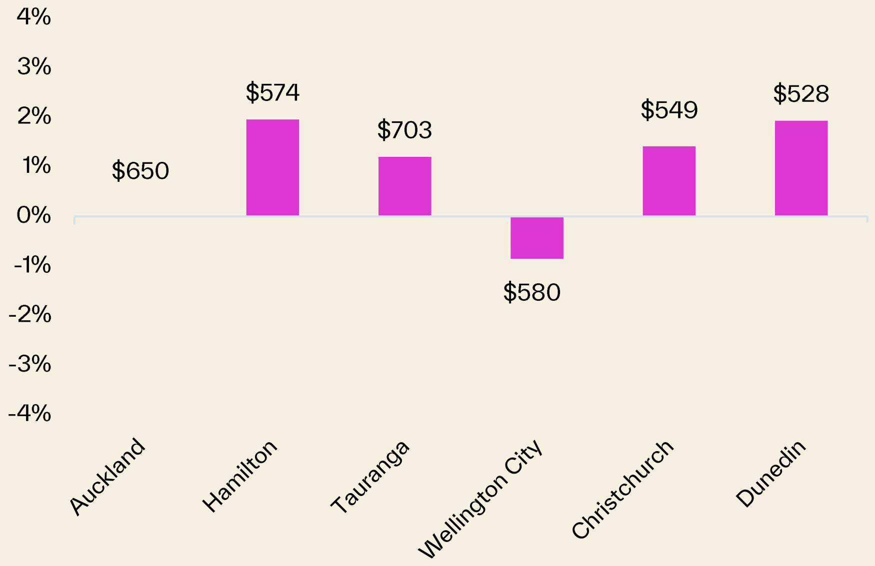
RENTAL RATES

Turning to rents, conditions generally remain subdued, although there are hints that a turning point (or at least a trough) is nearly here, if not already. Indeed, Stats NZ showed a modest rise in new rents of 0.8% in the year to July, while MBIE's data from the bonds system showed rents over the three months to June edged up by 0.3% from a year ago – the first rise since March 2025. But even if rents have basically bottomed out, a sharp upturn seems unlikely given still-subdued (albeit rising) net migration flows and the fact that our physical stock of dwellings has risen significantly in recent years.

Annual change in national rents



Annual change in median rents (MBIE)*



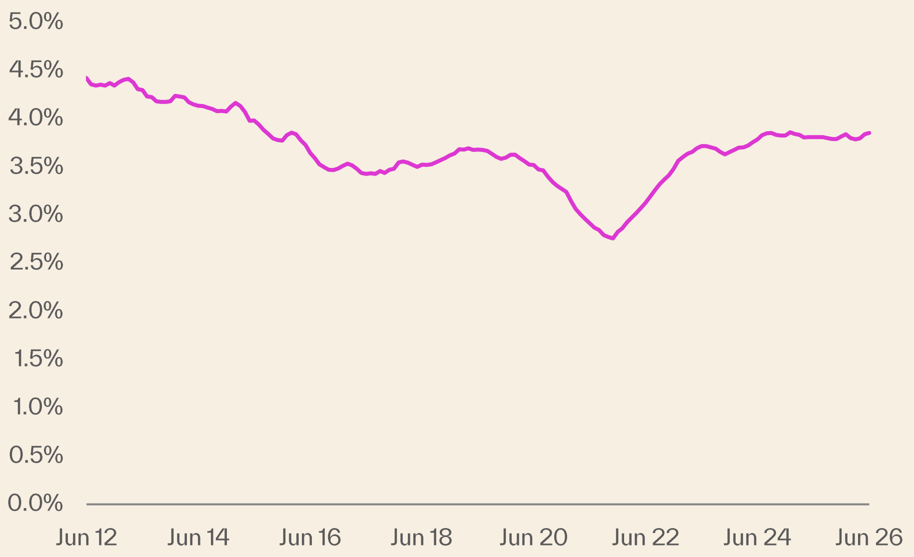
* *Labels on the bars are the latest levels for weekly rents.*

