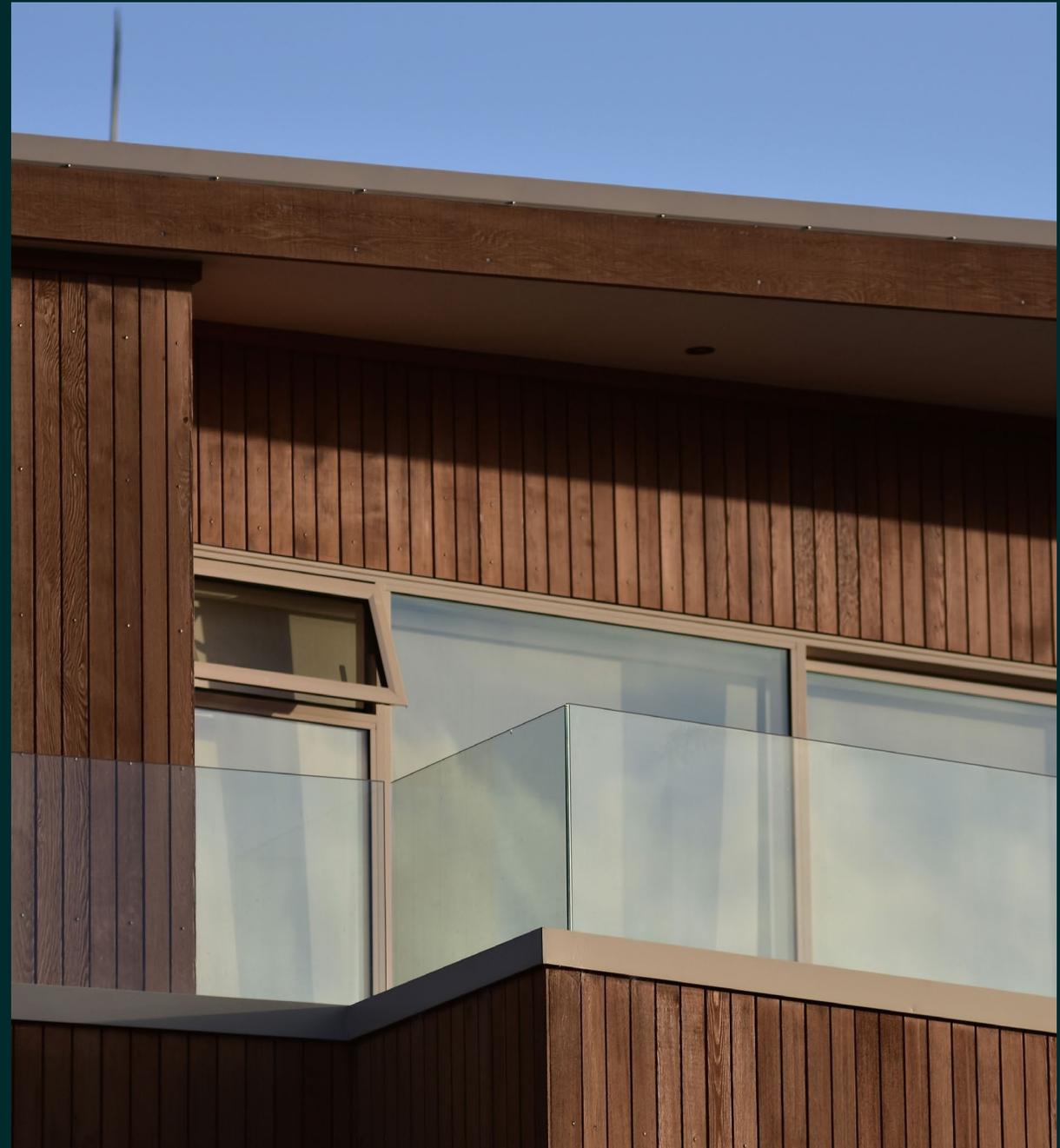


Intelligent Investment

Q1 2026 Residential Valuer Insights

REPORT

CBRE RESEARCH
MARCH 2026



Executive Summary

CBRE's Q1 2026 Residential Valuations Property Market survey received 36 responses from CBRE Valuers around New Zealand. In this report we delve into the latest housing market insights, giving us a detailed understanding of the dynamic residential real estate landscape.

Balanced housing market demand

Demand for housing in New Zealand has experienced a slight downward shift between Q4 2025 and Q1 2026, with fewer valuers reporting strong market conditions in their respective areas and more reporting balance. Compared to a year ago, the housing market is much more stable.

First home buyers continue to dominate

First home buyers have remained the most active buyer profile among all areas. For the first three quarters of 2025 they were reported as a top 4 buyer group for over 90% of valuers. In our most recent survey this has strengthened to record 97%.

Standalone properties are the most popular

Standalone houses, recently renovated properties, and new standalone dwellings have experienced an increase in demand. In each of our 2025 surveys, standalone homes continued to increase, and in the Q1 2026 survey 63% of valuers reported increased demand. It appears that market conditions are limiting the need for buyers to compromise.

A little less confident around future demand

Demand expectations in the most recent survey have declined from Q4 2025. Although more than half of valuers are expecting demand to increase slightly over the coming year, the proportion is below that of all 2025 results, with a few valuers expecting demand to decline over 2026.

Housing values are expected to remain stable

Two thirds (56%) of valuers surveyed expect house values in their area to remain stable in the next 12 months. A further third (39%) expect prices to increase by up to 5%. These figures represent a sizeable decline in sentiment compared to last quarter.

Little growth expected for lifestyle properties

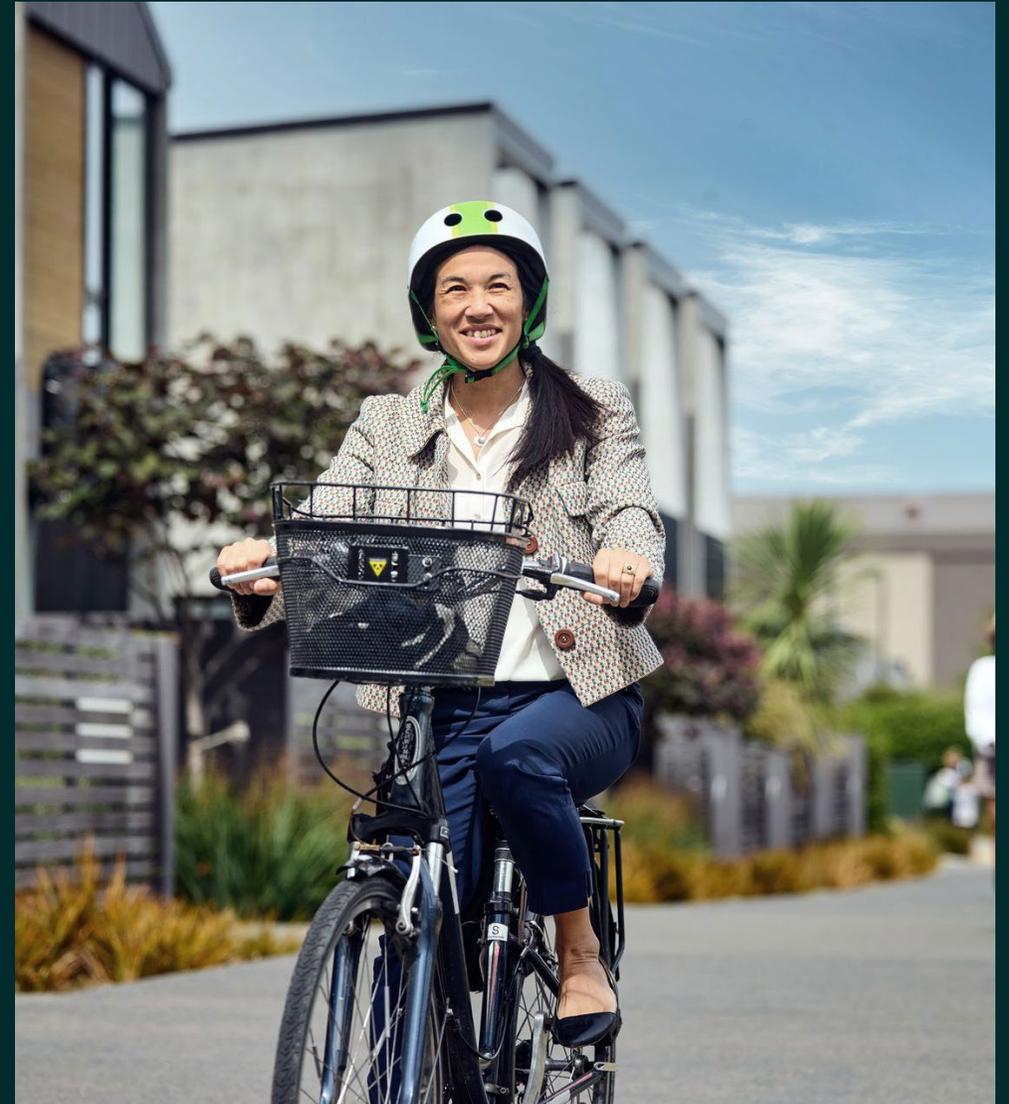
Overall sentiment remains steady for lifestyle properties, with 68% of valuers expecting prices to remain stable over the next 12 months. Growth expectations have eased since last quarter, with a small portion expecting values to fall in certain markets.

