

PROPERTY FOCUS

PROPERTY MARKET OUTLOOK | MARCH 2026

Rebuilding confidence in today's property market was front and centre at last week's Property Market Outlook, hosted by UTF.

We were fortunate to hear from Nick Goodall, Head of Research at Cotality NZ, who unpacked what's happening across New Zealand's economy and housing sector — and what it means for those of us working in property.

After a challenging few years, there are encouraging signs of stabilisation. Improved mortgage affordability and increasing sales volumes suggest the market is becoming more active again. However, this is not a return to rapid growth. National property values have largely moved sideways over the past three years, and while Tauranga is showing signs of recovery, performance remains mixed across suburbs.

What stood out most was how dynamic the outlook remains. Global uncertainty, inflation pressures, and the upcoming general election all have the potential to shift market conditions quickly. For anyone making property decisions, this reinforces the need to stay informed and adaptable.

There are positives too. Construction is showing resilience, new builds are becoming more attractive, and competition between banks is helping convert "willing demand" into real buying activity.

The key takeaway? Confidence is rebuilding — but cautiously. In a market like this, access to timely, local data and a willingness to respond to change will be critical.