

Intelligent Investment

Q4 2025 Residential Valuer Insights

REPORT

CBRE RESEARCH
DECEMBER 2025



Executive Summary

CBRE's Q4 2025 Residential Valuations Property Market survey received 31 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.

Recent housing market demand

Demand for housing in New Zealand has experienced an upward shift between Q3 and Q4 of 2025, with fewer valuers reporting soft market conditions in their respective areas.

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 fallen slightly to 87%.

Standalone properties are the most popular

Standalone houses, recently renovated properties, and properties in prime (higher value) locations have experienced an increase in demand. No valuers reported a decrease in demand for these typologies. In each of our 2025 surveys, standalone homes continued to increase.

A little less confident around future demand

Surprisingly, demand expectations in the most recent survey have declined compared to surveys that occurred earlier in 2025. While more than half of valuers are expecting demand to increase slightly over the coming year, the proportion of 58% is below that of Q1, Q2, and Q3.

Moderate housing value lift is expected

Two thirds (65%) of valuers surveyed expect house values in their area to increase by up to 5% in the next 12 months. A further third (32%) expect prices to be stable.

Minor growth expected for lifestyle properties

Expectations of growth in next years lifestyle property values have increased between our Q3 and Q4 surveys. While this may be the case, unlike what was observed in the Q1 and Q2 surveys, no valuers are expecting a strong pricing lift of over 5% for lifestyle properties.

Vacant land expected to be stable

Although market conditions have been difficult in the past few years, 68% 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 Q1 and Q2 2025.

Some moderation in future listing volume

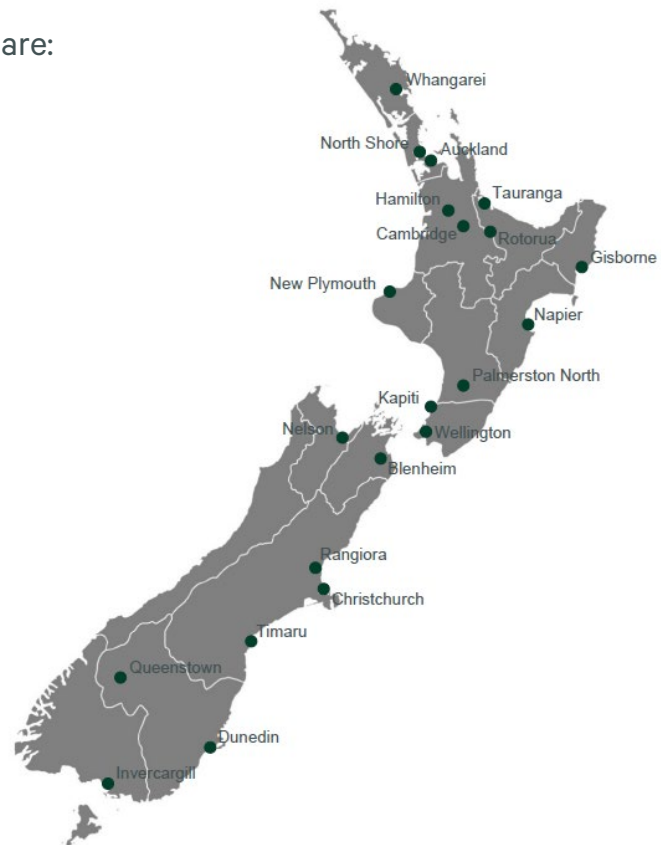
Expectations of future supply to the market for the next 12 months indicate an increasing stream of new listings however expectations have moderated somewhat compared to the Q3 survey.



Survey Profile

The CBRE Research Q4 2025 Residential Valuations Property Market Survey was conducted in mid-December of 2025. A total of 31 responses were received.

Valuer locations are:



Recent demand

Demand for housing in New Zealand has experienced an upward shift between Q3 and Q4 of 2025, with fewer valuers reporting soft market conditions in their respective areas. For markets that had previously been reported as buyers markets, they are currently likely to be reported as balanced, with this category increasing from 46% to 71% between the two quarters.

Auckland and Wellington have both had recent improvements in demand. Canterbury has continued to strengthen and is now reporting mostly strong demand, being one of the few markets nationally to be experiencing a sellers market.

“Coming into a more balanced market.” – Waikato.

“Whakatane residential is picking up with some multi offers happening.” – Rotorua.

“Noticeable increase in investor demand.” – Taranaki.

“The Wellington market is still very tough due to people sitting on their hands.” – Wellington.

“Mid range property demand has improved slightly over the past three months”. – Nelson.

“Market statistics indicate increased activity over the past three months.” – Queenstown.

