

RayWhite.

APRIL 2026

Market Report.

APARTMENT & RESIDENTIAL



A T REALTY GROUP
CENTRAL & SOUTH AUCKLAND EXPERTS

WINNER NEW ZEALAND'S
AGENCY OF THE YEAR

REAL ESTATE INSTITUTE OF NEW ZEALAND BACK TO BACK WINNERS 2025 & 2026

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A T Realty Group.



Tom Rawson.

A T Realty Group Director
tom.rawson@raywhite.com

The Market Has Shifted. Strategy Matters More Than Ever.

April has seen a shift in market behaviour, both locally and internationally. Across New Zealand and Australia, buyer confidence softened, largely influenced by global uncertainty - particularly geopolitical tension in the Middle East.

In addition, as we move through an election year, some buyers naturally adopt a more cautious, “wait and see” approach.

However, this creates opportunity.

Historically, markets like this separate passive participants from decisive ones.

We are continuing to see active investor engagement, particularly from those taking advantage of improving lending conditions.

Interest rates have eased subtly, and well-structured finance through brokers is currently more favourable than widely perceived.

From a transaction perspective, certainty is now a premium.

Sellers are increasingly prioritising:

- Cash or near-unconditional offers
- Buyers with strong financial positioning
- Speed and reliability of execution

At the same time, we are seeing a rise in conditional deal fallout – where buyers withdraw due to hesitation or competing options.

This reinforces the importance of not just generating offers, but securing the right buyer.

Pricing Environment

- Values are broadly flat
- Stock levels are elevated
- Buyer confidence is selective rather than widespread.

What This Means for You:

Success in this market is not about “waiting for a better time” - it’s about understanding how to position yourself effectively in the market that exists today.

With buyers becoming more selective and stock levels remaining elevated, the properties achieving the strongest results are those backed by clear strategy, strong presentation, and well-executed campaigns.

That means:

- Strategic positioning to stand out amongst competing listings
- Targeting the right buyer groups - not just more buyers
- Creating competition early to maintain momentum
- Prioritising certainty and buyer quality, not just headline price.

In short, execution matters more than ever.



Auckland Central Market Statistics.

April

Total Sales

April 2026

32

April 2025

91

There was a 65% decrease in total number of sales year on year.

Median Sales Price

April 2026

\$229,000

April 2025

\$300,000

There was a 24% decrease in total median sale price year on year.

Total Sales Value

April 2026

\$8,886,388

April 2025

\$31,005,000

There was a 71% decrease in total sales value year on year.

Median Days On Market

April 2026

59

April 2025

48

There was a 29% increase in the total median days on market year on year.

April 2026

Recent Sales.

Address	Bedrooms	Sale Price	Sale Date
301/147 Victoria Street West	1	\$177,000	30 Apr 2026
2207/8 Airedale Street	2	\$452,000	30 Apr 2026
2302/74 Albert Street	1	\$350,000	30 Apr 2026
321/57 Mahuhu Crescent	2	\$64,000	30 Apr 2026
1301/430 Queen Street	2	\$365,000	29 Apr 2026
8J/23 Emily Place	1	\$290,000	29 Apr 2026
Gc/22 Pakenham Street East	3	\$300,000	28 Apr 2026
510/2 Beach Road	2	\$50,000	28 Apr 2026
1L/22 Pakenham Street East	2	\$150,000	26 Apr 2026
310/135 Hobson Street	1	\$295,000	23 Apr 2026
1313/53 Cook Street	2	\$310,000	21 Apr 2026
15/145 Quay Street	1	\$32,000	21 Apr 2026
17/143 Quay Street	1	\$28,000	21 Apr 2026
701/133 Beach Road	1	\$47,000	21 Apr 2026
16/139 Quay Street	1	\$58,000	17 Apr 2026
908/53 Cook Street	2	\$405,000	14 Apr 2026
15/55 Mahuhu Crescent	3	\$300,000	13 Apr 2026
12G/8 Scotia Place	1	\$128,000	11 Apr 2026
301/7 Scotia Place	1	\$290,000	11 Apr 2026
3A/22 Emily Place	2	\$843,000	11 Apr 2026
1104/53 Cook Street	2	\$337,000	09 Apr 2026
1115/53 Cook Street	2	\$307,500	09 Apr 2026
2003/32 Swanson Street	2	\$785,000	09 Apr 2026
2003/10 Commerce Street	2	\$1,210,000	09 Apr 2026
1D/18 Federal Street	2	\$160,000	08 Apr 2026
1112/135 Hobson Street	1	\$229,000	07 Apr 2026
209/57 Mahuhu Crescent	1	\$80,000	07 Apr 2026
Gc/82 Wakefield Street	—	\$80,000	05 Apr 2026
813/27 Union Street	1	\$472,888	03 Apr 2026
11/22 Pakenham Street East	1	\$113,000	02 Apr 2026
226/6 Dockside Lane	2	\$102,000	02 Apr 2026
9/137 Quay Street	1	\$76,000	01 Apr 2026