Vacant land expected to be mostly stable

Although market conditions have been difficult in the past few years, 72% of valuers expect vacant land values in their area to remain stable over the next 12 months, a higher proportion than what was reported for Q4 2025. The results for Q1 2026 are indicate less volatility than a year ago, with no extreme changes currently anticipated.

Some moderation in supply expectations

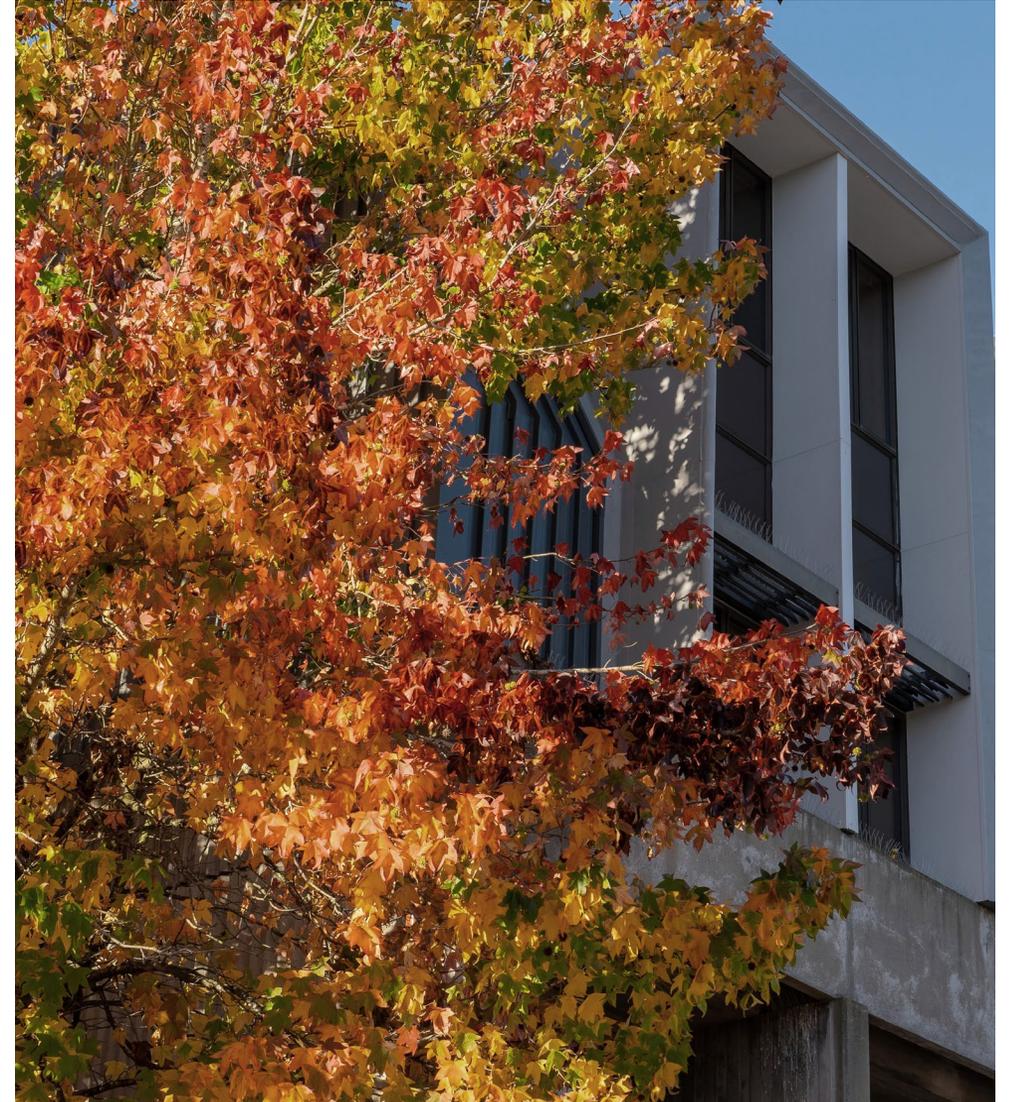
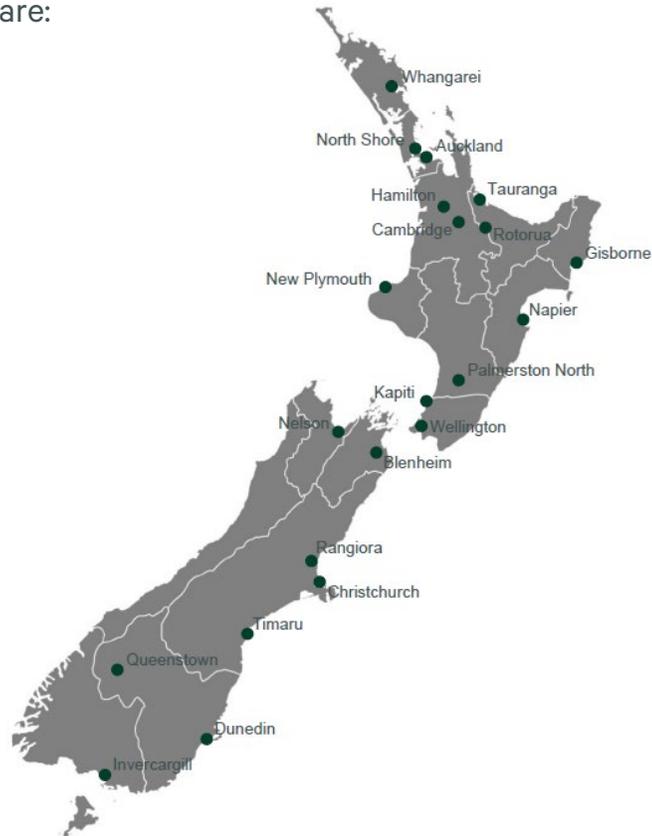
Expectations of future supply to the market for the next 12 months have reduced. There are fewer valuers anticipating an increase in new listings volumes compared with last quarter, and a higher proportion than Q4 expect supply to remain the same.



