

/Monthly Market Report

FEBRUARY 2026



Global headlines remain lively, yet the New Zealand property market continues to show a quiet resilience. Election years tend to sharpen everyone's focus on the economy, and 2026 is no exception. Early signals point to improving business confidence and steadying home values across several regions, even before the campaign signs are fully planted. Greater clarity around policy direction, regardless of the outcome, gives buyers and sellers something they crave, a framework for decision making. Markets prefer certainty, but they will settle for direction.

Internationally, talk of Trumponomics and shifting global trade settings may generate commentary, but New Zealand housing has historically taken its cues from local supply, migration flows and credit conditions rather than events in Washington. Over the long term, property values here have proven more responsive to what is happening in Auckland, Hamilton and Queenstown than to speeches on Capitol Hill. In much the same way, conflict in the Middle East can unsettle equity markets and oil prices, yet the impact on domestic housing tends to be measured rather than dramatic. Periods of volatility often reinforce property's role as a tangible, income generating asset within diversified portfolios. Bricks and mortar rarely react to headlines at the same speed as financial markets, which can be no bad thing.

Domestically, the national picture remains one where buyers hold the upper hand. Stock levels are elevated in most regions, providing choice and limiting urgency. Price sensitivity is acute, and even slight overpricing can extend time on market. Entry level homes, particularly those under \$800,000, continue to attract strong interest from first home buyers. Above the \$1 million-mark, demand becomes more selective, with quality, presentation and desirable school zones playing an increasingly decisive role. Compliance matters are also influencing outcomes, with unconsented works and building issues complicating finance approval and slowing some transactions.

Sales volumes have improved from the subdued conditions of 2025, but momentum is uneven and highly dependent on price realism. Vendors who acknowledge current market evidence are achieving results. Those anchored to peak expectations are experiencing longer campaigns and firmer negotiation from well informed buyers.

In Waikato, activity has lifted yet remains inconsistent. Healthy listing numbers reinforce a competitive environment where sharp pricing is essential. First home buyers are active but cautious, often placing strong emphasis on building reports and overall value. On the Coromandel coast the pattern is stop start, while centres such as Taupō clearly favour purchasers. Across the region, transactions are occurring, though realism and preparation remain the defining ingredients for success.

New listings surged 7.8% year-on-year in February to 12,252, the highest level for February since 2013, while total housing stock rose by just 1.8%.

FEBRUARY 2026 - HAURAKI-COROMANDEL

Market Update



\$800,000

and below, selling well to entry-level buyers



12,200

new listings hit the market nationally in February



1.8%

lift in overall stock = improved turnover