Results shaded in yellow denote a sale by A T Realty Limited.

Median Sale Price

By number of bedrooms

1 Bed (or Studio)	2 Bedrooms	3+ Bedrooms
\$128,000	\$310,000	\$300,000

Total Sales

By number of bedrooms

1 Bed (or Studio)	2 Bedrooms	3+ Bedrooms
15	15	2

Note: Some bedroom totals are missing from results.

Results shaded in yellow denote a sale by A T Realty Limited.

> Eden Terrace

RECENT SALES

EDEN TERRACE MARKET STATISTICS

April 2026

Total Sales

5

April
2026

VS

10

April
2025

Median Sale Price

\$623,000

April
2026

VS

\$730,000

April
2025

Median Days on Market

319

April
2026

VS

60

April
2025

Total Sales Value

\$3,751,000

April
2026

VS

\$8,717,000

April
2025

EDEN TERRACE - RECENT SALES

Address	Bedrooms	Sale Price	Sale Date
Gi/9 Charlotte Street	1	\$400,000	21 Apr 2026
316/184 Symonds Street	1	\$275,000	20 Apr 2026
706/47 Randolph Street	1	\$835,000	13 Apr 2026
3/121D Newton Road	0	\$623,000	02 Apr 2026
18 Copeland Street	6	\$1,618,000	01 Apr 2026

Source: REINZ

Results shaded in yellow denote a sale by A T Realty Limited.

GRAFTON MARKET STATISTICS

April

Total Sales

11

April
2026

VS

13

April
2025

Median Sale Price

\$329,000

April
2026

VS

\$930,000

April
2025

Median Days on Market

56

April
2026

VS

44

April
2025

Total Sales Value

\$7,125,500

April
2026

VS

\$9,617,000

April
2025

GRAFTON - RECENT SALES

Address	Bedrooms	Sale Price	Sale Date
21 Carlton Gore Road	4	\$1,912,500	29 Apr 2026
29F Mount Eden Road	2	\$775,000	24 Apr 2026
7A/30 Symonds Street	2	\$130,000	21 Apr 2026
215/38 Khyber Pass Road	2	\$908,000	14 Apr 2026
110/6A Nugent Street	2	\$770,000	08 Apr 2026
202/96 Symonds Street	3	\$329,000	07 Apr 2026
4/4 Madeira Lane	3	\$1,680,000	03 Apr 2026
906/96 Symonds Street	2	\$236,000	02 Apr 2026
1623/21 Whitaker Place	3	\$135,000	02 Apr 2026
14A/15 Whitaker Place	3	\$130,000	02 Apr 2026
8G/15 Whitaker Place	2	\$120,000	02 Apr 2026

Source: REINZ

Results shaded in yellow denote a sale by A T Realty Limited.