Source: Stats NZ, MBIE

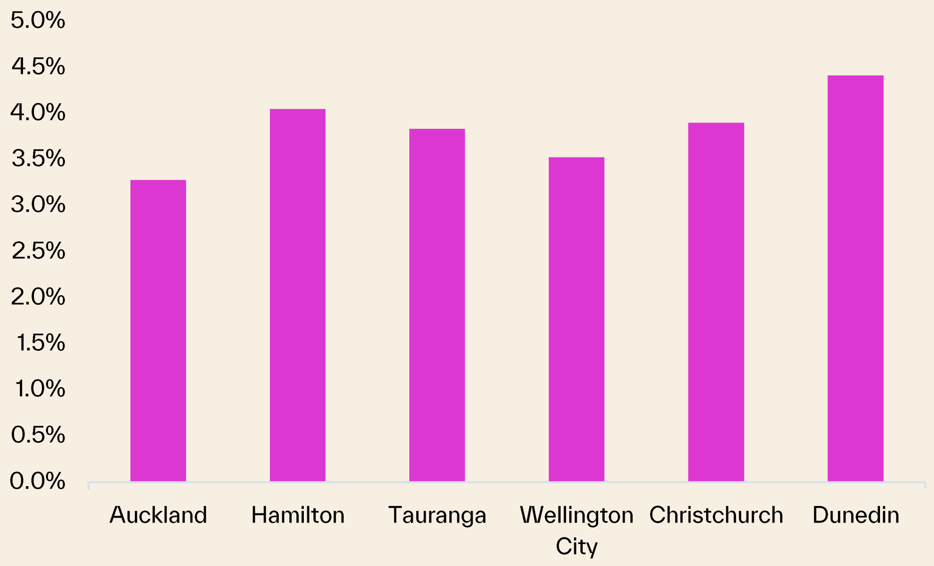
RENTAL YIELDS

Over the past few years, gross rental yields have been pretty stable in the high 3%'s at a national level, as both property values and rents have drifted slightly lower or in some areas trended largely sideways. Amongst the main centres, yields in Auckland and Wellington remain the lowest (despite large drops in property values), with Tauranga (3.8%) also a touch below the national average. Hamilton and Dunedin are above 4%. With recent rises in mortgage rates, investors' cashflows are being squeezed again.