FIGURE 1: National housing demand

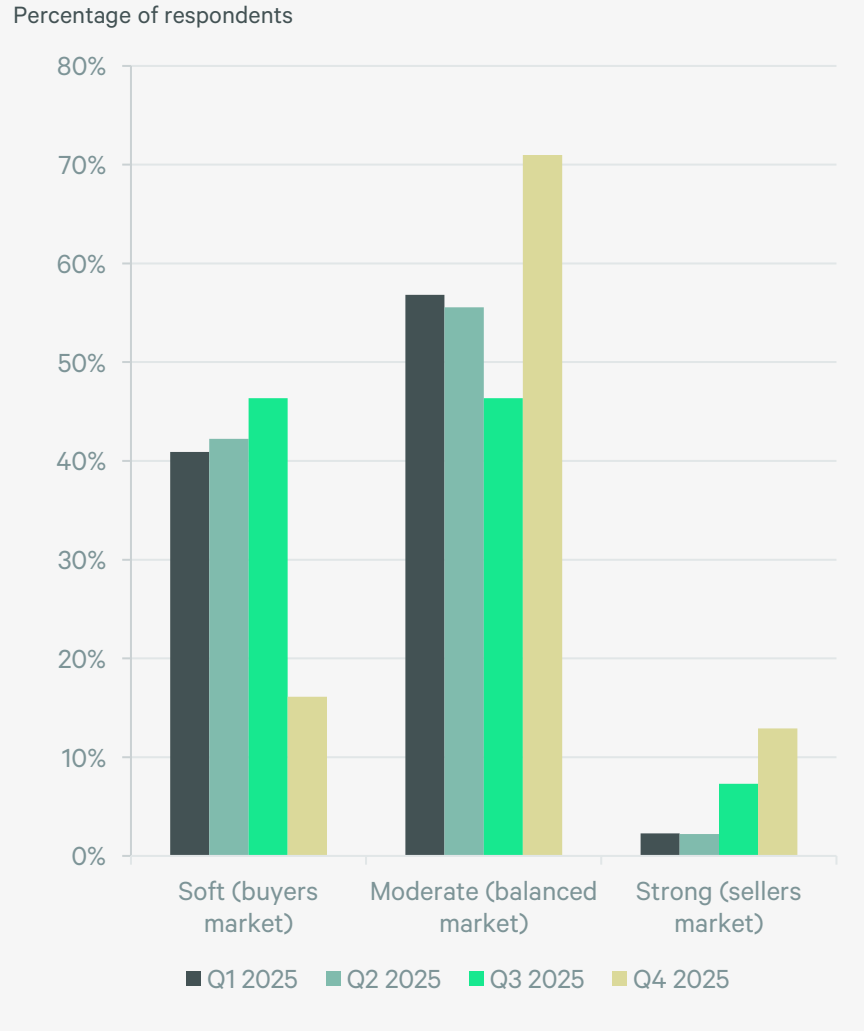
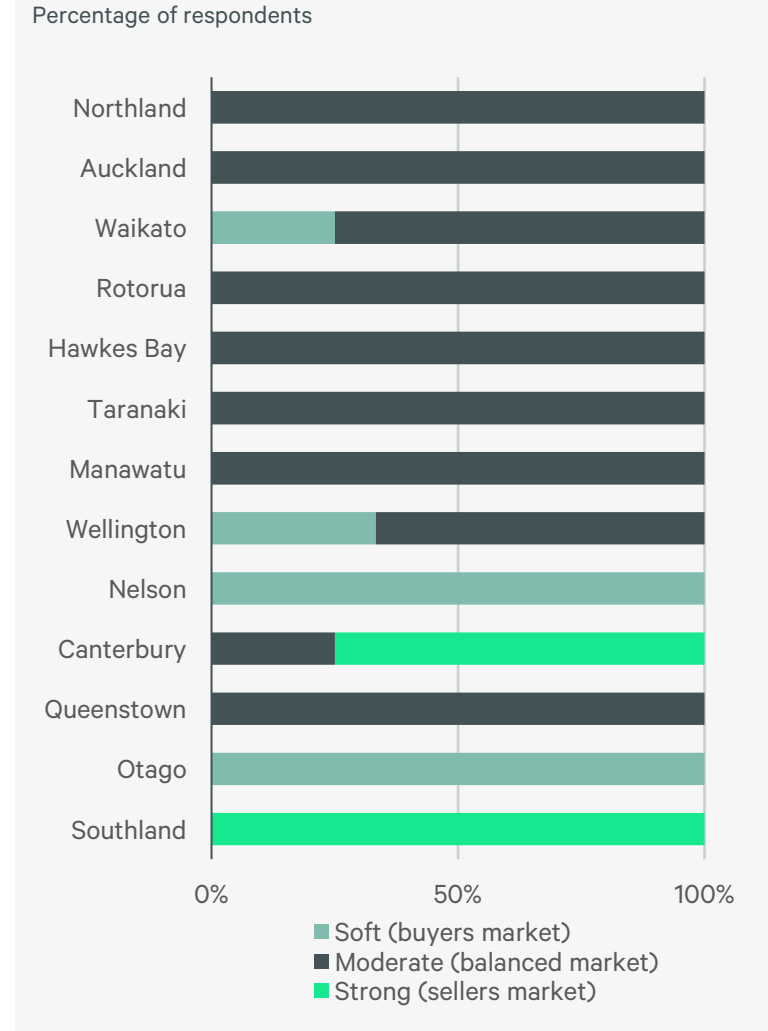


FIGURE 2: Regional housing demand



Active buyers

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 dominance has continued, albeit falling slightly to 87%.

Interestingly, it appears that market share has been ceded to a variety of buyer groups with different motivations including moves driven by life stage and those that are more financially motivated. Investors have experienced the biggest change, having been reported by 22% of valuers in Q3 compared to 42% of valuers in Q4.

“Seems to be more investors and developers in the marketplace so some of this ‘do-up’ stock which has potential is starting to be purchased with future redevelopment in mind.” – Auckland.

“Our work relates to sale, purchase, refinance, deceased estates, relationship settlements, and other reasons. Activity is creeping beyond first home buyers.” – Waikato.

“Banks appear to prefer land and build packages over owners wanting to buy vacant land and build.” – Waikato.

“South Taranaki locality has seen a big increase in demand for entry level standalone houses for first home buyers or investors with short marketing periods and frequent sales.” – Taranaki.