Survey Profile

The CBRE Research Q1 2026 Residential Valuations Property Market Survey was conducted in mid-March of 2026, around two weeks after conflict in the Middle East escalated. A total of 36 responses were received.

Valuer locations are:



Recent demand

Demand for housing in New Zealand has continued to stabilise between Q4 2025 and Q1 2026, with the share of valuers reporting softer market conditions lifting only slightly from 16% to 19%. Markets that has previously been characterised as buyer's markets remain more likely to be assessed as balanced, with this category holding steady from 71% to 72% across the previous two quarters.

Wellington, Nelson and Otago have had recent improvements in demand, shifting more towards moderate markets. Canterbury has shifted compared to last quarter, now reported to be more moderate than strong, however still being one of the few markets nationally to be experiencing a sellers market.

“Generally, weighted in favour of a buyer's market.” - Manawatu

“There has been a modest uplift in activity for 2026.” - Wellington

“Southland market is still holding strong with good supply and demand.” - Southland

“Balanced with steady transaction volumes and modest increases in median value.” - Queenstown

FIGURE 1: National housing demand

Percentage of respondents

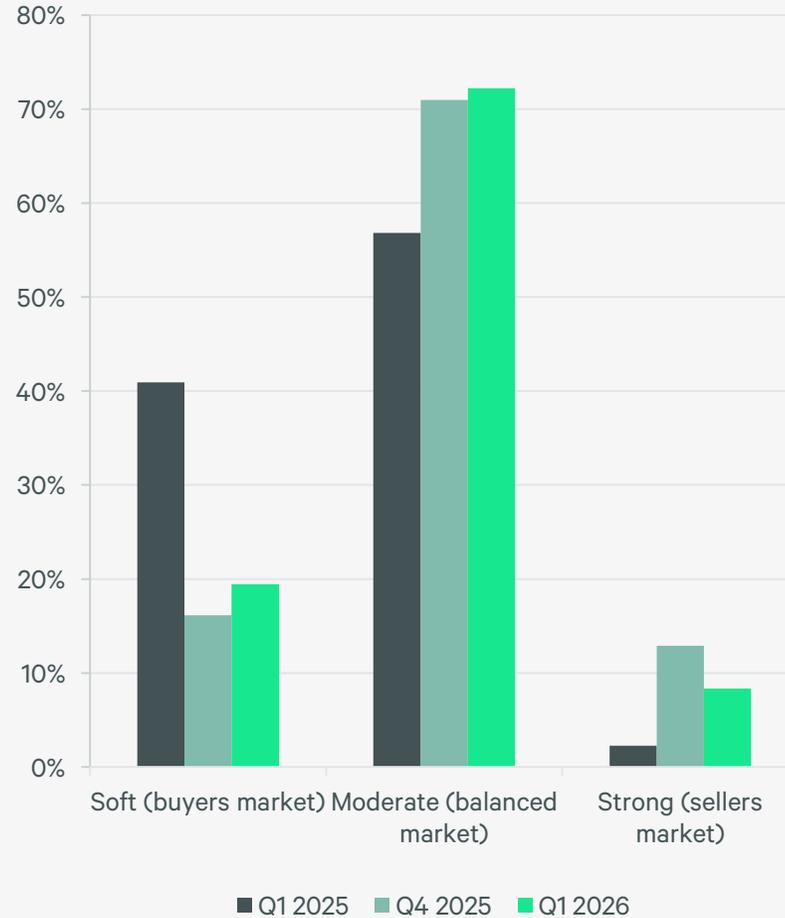
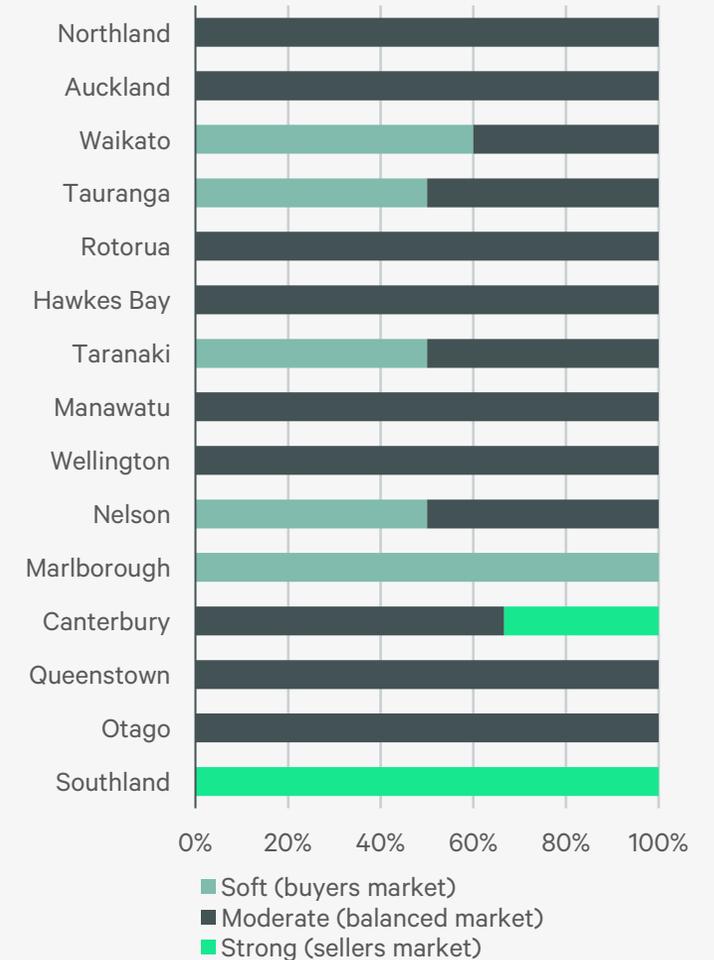


FIGURE 2: Regional housing demand

Percentage of respondents



Active buyers

First home buyers have remained the most active buyer profile among all areas. Through 2025 they consistently ranked as a top buyer group, and in our most recent survey this dominance has strengthened again, rising to 95% of valuers reporting them as a key participant in Q1 2026.

Interestingly, it appears that buyer activity has shifted across several other groups, with changes occurring among both life-stage-motivated and financially motivated buyers. Investors have seen the most notable movement, falling from 42% in Q4 to 25% in Q1, while downsizers have eased from levels seen at the end of 2025, falling from 39% to 23%.