Gross rental yields, national



Gross rental yields, main centres



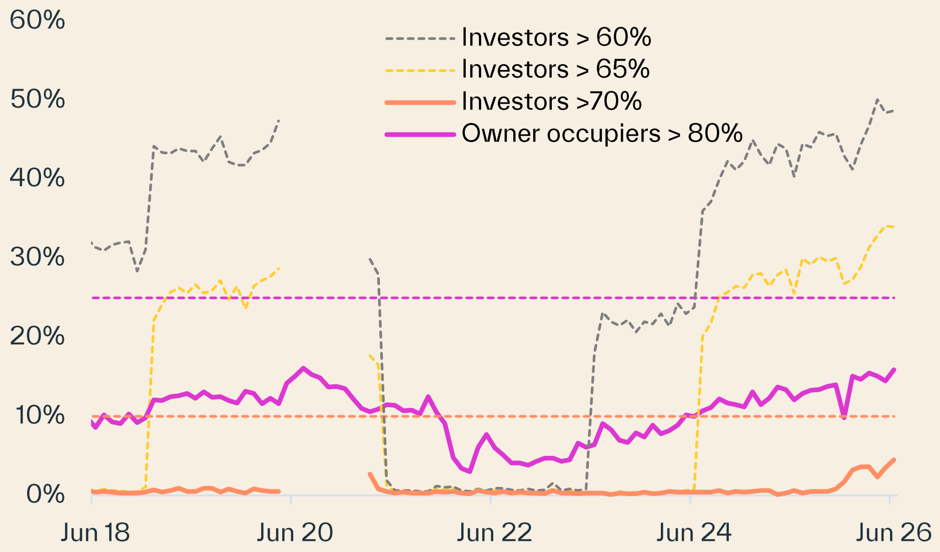
Source: Cotality, MBIE

Credit conditions

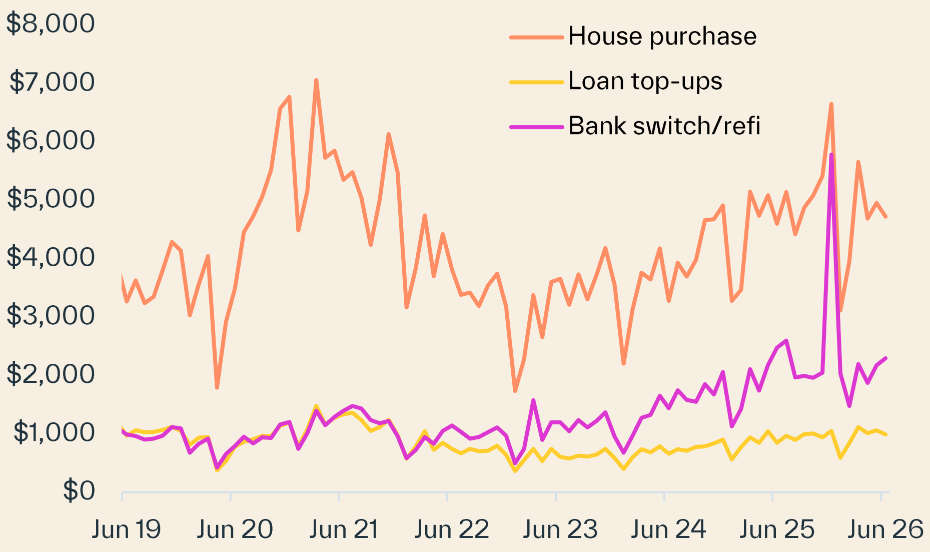
Lending flows

There still appears to be some caution from both banks and borrowers when it comes to the loan to value ratio rules at present, with the share of owner-occupier activity at a high LVR (or low deposit) remaining well below the official 25% cap. For investors, the rise in the speed limit on 1st December from 5% to 10% has created a bit more low-deposit lending activity in the past few months. Meanwhile, bank switching/refi activity has eased lately, but remains fairly high.

% share of lending at high LVR



Value of lending by type ($m)