Some of our Recent Sales

SOLD






516/5 Howe Street,
Auckland Central

Sold on 30 April 2026

SOLD






321/57 Mahuhu Cres,
Auckland Central

Sold on 30 Apr 2026

SOLD






301/147 Victoria Street
West, Auckland Central

Sold on 30 April 2026

SOLD






2302/74 Albert Street,
Auckland Central

Sold on 30 Apr 2026

SOLD






GC/22 Pakenham Street
East, Auckland Central

Sold on 28 Apr 2026

SOLD






1L/22 Pakenham Street
East, Auckland Central

Sold on 26 Apr 2026

SOLD






706/47 Randolph Street,
Eden Terrace

Sold on 13 Apr 2026

SOLD






301/7 Scotia Place,
Auckland Central

Sold on 11 Apr 2026

SOLD






18 Tuarangi Road,
Grey Lynn

Sold on 8 Apr 2026

A selection of recent sales by Ray White Auckland Central & Ray White Wynyard Quarter,

SOLD




1
1
2

813/27 Union Street,
Auckland Central

Sold on 3 Apr 2026

SOLD




3
2
-

14A/15 Whitaker Place,
Grafton

Sold on 2 Apr 2026

SOLD




3
1
-

1623/21 Whitaker Place,
Auckland Central

Sold on 2 Apr 2026

SOLD



2
1
-

8G/15 Whitaker Place,
Auckland Central

Sold on 2 Apr 2026

SOLD




1
1
1

11/22 Pakenham Street
East, Auckland Central

Sold on 2 Apr 2026

SOLD



2
1
-

906/96 Symonds Street,
Auckland Central

Sold on 2 Apr 2026

SOLD




2
1
1

226/6 Dockside Lane,
Auckland Central

Sold on 2 Apr 2026

SOLD




3
2
2

205/2 Lawrence Street,
Herne Bay

Sold on 2 Apr 2026

SOLD



1
1
1

1K/3 Keystone Avenue,
Mount Roskill

Sold on 1 Apr 2026

April 2026 In Review.

RAY WHITE
A T REALTY GROUP

**Total Number
of Properties
for Sale**

210

**Auction
Clearance
Rate**

50%

**Open Homes
Conducted:**

430

**Enquiries
Received**

794



Why Sell Now?

A market defined by balance, not hesitation.

Despite continued headlines around inflation, global uncertainty, and interest rates, New Zealand's property market remains far more stable than many people expect.

National sales volumes are sitting close to the same levels as this time last year, with nearly 7,900 properties sold across the country in March.

Prices have also remained relatively steady, reflecting a market that is adjusting rather than declining sharply.

What's changing is buyer behaviour.

Buyers are still active and motivated, but they are becoming more considered in their decision-making.

Many are negotiating harder, taking longer to commit, and placing greater emphasis on value, location, and long-term potential.

At the same time, sellers are becoming more realistic in their expectations, helping create a more balanced environment across the market.

Investor activity also remains consistent, accounting for approximately a quarter of purchases nationally.

However, the focus has shifted away from short-term speculation and toward rental yield, cash flow, and long-term performance.

As lending conditions evolve and borrowing capacity tightens, buyers are placing greater importance on strategy and structure rather than rapid growth.



Real estate agents are hoping Auckland's city centre has turned a corner and will become more vibrant with the opening of the City Rail Link and the end of a series of infrastructure projects. Photo / Auckland Council

Why This Market Creates Opportunity

The current market presents a unique window of opportunity. Buyers still have more choice and negotiating power than they did during the peak years, while sellers are still benefiting from active demand and relatively stable pricing.

Supply levels remain healthier without becoming excessive, and competition between buyers is still occurring for well-positioned properties.

At the same time, rising construction costs, increasing test rates, and ongoing population growth are expected to continue influencing the market over the coming years.

Historically, markets like this often reward decisive action before confidence fully returns and competition intensifies again. Once borrowing conditions stabilise and buyer confidence improves, the market is likely to become more competitive.

Market Rewarding Preparation

This is no longer a market driven by hype or urgency — it's a market rewarding preparation, presentation, and realistic positioning.

For sellers, buyers are still active and transactions are continuing across all price brackets. For buyers and investors, current conditions offer greater flexibility, more time to assess opportunities, and improved negotiating conditions compared to recent years.

The key takeaway is that while the market may feel quieter, it remains active beneath the surface.

In balanced markets like this, strategy often matters more than timing - and those who are prepared are typically the ones best positioned to benefit as conditions evolve.