“Majority of activity in the first home buyers' market where there has been the odd multi-offer situation, but it is not the norm.” - Waikato

“First home buyers are dominant, but selective, and wanting renovated properties.” - Marlborough

“The most active buyer group is first home buyers.” - Taranaki

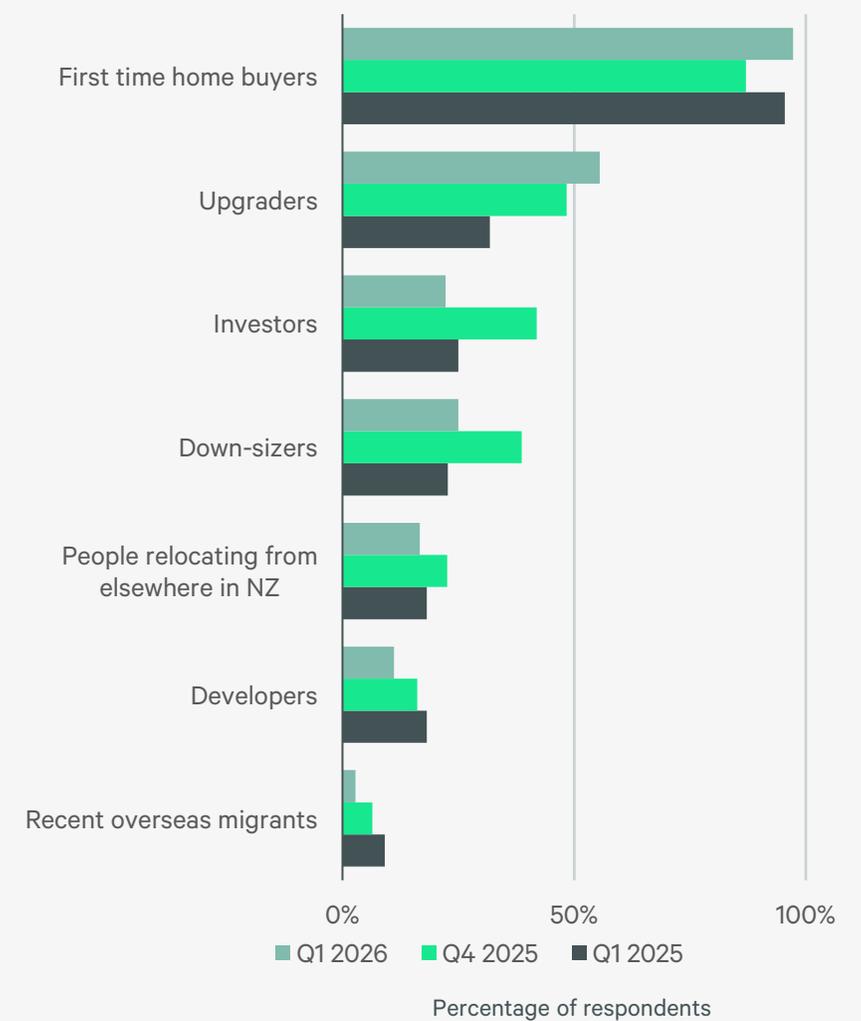
“First home buyers seem to be very active at the moment, looking at good standard dwellings on the entry level side of the market.” - Otago

“First time buyers and upgraders are the largest group of purchasers in the Wellington market at present.” - Wellington

“New townhouses, sold as turn key developments continue to sell mainly to out of town buyers” - Canterbury

“Lower to mid-priced residential dwellings and townhouses up to \$700,000 are under-supplied for 'move-in ready' properties suited to retirees and first-home buyers.” - Nelson

FIGURE 3: Active buyer groups



Note: respondents were able to select multiple options (up to 4)

Demand by typology

Standalone houses, recently renovated properties, and new standalone dwellings have experienced an increase in demand.

In each of our 2025 surveys and in Q1 2026, standalone homes continued to experience increases in demand however there was a significant surge in our most recent survey with 63% of responding valuers reporting increased demand for this typology.

Unrenovated properties were similar to previous surveys where they experienced a 22% decreases in demand across multiple geographies. Vacant land, terrace houses and dwellings affected by adverse risk of flooding or landslips each saw a 17% decrease in demand in the most recent survey.

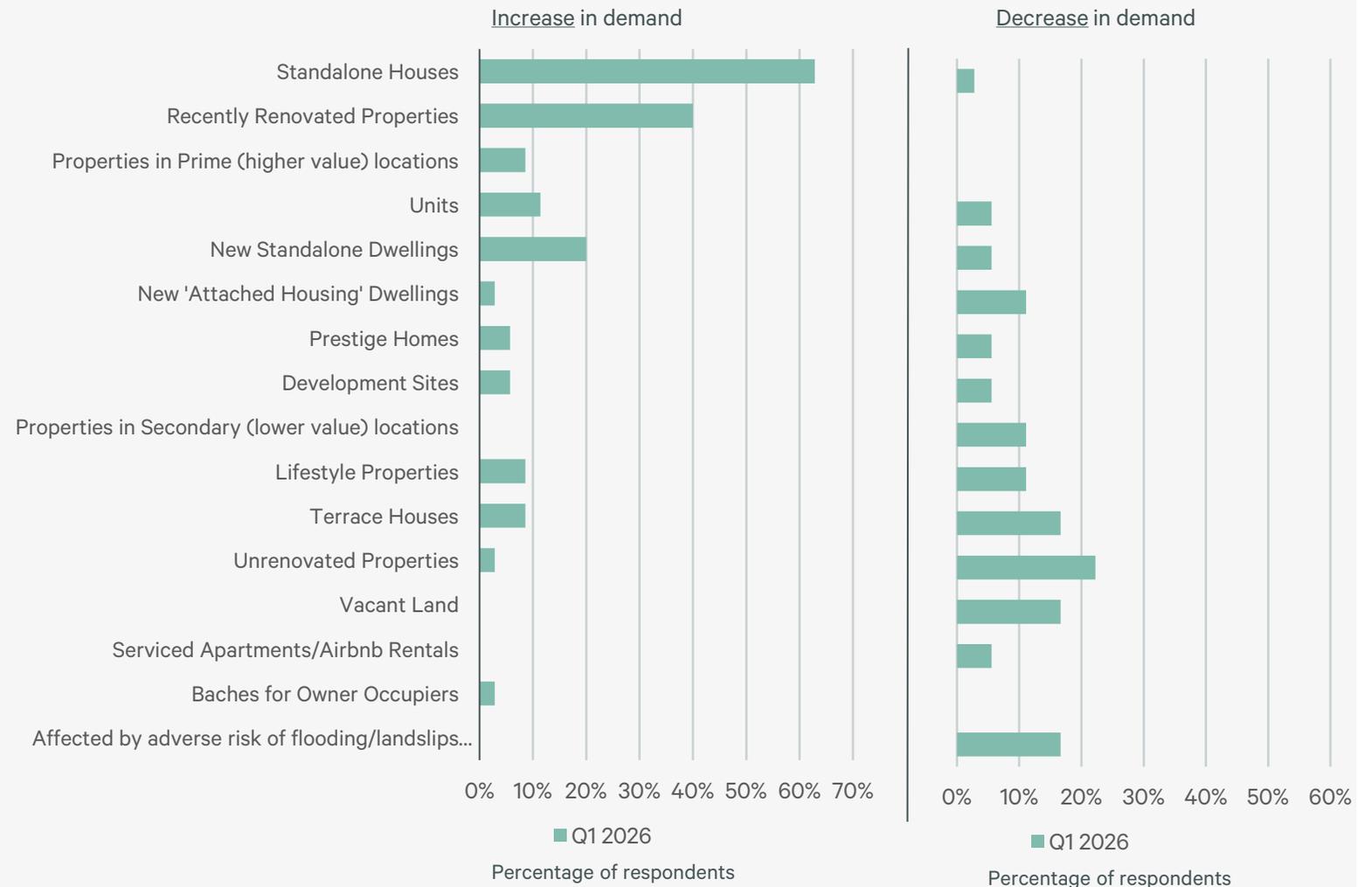
“Well-presented homes that provide the full package are selling fast and at good value levels. Unrenovated properties, or homes that need work, are taking longer to move” - Auckland

“Sought-after properties - i.e. modernised, well-presented and good locations are selling relatively quickly and for good prices, anything else is taking time to sell.” - Manawatu

“Sales of investment properties are still sluggish and need to be well presented and/or have good cash flow to achieve a good sale price.” - Wellington

“There are pockets of tightly held properties - typically family homes on larger sections that are in short supply and high demand.” - Queenstown

FIGURE 4: Demand change by typology



Note: respondents were able to select multiple options (up to 4)

House values

Over half (56%) of valuers surveyed expect house values in their area to remain stable in the next 12 months. A further third (39%) expect prices to increase by up to 5%, a notable moderation from the 65% recorded last quarter.