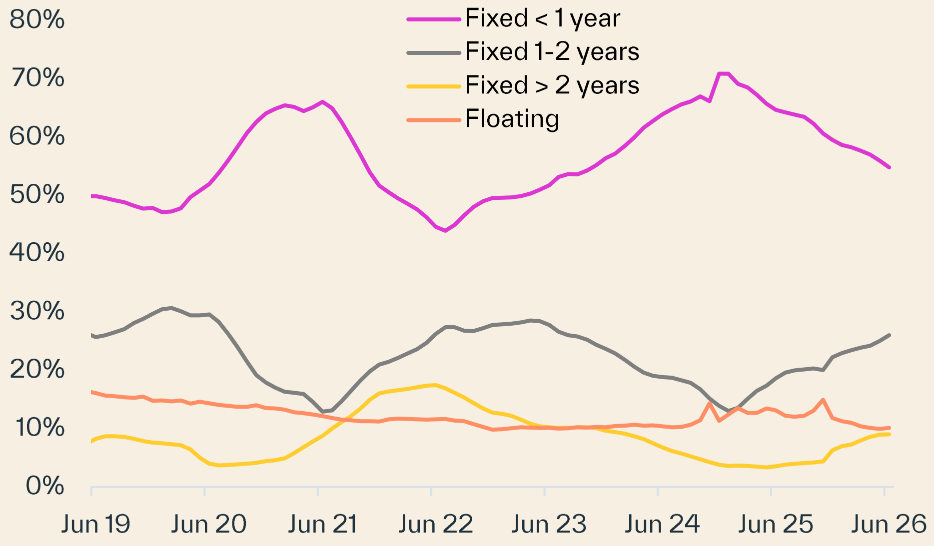


Source: Reserve Bank NZ

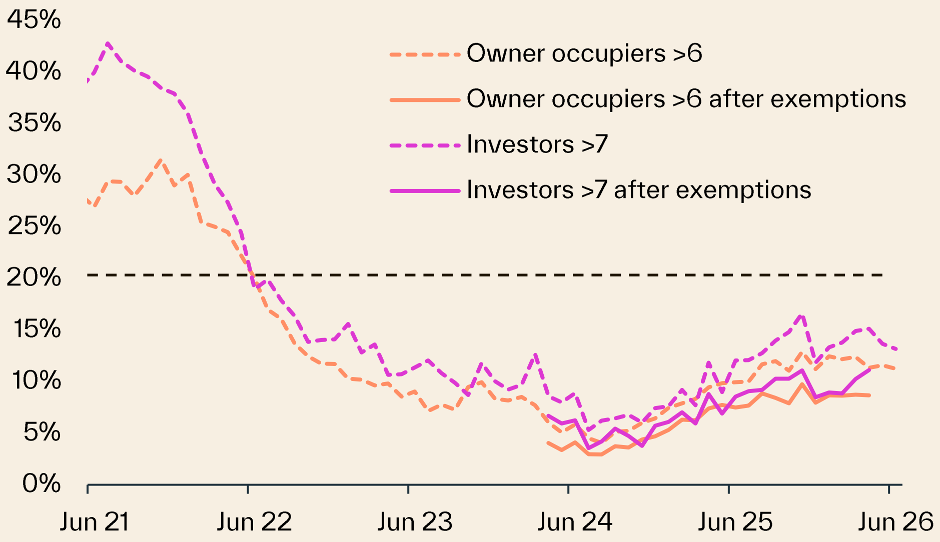
Lending flows

Around 55% of NZ's existing mortgages by value are currently fixed but due to reprice onto a new mortgage term over the next 12 months (and about 27% within six months), with another 10% floating. In other words, a number of mortgage-holders still have loan flexibility and will possibly see a lower interest rate in the short term. However, as more borrowers in general start to look at longer fixes again (as insurance against even bigger rises later), others will begin to see their rates creep higher. Meanwhile, the share of lending at a high DTI remains below the speed limit, but a trend to keep an eye on, especially for investors.

% share of existing loans on various terms to repricing



% share of lending at high debt to income ratio (DTI)

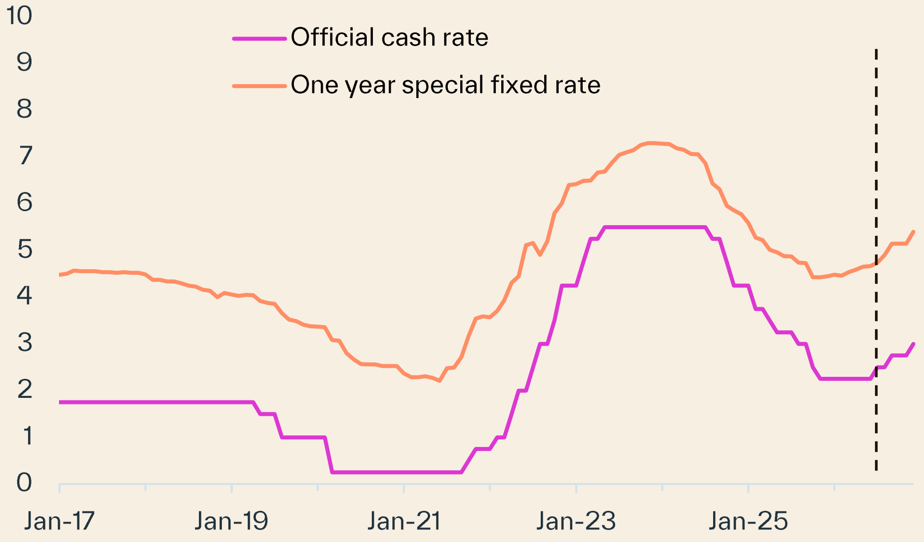


Source: Reserve Bank NZ

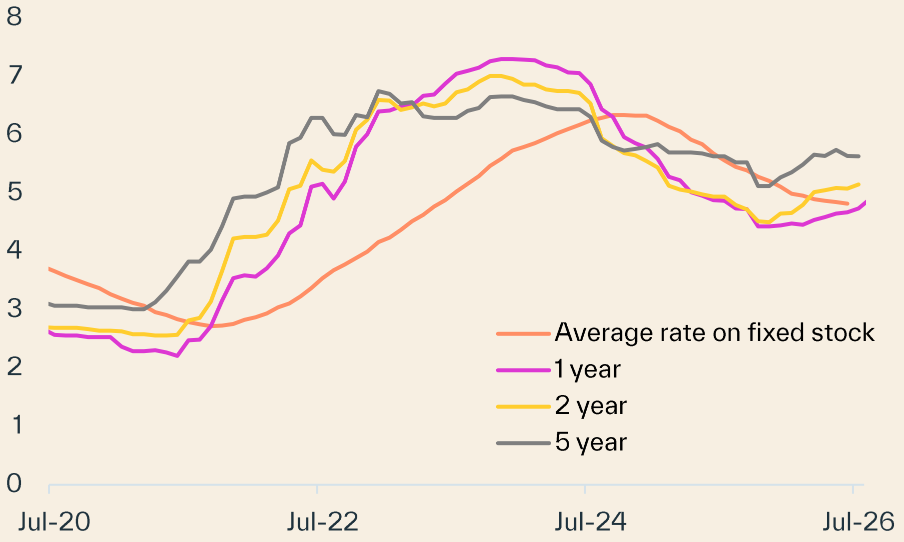
The OCR and mortgage rates

Inflation remains a significant concern especially in light of the latest flare-up between the US and Iran, with the Reserve Bank now having already moved to start monetary policy normalisation anyway – with an OCR increase on 8th July, to 2.5%. The next decisions will be data-dependent, but a rise in early September seems likely, possibly with another in December, taking the OCR to around 'neutral' at 3%. It remains to be seen how durable the economic recovery will be in this context.

