

/Monthly Market Report

MARCH 2026



New Zealand's property market continues to move forward, just without any sprinting. Nationally, prices are holding broadly steady, with the median sale price sitting around \$795,000, up 3.2% year on year, while buyer and seller behaviour remains cautious and selective. Stock levels remain elevated across platforms like OneRoof, realestate.co.nz and Trade Me Property, giving buyers more choice and keeping price growth in check. Time on market remains longer than previous cycles, and negotiation is firmly back on the table, with many deals reflecting pragmatic pricing rather than aspirational expectations.

Globally, uncertainty is doing its usual job of slowing decision making. The ongoing Middle East tensions, particularly the war in Iran, are pushing up oil prices and adding pressure to inflation and borrowing costs, while US political noise around Donald Trump continues to inject volatility into financial markets. Closer to home, an election year tends to create a "wait and see" mindset among both buyers and sellers. Add in interest rate movements, uncertainty about job security and an economy still finding its rhythm, and you get a market that is active, but measured rather than aggressive, with confidence building slowly rather than surging.

Regionally, Thames-Coromandel and the Hauraki region are tracking this same pattern, with a few local twists. Buyer enquiry is up and listings are flowing, but decisions are taking longer and negotiation remains part of the process. Open home attendance can be inconsistent week to week yet follow up enquiry is stronger than this time last year, suggesting buyers are engaged but taking a more considered approach. This aligns with national data showing increased listings and steady but unspectacular price movement, with momentum building in pockets rather than across the board.

Lifestyle and coastal markets continue to benefit from long-term appeal, with well-presented properties attracting strong interest and, in some cases, competitive tension. Secondary or over-priced stock is taking longer to shift, reinforcing the importance of sharp pricing and presentation. In the Waikato corridor, population growth, infrastructure investment and relative affordability compared to Auckland are supporting steady demand, particularly for family homes and entry-level lifestyle properties.

Overall, the market is best described as quietly rebuilding. Confidence is returning, enquiry levels are improving, and deals are getting done, but it is happening in a disciplined, buyer-driven way rather than the rapid rebounds seen in previous cycles. Buyers have options, vendors need to meet the market, and when the two align, results are still being achieved.

To paraphrase Tony Alexander's article in One Roof this week: *"Prices look flat to easing through winter, listings stay high, and vendors need to meet the market as buyers hold the upper hand, this is not 2021 anymore. Buyers, especially first home buyers, face strong choice and leverage, while agents need to work harder as empowered buyers walk quickly from unrealistic sellers."*

So, if you're after agents who always roll up their sleeves, give your local Richardsons team a call. Let's talk property, we promise less fluff, more results.

MARCH 2026 - HAURAKI-COROMANDEL

Market Update



2.25%

OCR Static
(inflation up to 3.1%)



6,523

Properties sold nationally
(up 6.6% YoY)



3.2%

lift in median sale price
YoY