A small proportion (6%) anticipate prices to fall by up to 5%, marking the first time in recent surveys that any valuers have forecast a decline in their market. No respondents this quarter are expecting a strong increase of 5% to 10%, compared to the 3% recorded during Q4 2025.

“I expect the soft market to continue and would be surprised if house prices in the local area increase by more than 5% in that time.” – Northland

“Unrenovated properties, or homes that need work, are taking longer to move and often experience a number of price reductions.” - Auckland

“The New Plymouth residential property market has shown modest and generally stable conditions, consistent with broader trends across the Taranaki region.” – Taranaki

“Prices remain steady within the region.” – Manawatu

“The market on the whole is considered balanced with steady transaction volumes and modest increases in median value.” - Queenstown

FIGURE 5: National house price expectations

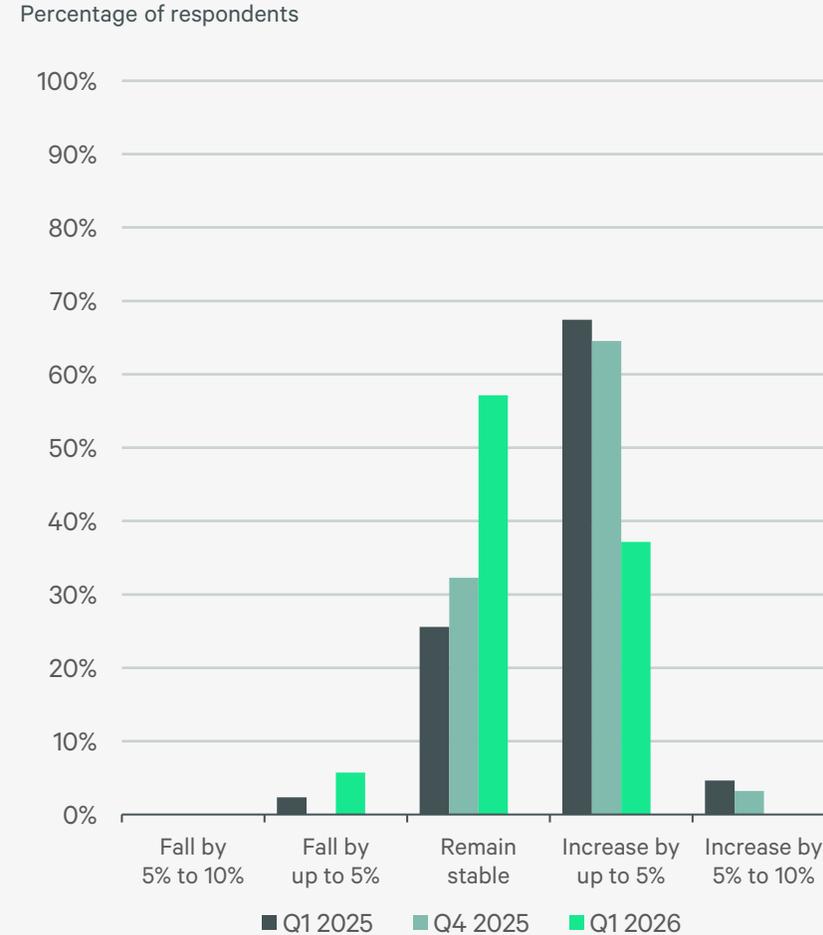
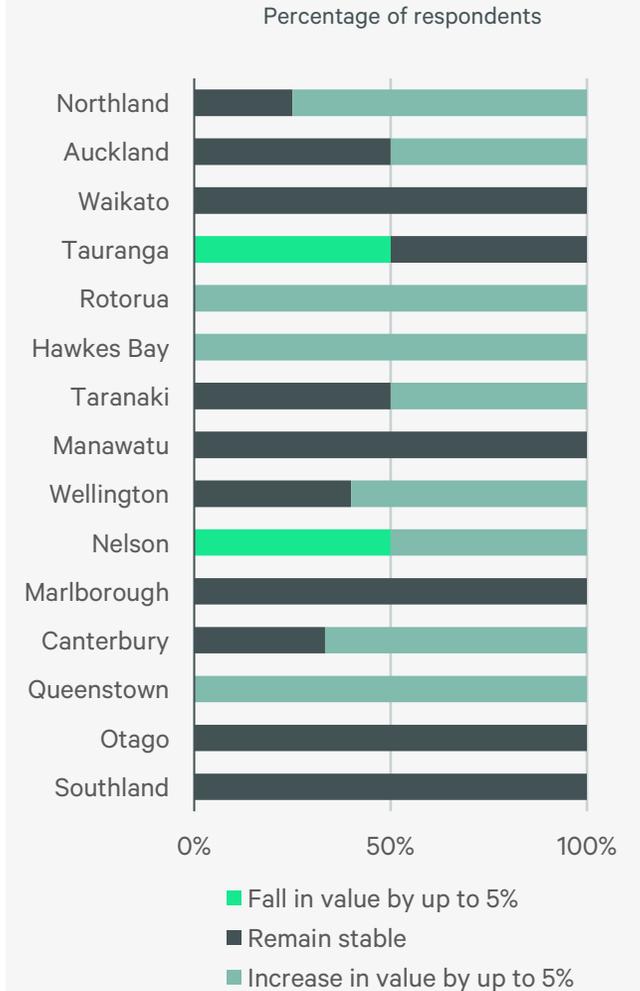


FIGURE 6: Regional house price expectations



Lifestyle values

Overall sentiment remains broadly steady for lifestyle properties values with 68% of valuers now expecting prices to remain stable over the next 12 months, up from 62% in Q4 2025.

Growth expectations have eased, with 24% anticipating modest increase of up to 5%, compared with 38% last quarter. No respondents are forecasting a strong rise of over 5%. A small portion (3%) now expect values to fall by 5% to 10%.

Growth of up to 5% is expected to occur in multiple North Island markets and in Queenstown.