Official cash rate and 1-year special fixed rate



Current special mortgage rates and average on existing stock (%)

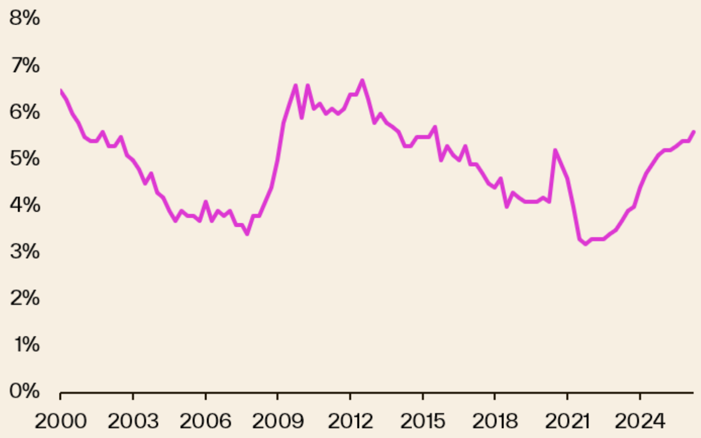


Source: Reserve Bank NZ

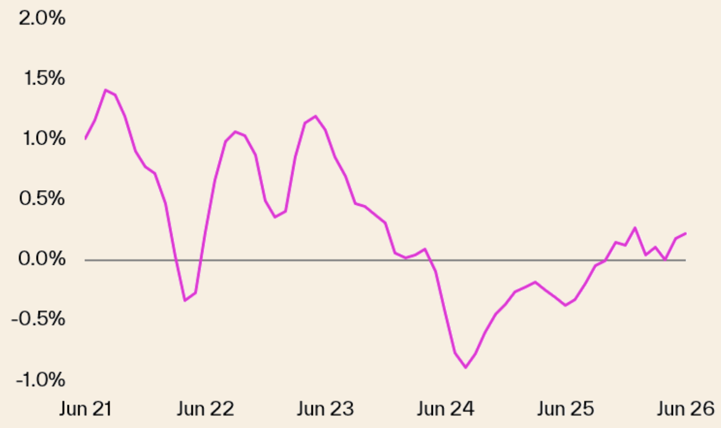
Economic indicators

ECONOMIC INDICATORS

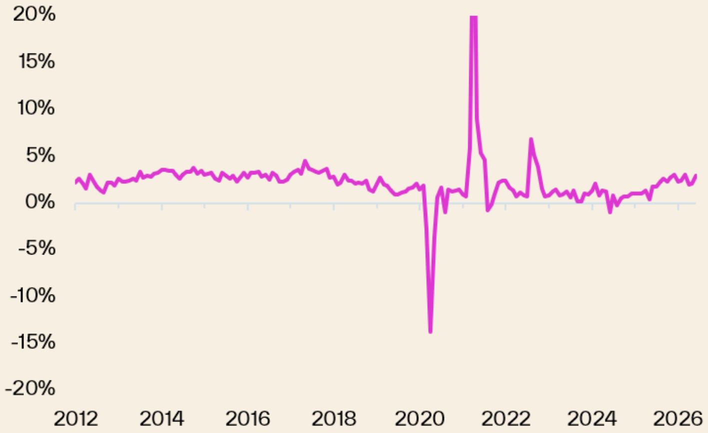