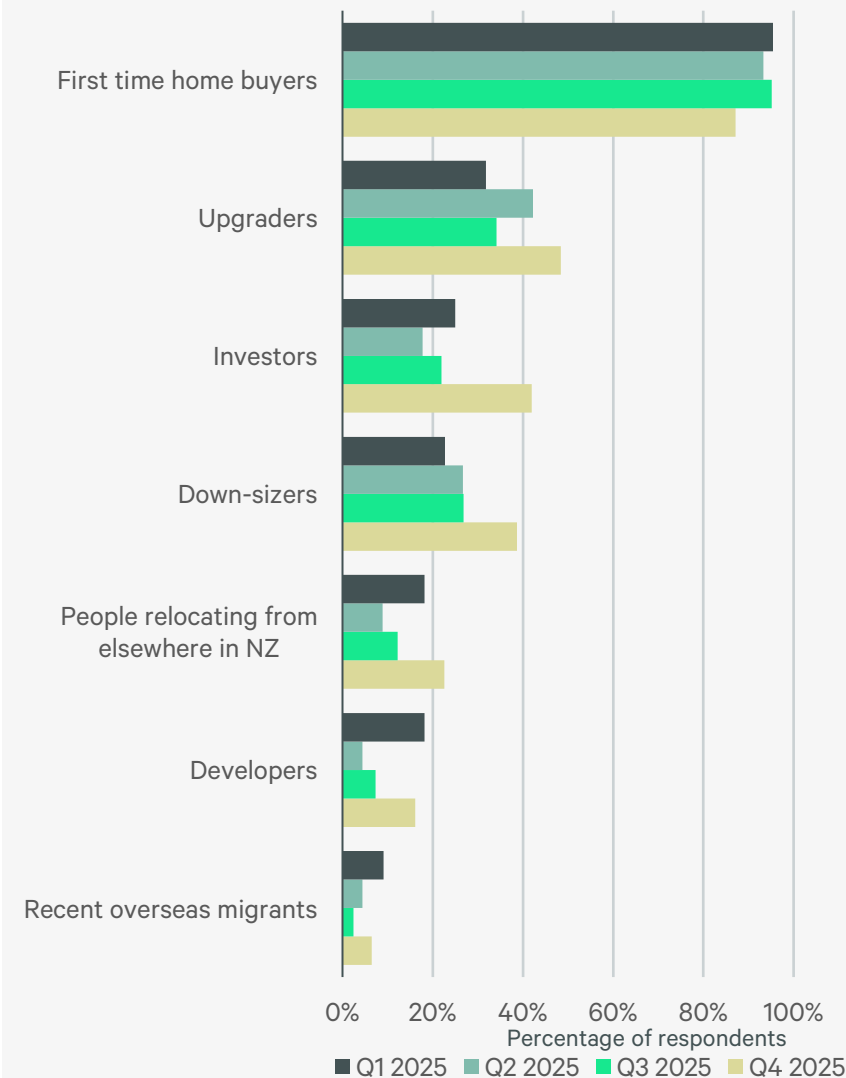
“Generally good demand for first homes along with higher end properties.” – Manawatu.

“Lower interest rates have influenced more buyer enquiry and in terms of investment property, the lower interest rates together with interest deductibility being reintroduced as an expense, has seen more enquiry and activity from investors.” – Wellington.

“We have heard there is some investor interest from out of town.” – Otago.

“Firm demand from first home buyers” – Otago.

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 properties in prime (higher value) locations have experienced an increase in demand. No valuers reported a decrease in demand for these typologies.

In each of our 2025 surveys, standalone homes continued to experience increases in demand however there was a significant surge in our most recent survey with 60% of responding valuers reporting increased demand for this typology.

Unrenovated properties and vacant land were similar to previous surveys where each had decreases in demand across multiple geographies.

“Ponsonby, Grey Lynn, and Westmere have seen greater interest and slight upwards value pressure for both run down do-up properties and well finished homes that provide the full package.” – Auckland.

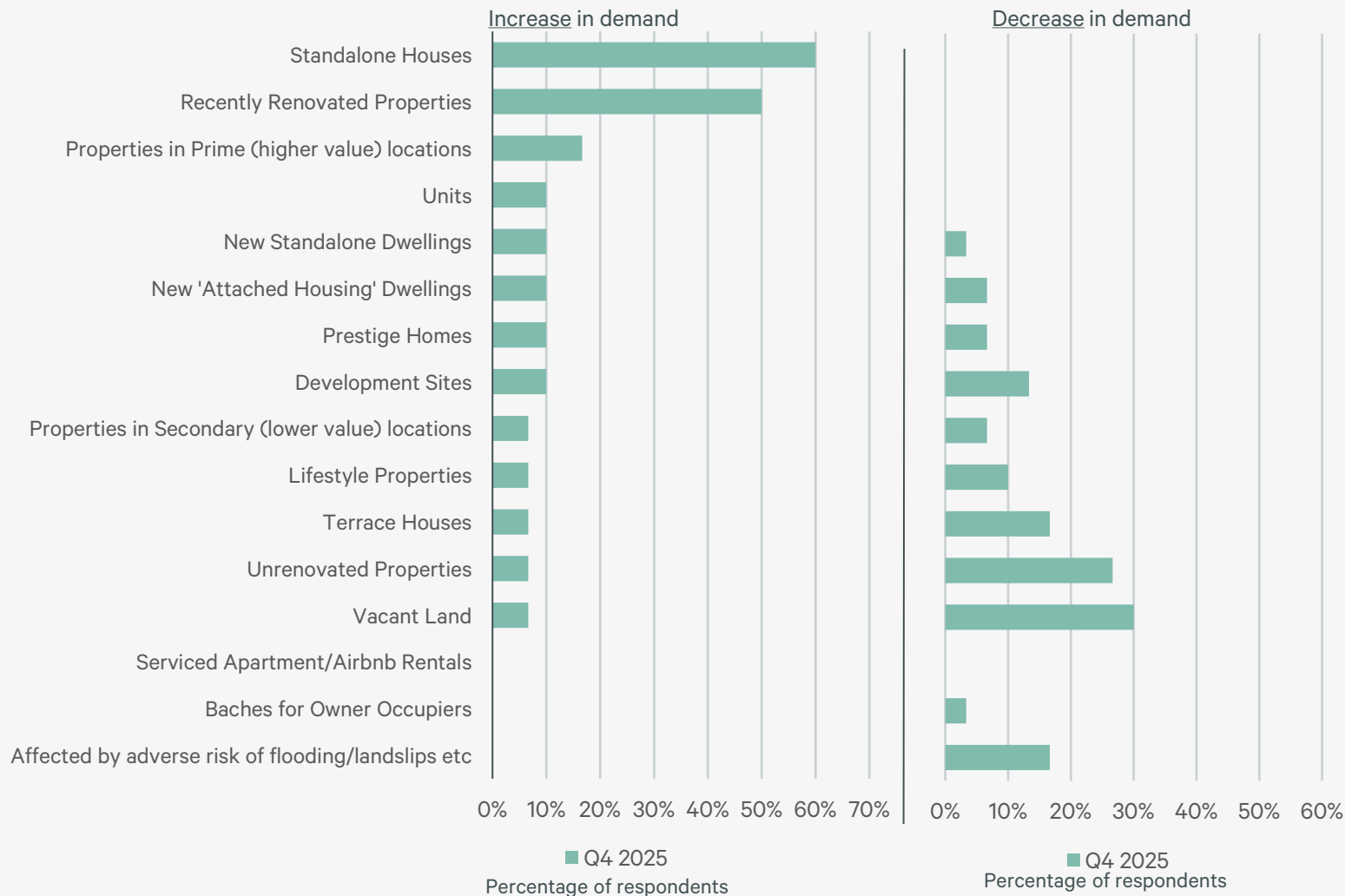
“More renovation related jobs being quoted on.” – Waikato.