“Ultimately the fall in mortgage interest rates appears to have been insignificant to move the needle with many expecting interest rates to now begin rising.” – Northland

“Current war conflict in the Middle East will drive inflation up with fuel prices in particular taking a hit.” – Waikato

“In the last few weeks with world events no one is making a decision and the market appears to have come to a grinding halt.” – Tauranga

“As is typical in an election year, there is some uncertainty in the market.” – Wellington

“Some degree of wine industry uncertainty.” - Marlborough

“We have seen a slowdown in lifestyle property sales.” - Otago

FIGURE 7: National lifestyle property price expectations

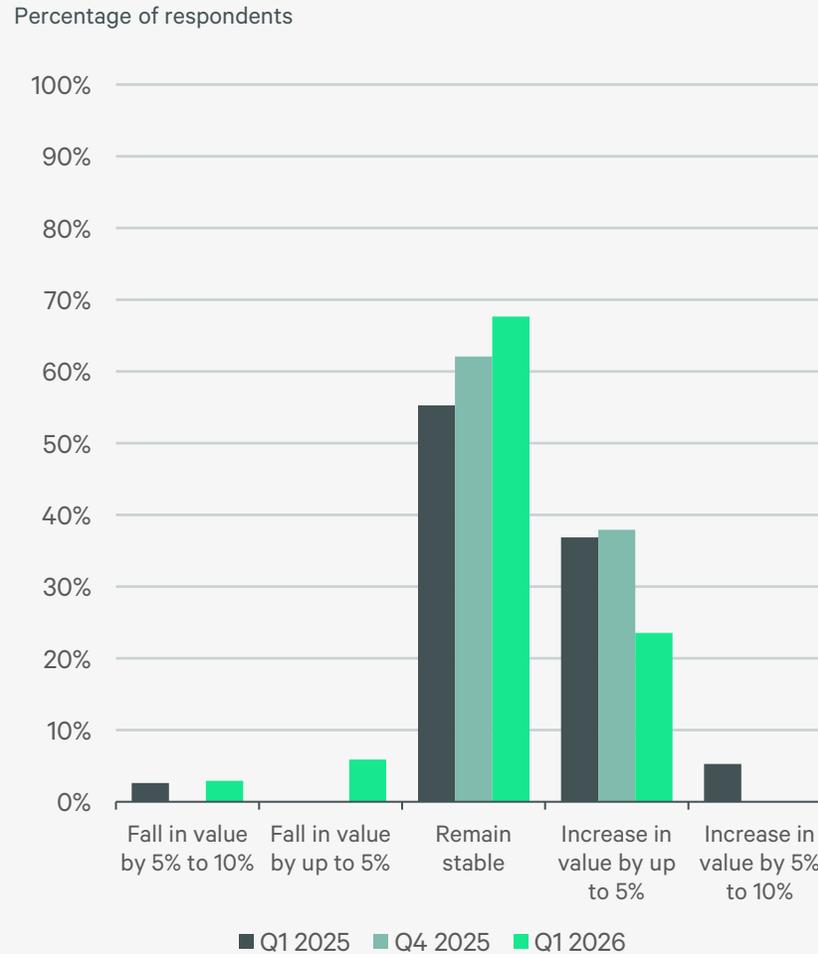
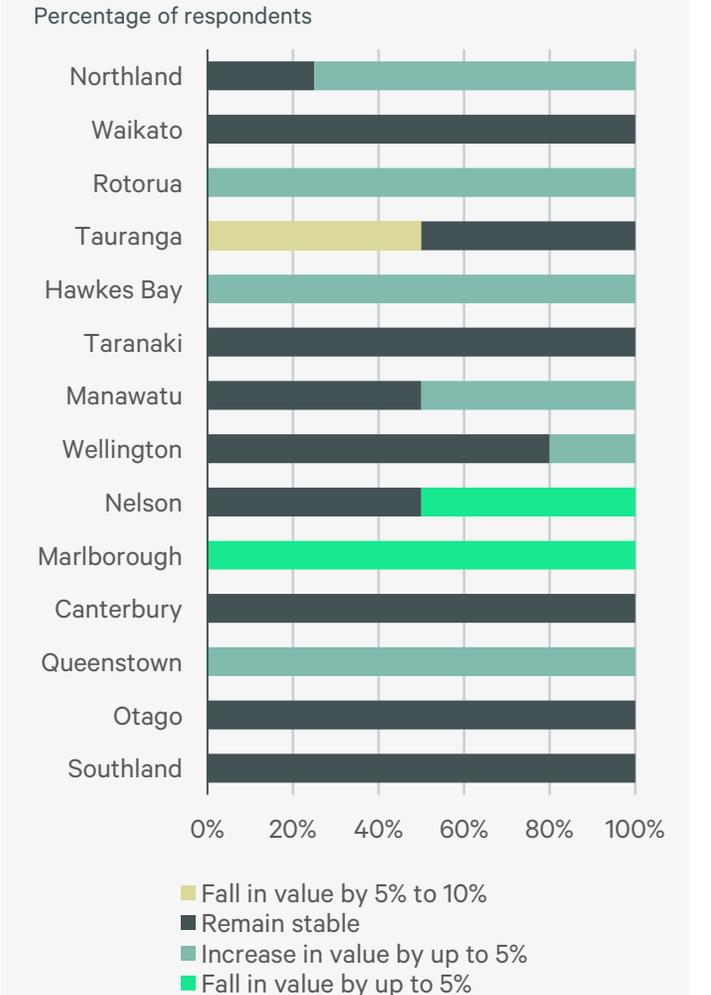


FIGURE 8: Regional lifestyle property price expectations



Vacant land values

Demand for vacant land closely reflect development conditions. When projects are not viable, developers demand reduces, putting downwards pressure on vacant land prices.

Although market conditions have been difficult in the past few years, 72% of valuers expect vacant land values in their area to remain stable over the next 12 months, a higher proportion than what was reported for Q4 2025 at 68%.

Outside of the mainstream view, almost all remaining valuers are expecting small price increases of up to 5% with respondents in Marlborough and Otago expecting a small price decrease of up to 5% for their local markets.

“At present there is a good supply of vacant build sites across the Waikato” – Waikato

“Palmerston North remains steady with limited vacant land remaining nor developments proposed on large scale while both Feilding and Levin have a number of subdivisions underway.” – Manawatu

“Land sales are rather infrequent, the cost for subdivision has recently increased by a large margin so the cost/benefit isn't there right now for producing more land.” – Otago

“There are a number of sections coming on line with more limited demand, due to the cost of land and the cost of building.” - Marlborough