Unemployment rate



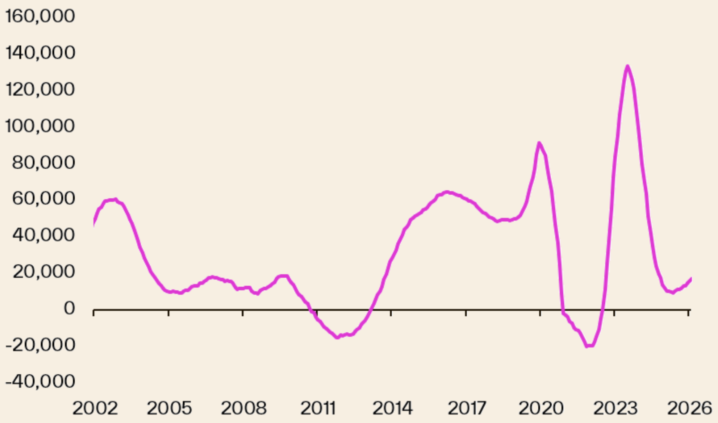
% three month change in filled jobs



% annual change NZ Activity Index



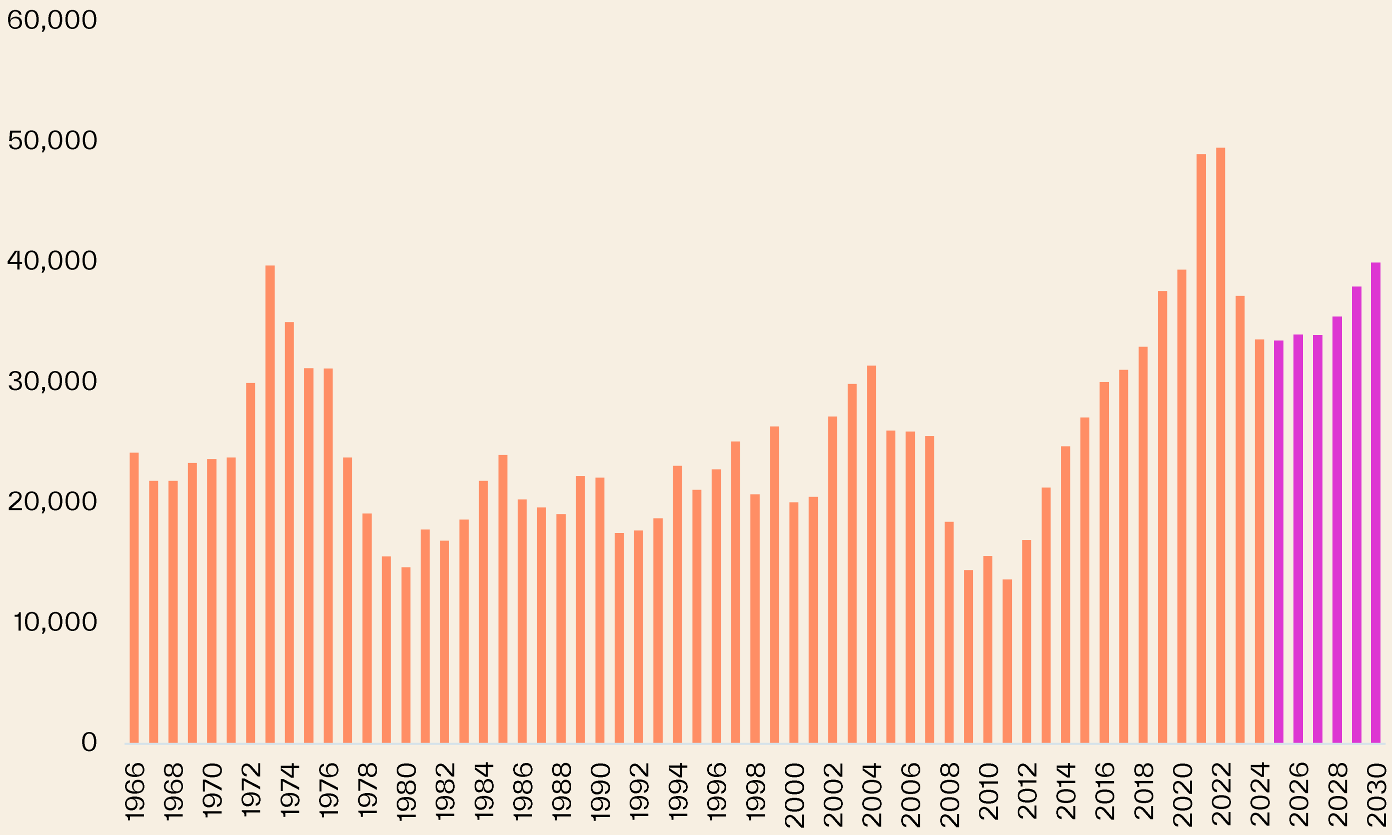
Annual net migration flow



Source: Stats NZ

ECONOMIC INDICATORS

New dwellings consented, annual totals – history (coral) and forecast (violet)