“There are a number of vacant sections for sale with little interest from purchasers.” – Rotorua.

“Lifestyle market still has limited sales with oversupply and vendor expectations often not being met by the market.” – Taranaki.

“Small but selective activity in high end residential and lifestyle properties.” – Nelson.

FIGURE 4: Demand change by typology



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

House values

Two thirds (65%) of valuers surveyed expect house values in their area to increase by up to 5% in the next 12 months. A further third (32%) expect prices to be stable.

Like the Q3 survey, no valuers surveyed during Q4 are expecting prices to fall in their market over the next 12 months. The proportion of valuers who expect a strong increase of 5% to 10% in the coming year has slightly decreased to be 3% where the previous three surveys were in the 4% to 5% range.

“By and large the market remains subdued.” – Auckland.

“High hopes from agents and builders for a more active market and better 2026.” – Auckland.

“With recent drops in the official cash rate starting to ease borrowing costs, confidence is expected to improve in 2026.” – Waikato.

“Prices stable, perhaps slight increase for residential.” – Rotorua.

“Steady demand and supply.” – Manawatu.

“Well presented properties are attracting strong interest and, in many cases, receiving multiple offers.” – Taranaki.

“Appears to be close to, if not at the bottom now.” – Wellington.

FIGURE 5: National house price expectations

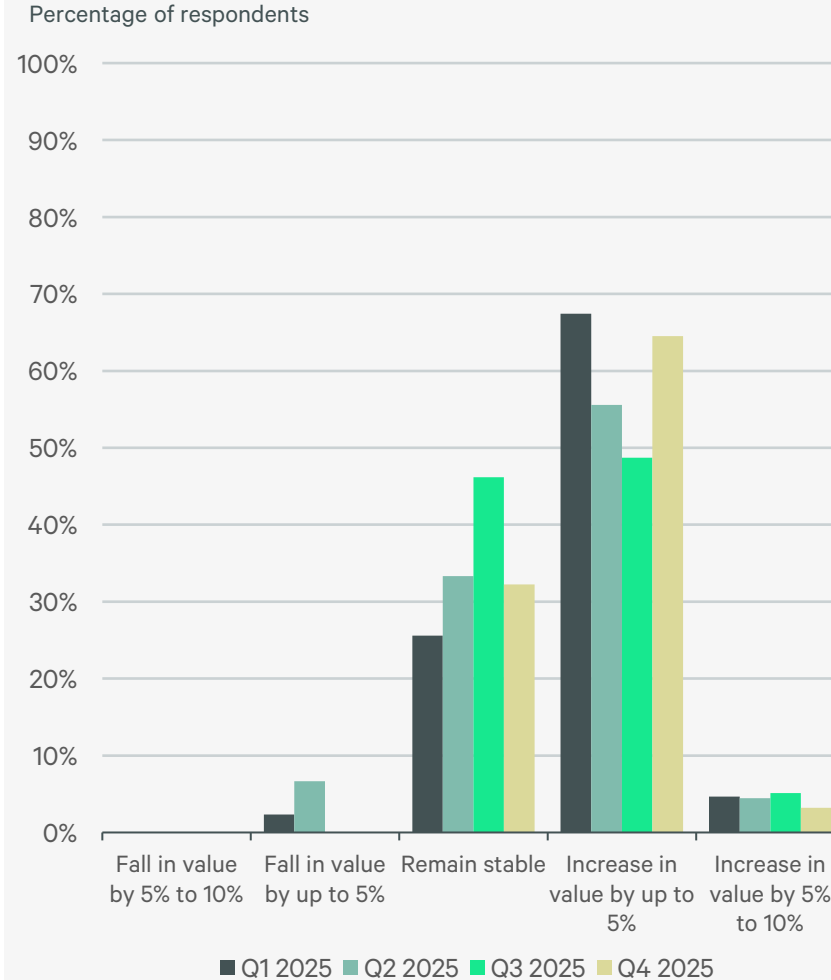
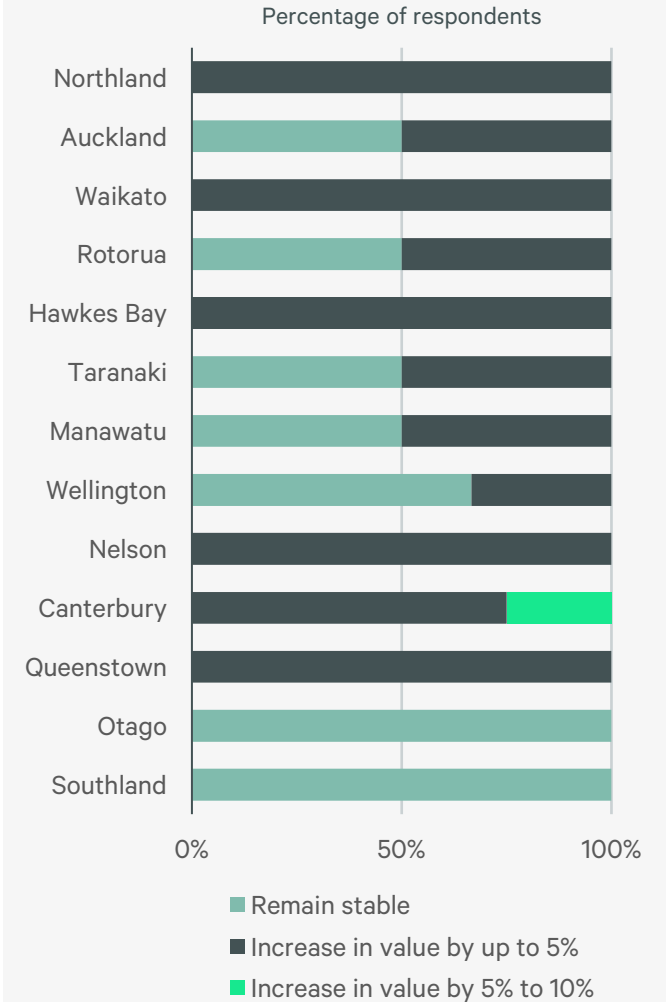


FIGURE 6: Regional house price expectations



Lifestyle values

Expectations of growth in next years lifestyle property values have increased between our Q3 and Q4 surveys. While this may be the case, unlike what was observed in the Q1 and Q2 surveys, no valuers are expecting a strong pricing lift of over 5% for lifestyle properties in New Zealand.