FIGURE 9: National vacant land price expectations

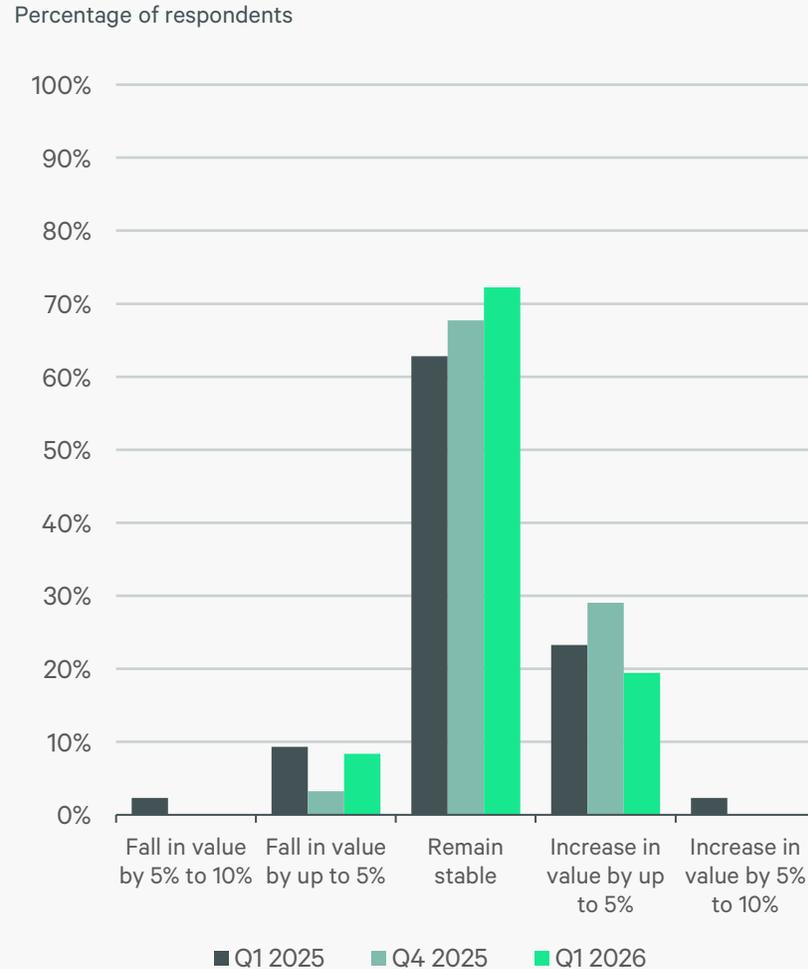
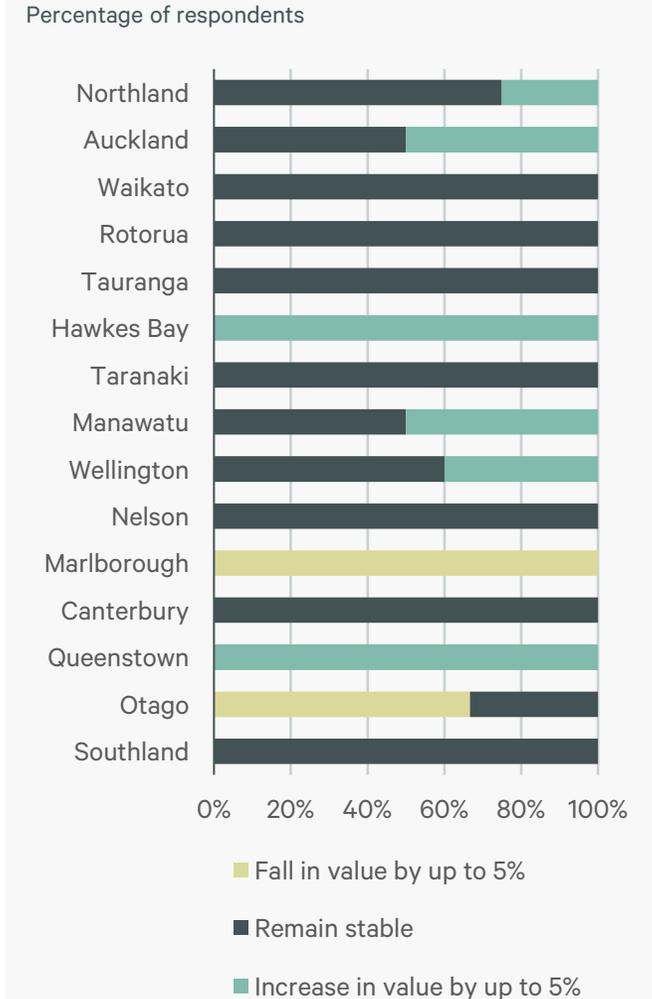


FIGURE 10: Regional vacant land price expectations



Future demand

Demand expectations in the latest survey have declined compared to those recorded throughout 2025. While more than half of valuers are expecting demand to increase slightly over the coming year, the proportion of 53% is below that of all quarters in 2025. Additionally, there is no valuers expecting demand to increase significantly in the next 12 months, unlike previous surveys. 39% of valuers expect demand to remain unchanged, consistent with last quarters results.

This quarter also saw an 8% rise in respondents expecting demand to decrease slightly, with the decline expected by respondents in the Waikato and Tauranga regions.

Although interest rates had eased over 2025, their impact on buyer behaviour has been far more muted than anticipated.

“Barring very firm economic recovery, net migration picking up significantly or interest rates dropping to the floor (all relatively unlikely in next 12 months), I personally expect the soft market to continue.” - Northland

“Traditionally, the 6 month 'lead up' to the elections has Wellingtonians sitting on their hands, with not much happening.” - Wellington

“Going forward, the influence of the Middle Eastern war we expect to have an impact as Dunedinites often stop spending and wait and see what impact this will have on them.” - Otago

FIGURE 11: National housing demand outlook

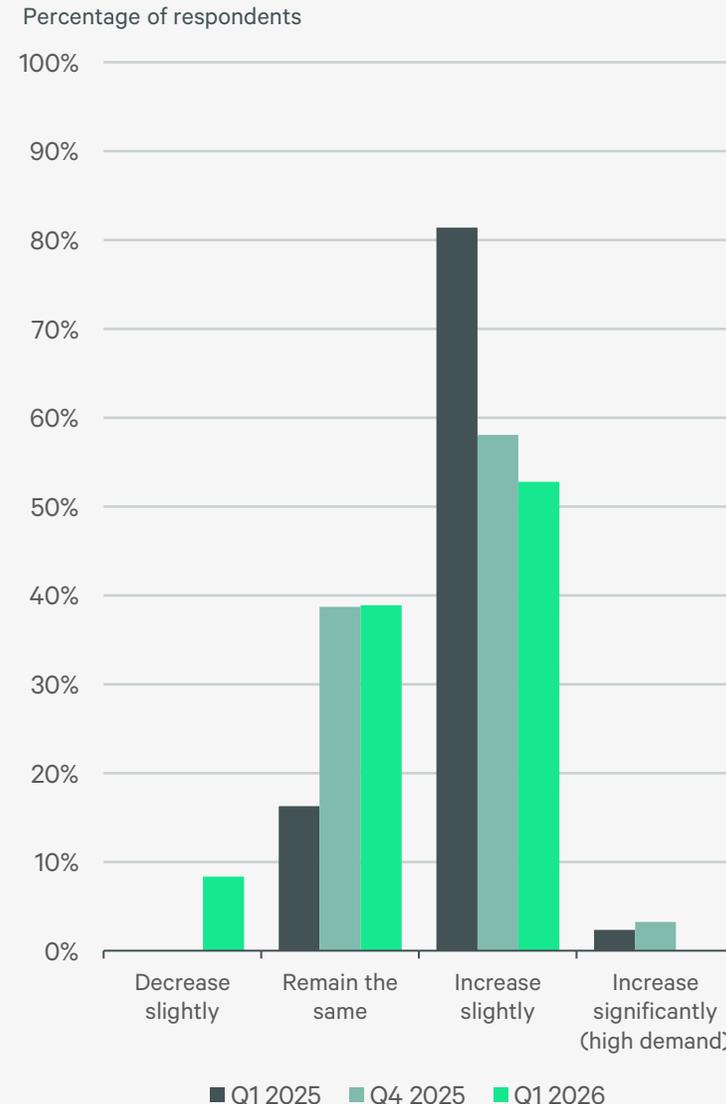
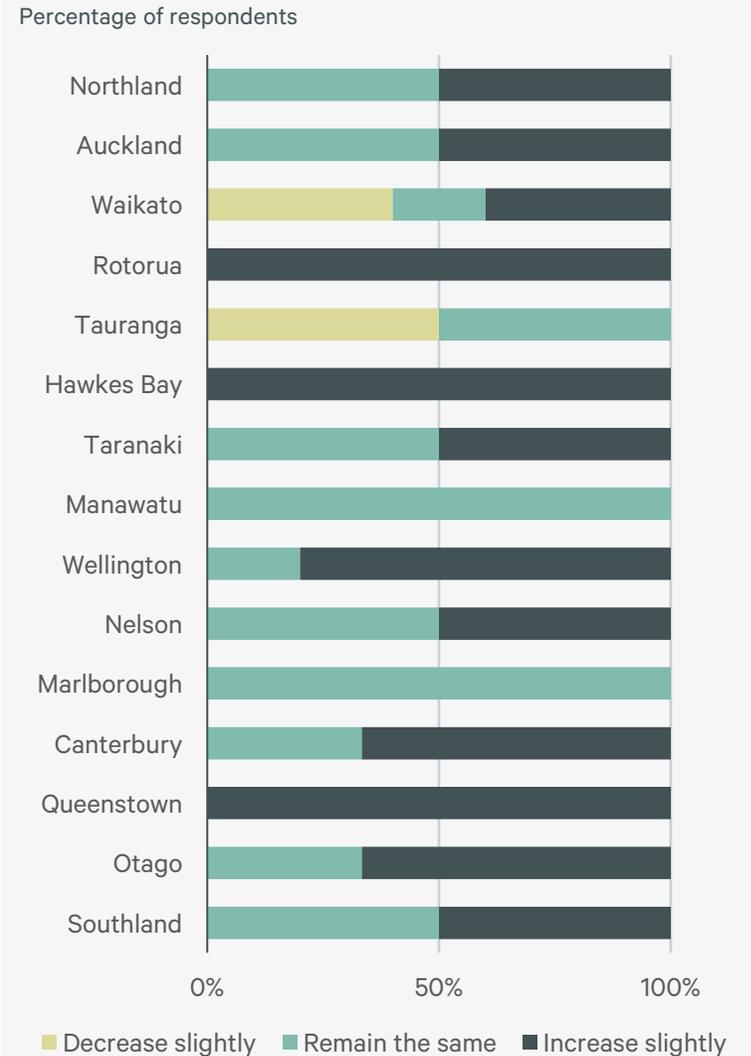