Source: Stats NZ, MBIE, BRANZ, Pacifecon

Get in Touch

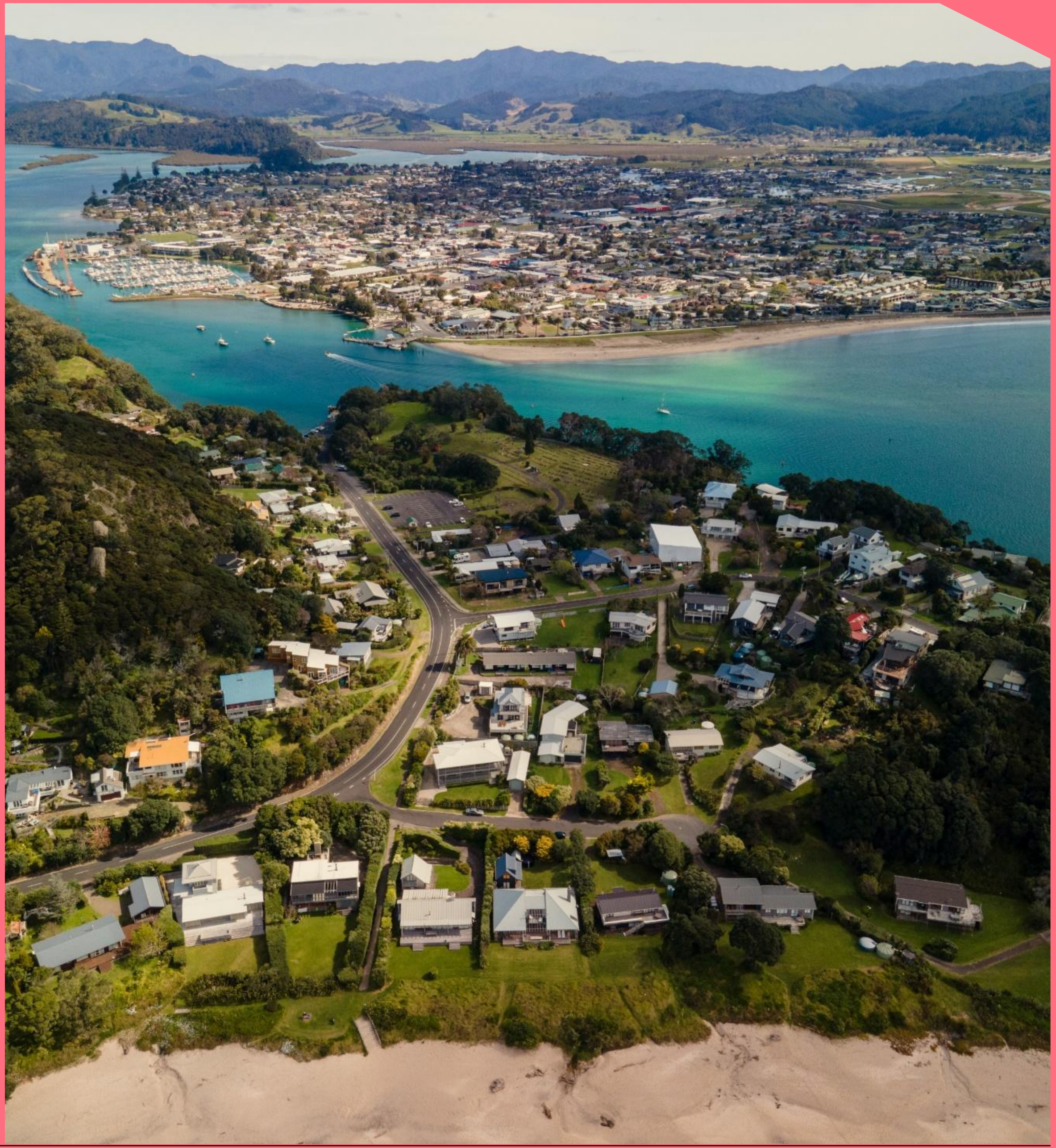
Kelvin Davidson

Chief Property Economist

kdavidson@cotality.com

027 355 3813

Tune into the NZ Property Market podcast for regular market updates



Get the latest property news and insights

cotality.com/nz/insights