Most of the growth is expected to occur in North Island markets.

“Still seeing surges in parts of the market followed by lulls, such as lifestyle. I’m very uncertain about whether or not we will see value increases over the next 12 months.”
– Waikato.

“Whakatane lifestyle interest and prices relatively static.”
– Rotorua.

“Activity remains with roading now south around Levin, new road to Woodville is good for transport links. The overall vibe is comfortable without much hype.”
– Manawatu.

“People have departed Wellington for greener pastures.”
– Wellington.

“The market has remained relatively stable.”
– Canterbury.

“We have seen a lot more sales happening at the over \$1m level in the last three months, but very few lifestyle properties.”
– Otago.

FIGURE 7: National lifestyle property price expectations

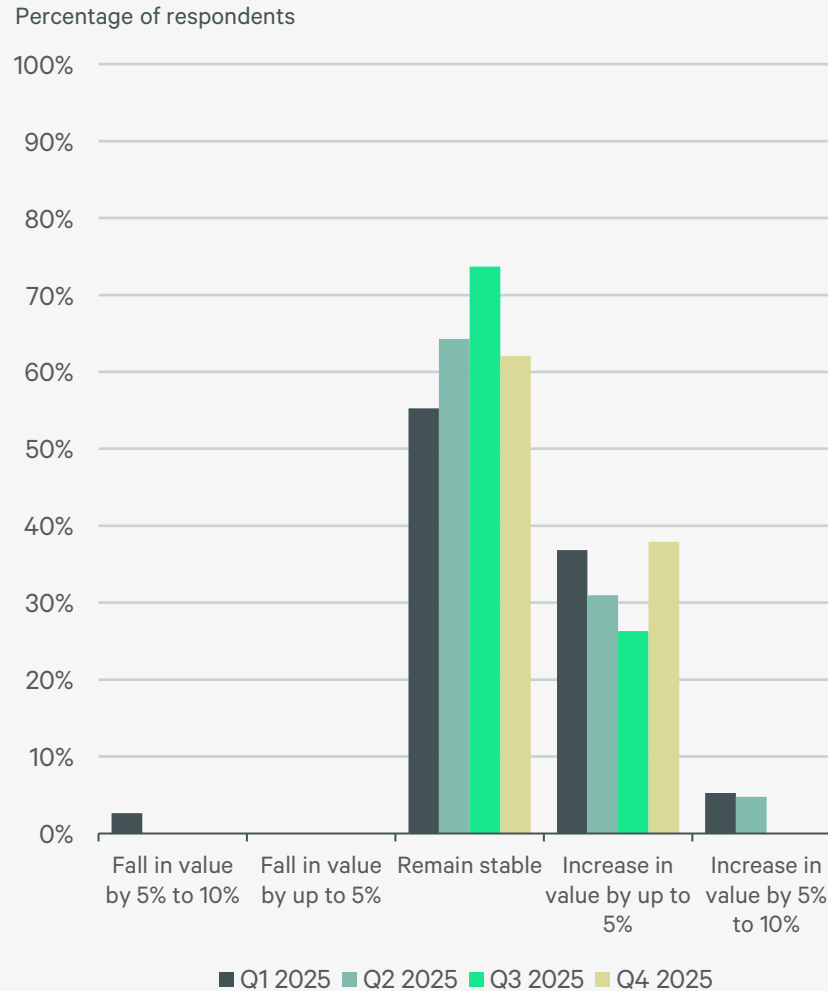
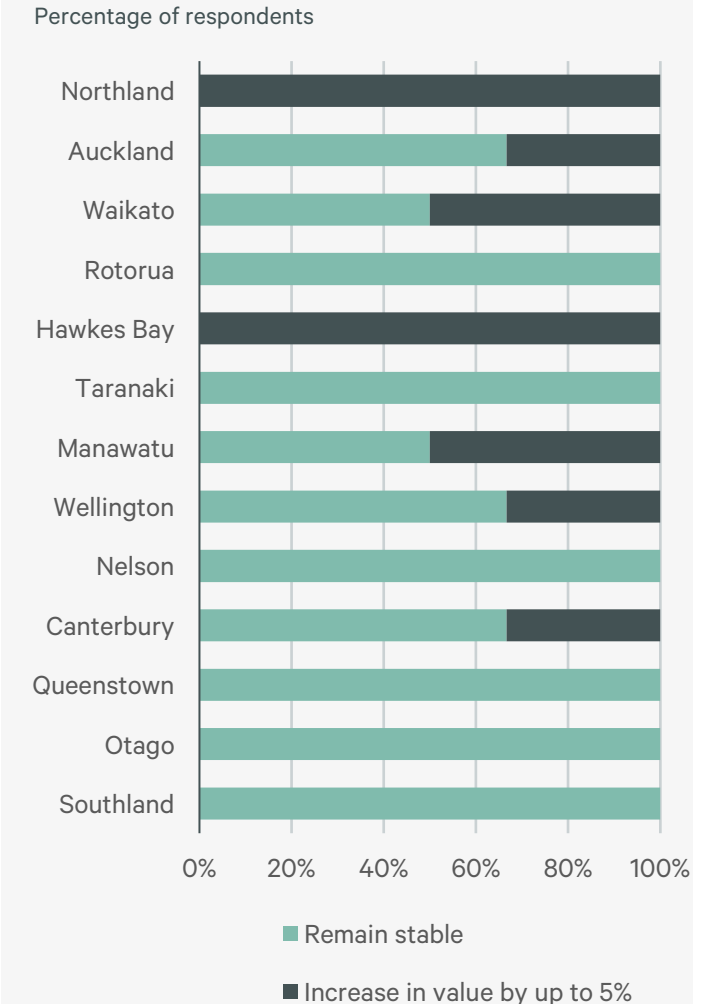


FIGURE 8: Regional lifestyle property price expectations



Vacant land values

Demand for vacant land is closely tied to new development market conditions. If developers find projects to be not feasible in the current market, there is less demand for land which negatively impacts pricing.