FIGURE 12: Regional housing demand outlook



Future supply (listings)

Expectations of an increase in the future supply of new listings to the market have moderated since last quarter. Proportionally fewer valuers are expecting listings in their market to increase, moving from 52% to just 33% of valuers between Q4 2025 and Q1 2026. There are also valuers in Northland, Tauranga, and Hawkes Bay who are expecting supply in their local markets to decrease slightly in the year ahead.

“The market will remain relatively stable with some uncertainty still in some areas leading up to the elections.” - Northland

“We are also seeing more high value homes transact with an equal supply of these coming onto the market.” – Auckland

“Recently renovated homes are increasingly on the market.” - Waikato

“Local sales professionals anticipate consistent sales volumes and stable pricing in the coming months.” - Hawkes Bay

“Increase in housing stock entering the market in the February March period.” - Otago

“There are a number of sections coming on line with more limited demand, due to the cost of land and the cost of building.” - Marlborough

FIGURE 13: National housing supply of new listings

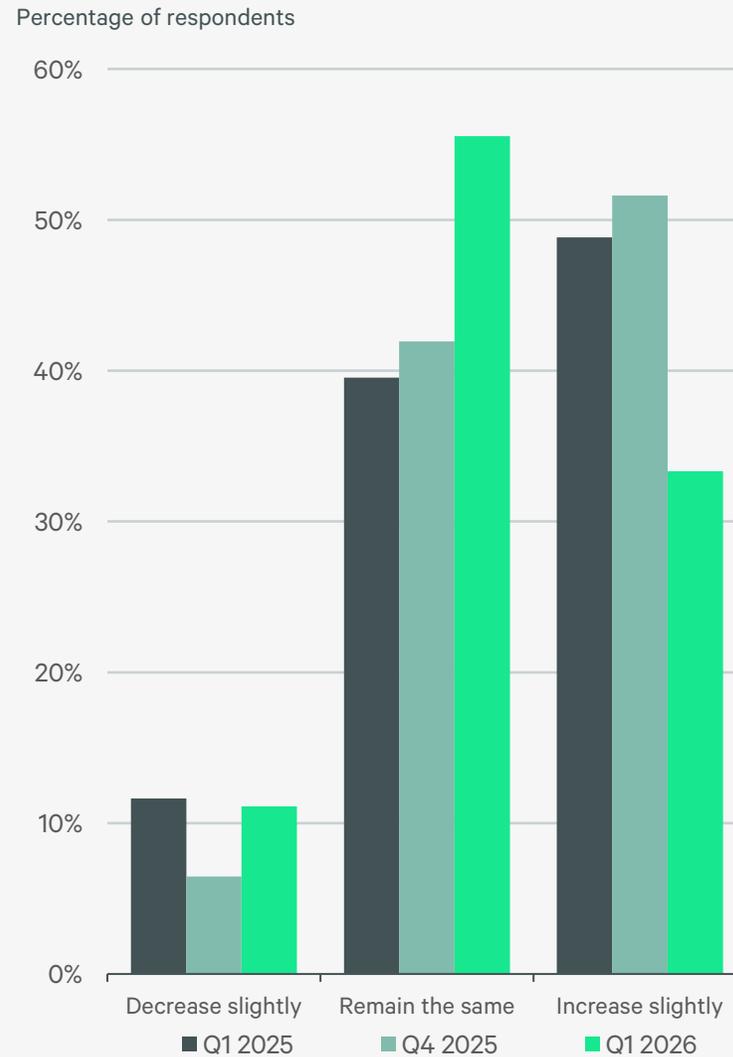
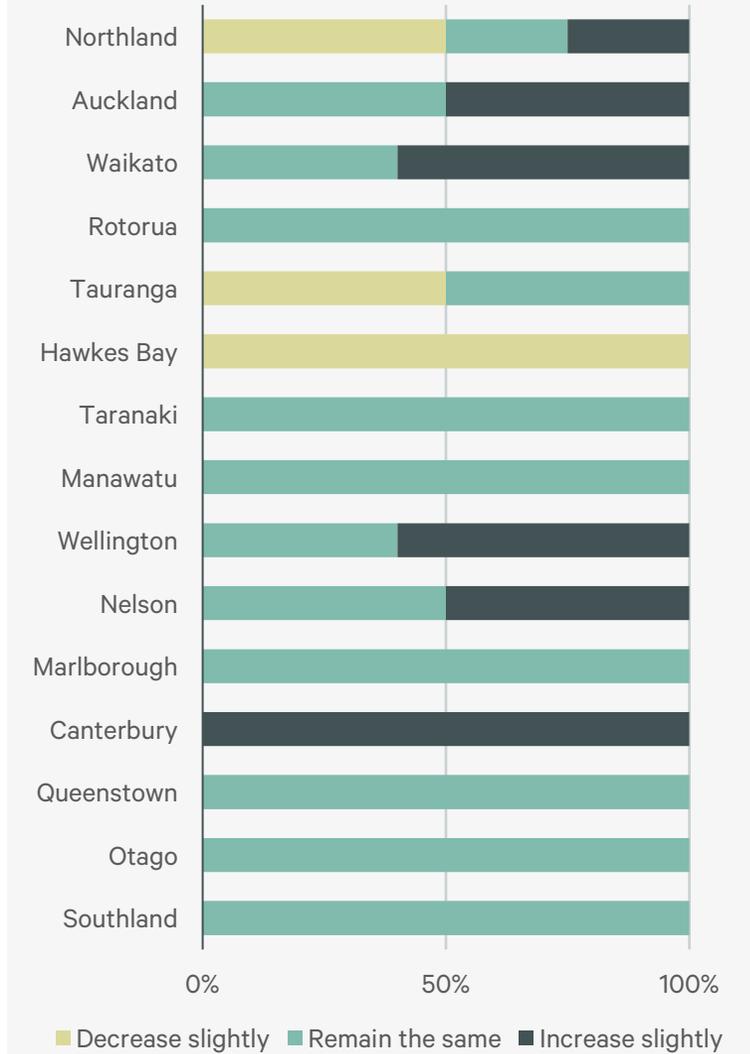


FIGURE 14: Regional housing supply of new listings



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