Although market conditions have been difficult in the past few years, 68% 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 Q1 and Q2 2025.

Outside of the mainstream view, almost all remaining valuers are expecting small price increases of up to 5% with one respondent in Auckland expecting a small price decrease of up to 5% for their local market.

“Some owners don’t realise where the market level is and expect a higher price even though the media clearly state that values are down.” – Auckland.

“There is an abundance of title ready sites around the region so existing and new will be competing for a while.” – Waikato.

“Developers continue to be active in the social housing sector, primarily through infill development projects.” – Hawkes Bay.

“We think there is close to an oversupply of the two level attached terraced houses at the moment, especially when you get more for your money from a standalone dwelling on its own title.” – Otago.

FIGURE 9: National vacant land price expectations

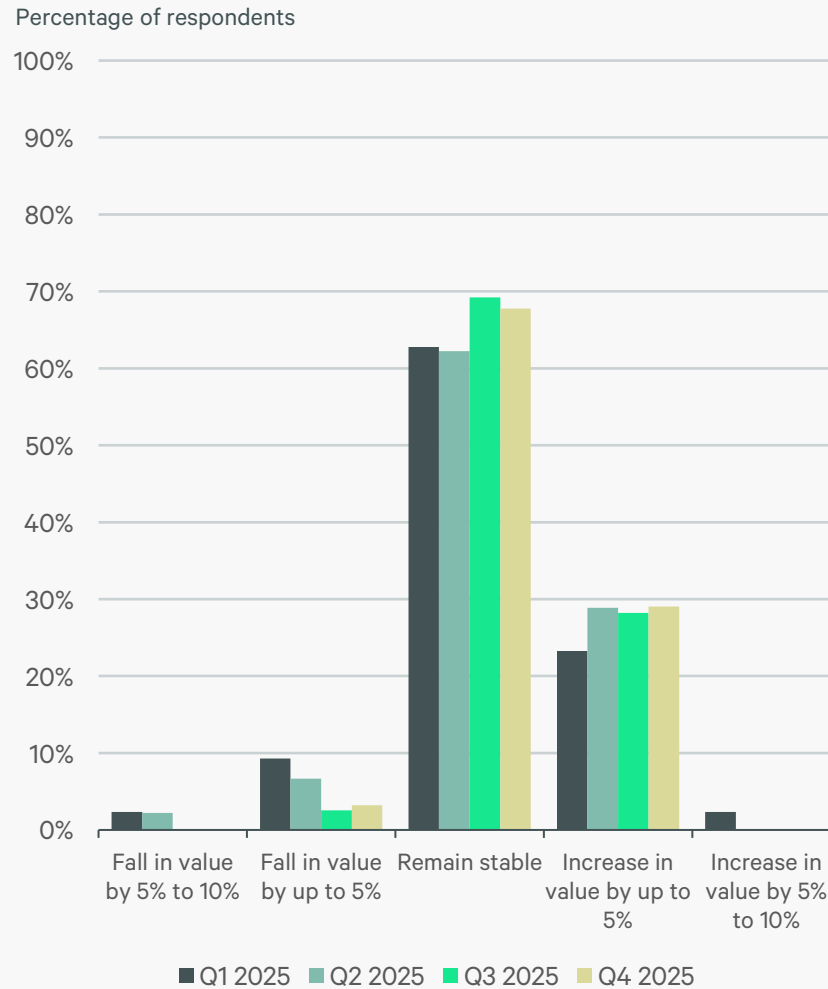
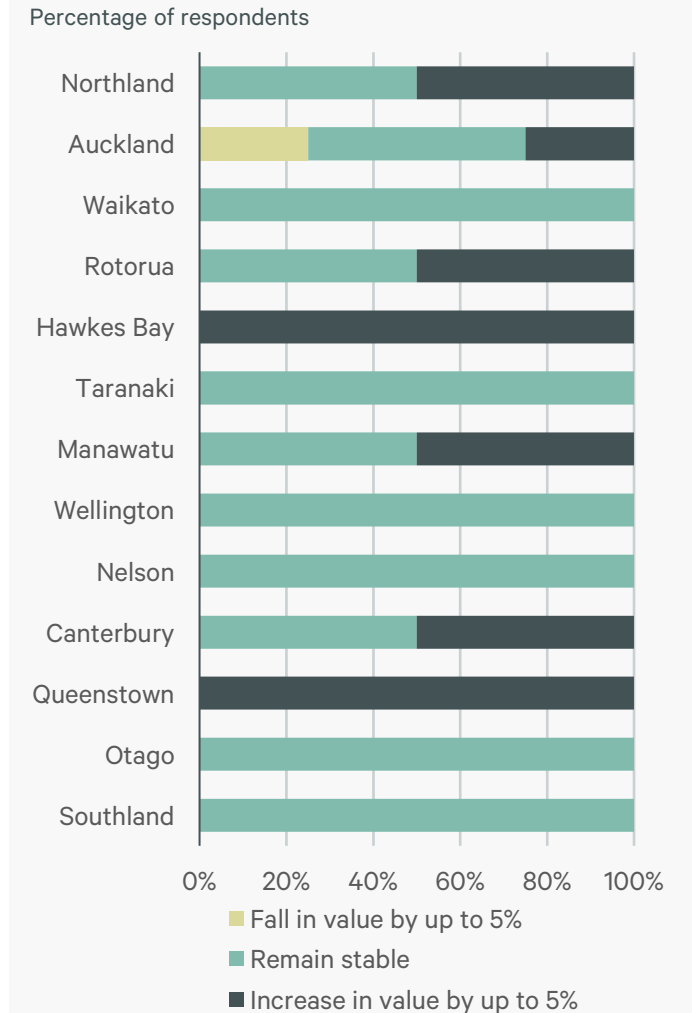


FIGURE 10: Regional vacant land price expectations



Future demand

Surprisingly, demand expectations in the most recent survey have declined compared to surveys that occurred earlier in 2025. While more than half of valuers are expecting demand to increase slightly over the coming year, the proportion of 58% is below that of Q1, Q2, and Q3. A further 39% of valuers expect demand to remain the same.

Declining interest rates remain a demand driver however it appears that their lack of impact on demand to date may be influencing this thinking. For most of 2025 the consensus view was that declining interest rates would quickly flow through to the housing market but the actual impact has been much slower than anticipated.

“The market is generally feeling businer – perhaps the more positive market sentiment, or the pre Christmas rush.” – Auckland.

“I expect the market to pick up in 2026.” – Waikato.

“Activity has increased since the October school holidays.” – Wellington.

“It is my thought that even with reduced interest rates, sales will remain at about the same level with mdoest growth at best.” – Canterbury.

“The hospital build is now underway and we expect to see some forward demand as tradies are brought into town.” – Otago.

FIGURE 11: National housing demand outlook

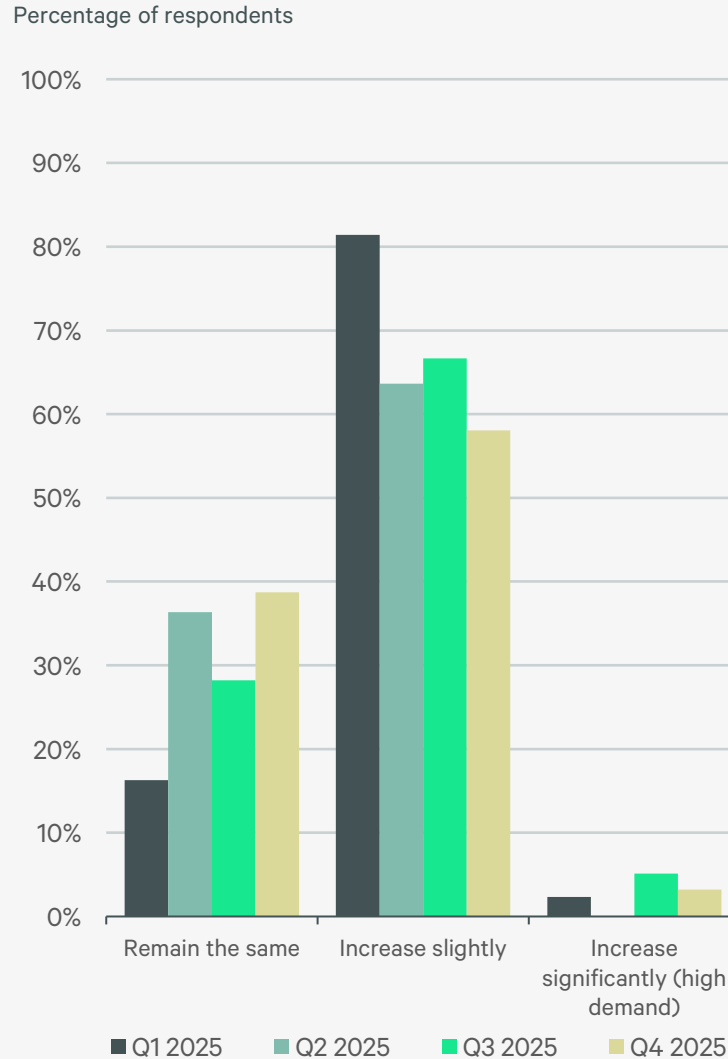
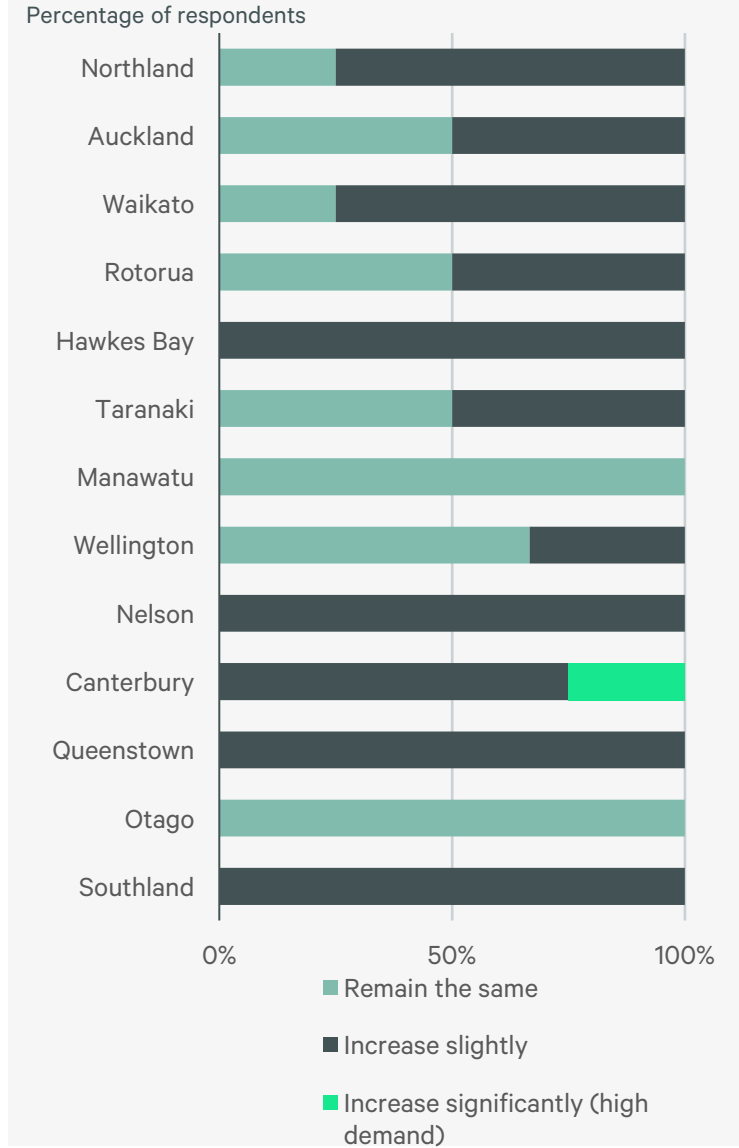


FIGURE 12: Regional housing demand outlook



Future supply (listings)

Expectations of future supply to the market for the next 12 months indicate an increasing stream of new listings however expectations have moderated somewhat compared to the Q3 survey now that we are past the spring/early summer seasonal increase. 52% of valuers anticipate supply levels of properties for sale in their local area to increase over the next 12 months, and a further 42% expect this to remain the same level as it is currently.

Interest rates as a driver of a broader national housing market recovery are expected to have an impact on the turnover of listings and total transaction volumes.

“The Kainga Ora divestment programme is resulting in an increase of supply of properties for a certain type of buyer.” – Auckland.

“Last quarter was definitely busier. Confident that this will continue into the first half of 2026 with green shoots appearing and hopefully the job market improving.” – Waikato.

“There are a number of large scale residential developments that are underway or that have been finished which is potentially going to see an oversupply of properties in the near future.” – Rotorua.

“Demand for modern two bedroom units appears to have eased.” – Otago.

FIGURE 13: National housing supply of new listings

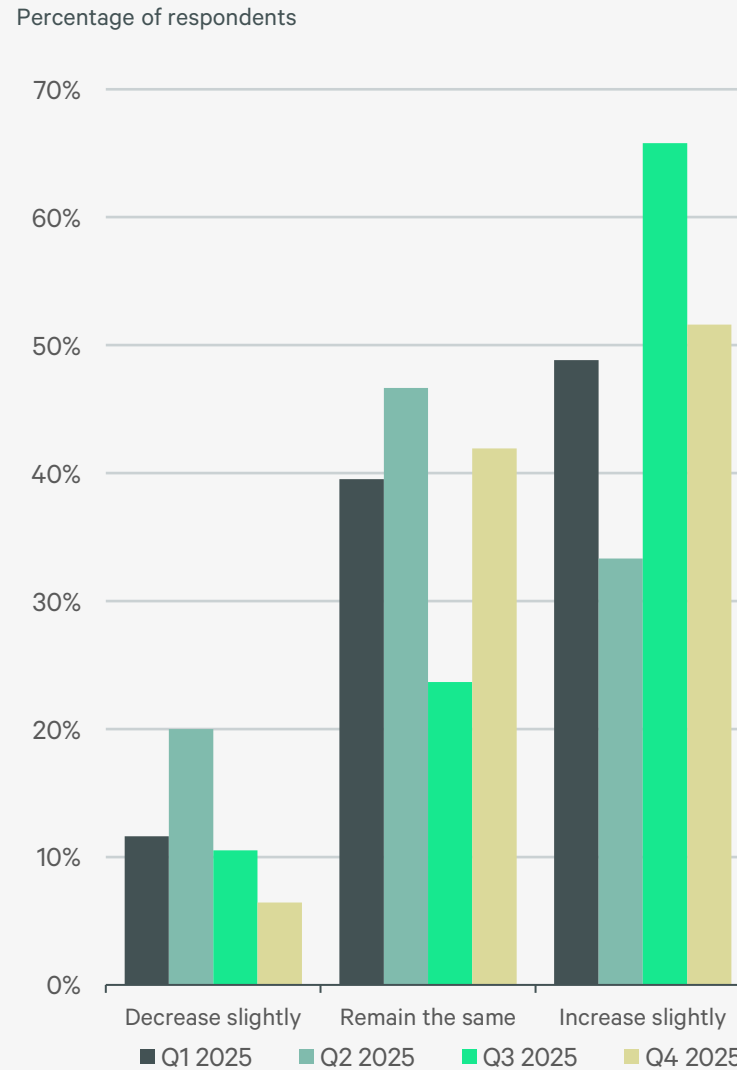
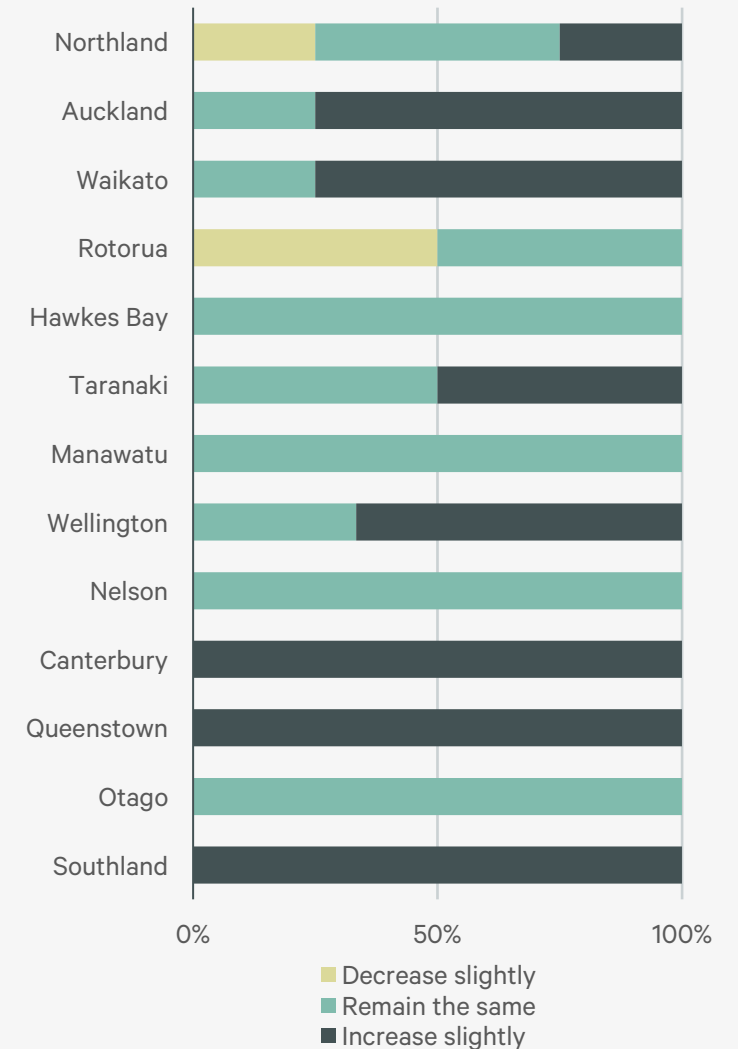


FIGURE 14: Regional housing supply of new listings



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