Auckland's apartment market is in flux, with some real estate agents warning prices could be hammered by global uncertainty. Photo / Supplied

The Long Game, Louder Than Noise

Between global uncertainty, fuel shocks, inflation pressures, and constant speculation around interest rates, it's easy to feel like the property market is under pressure.

But beneath the headlines, New Zealand's rental and property markets remain far more balanced than many people realise.

National sales volumes have remained relatively steady, with just under 7,900 properties sold across New Zealand in March - almost identical to the same time last year.

Prices have also remained largely stable, reflecting a market that is moving with more caution rather than distress.

Tenant demand also remains active, particularly in well-located areas and quality homes.

What we're seeing is not a collapse in demand, but a shift in behaviour.

Buyers and tenants are becoming more selective, more considered, and more focused on long-term value rather than short-term speculation.



Investor activity is still consistent, accounting for roughly a quarter of purchases nationally, although the focus has shifted toward yield, cash flow, and property performance rather than rapid capital growth.

At the same time, some long-term “mum and dad” investors are exiting the market, creating opportunities for more strategic investors to re-enter under more balanced conditions.

What’s becoming increasingly clear is that this market rewards preparation over emotion.

Supply levels are healthier, pricing is more realistic, and competition is less aggressive than in previous years.

However, as confidence eventually returns, the market is likely to become more competitive again.

The key takeaway is that while headlines continue to focus on short-term uncertainty, the long-term fundamentals remain intact.

Housing demand persists, rental demand remains active, and quality property continues to perform over time.

In markets like this, strategy, structure, and professional management matter more than ever.



A T REALTY GROUP

AUCKLAND CENTRAL | WYNYARD QUARTER | PROJECTS
MANUKAU | MANUREWA | MANGERE | MANGERE BRIDGE

We win the awards. **You reap the rewards.**

We're proud to be named New Zealand's #1 Agency of the Year for 2024 & 2025 - a true reflection of the results, culture, and service that set us apart. We haven't won these awards for nothing - our people, and our offices, are consistently recognised as the very best, time after time.



OUR AWARDS

2025	REINZ Agency of the Year
2024/2025	International Business - No. 3
2024/2025	International Office - No. 5
2024/2025	International Admin Team - No. 1
2024	REINZ Agency of the Year
2023/2024	International Business - No. 2
2023/2024	Office of the Year - No. 2
2023/2024	Auction Business - No. 1
2023/2024	Sales Turnover - No. 1
2023/2024	Business Growth - No. 1
2022/2023	International Office - No. 3
2022/2023	Office of the Year - No. 2
2022/2023	Auction Business - No. 1
2022/2023	Marketing Excellence
2022/2023	Auction Business - No. 2
2022/2023	Customer Experience
2021/2020	International Office - No. 4
2021/2020	Office of the Year - No. 2

2023/2024	Sales Turnover - No. 1
2023/2024	Business Growth - No. 1
2022/2023	International Office - No. 3
2022/2023	Office of the Year - No. 2
2022/2023	Auction Business - No. 1
2022/2023	Marketing Excellence
2022/2023	Auction Business - No. 2
2022/2023	Customer Experience
2021/2020	International Office - No. 4
2021/2020	Office of the Year - No. 2

PROPERTY MANAGEMENT

2025	Tenancy NZ Office of the Year
2024/2025	International Office of the Year - No. 2
2023/2024	Office of the Year - No. 1
2022/2023	Office of the Year - No. 1
2020/2021	Office of the Year - No. 1
2018/2019	Office of the Year - No. 1

Float



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021 867 336
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A Shift in Lending - What it means for you.

What changing bank policies could mean for buyers, investors, and sellers.



Banks have started increasing test rates, signalling a shift in lending conditions across the market.

While fixed mortgage rates remain relatively competitive, higher test rates place more pressure on borrowing calculations - reducing borrowing capacity for many buyers.

For sellers, this is likely to influence the strength of offers over time, as some purchasers may no longer qualify for the same loan amounts they previously could. As borrowing conditions tighten further, overall purchasing power across the market is expected to soften.



At the same time, lenders are becoming more flexible in other areas. Banks are now taking a more favourable approach to consistent bonus and overtime income, with some borrowers able to include a greater proportion of this income when applying for finance.

For eligible applicants, this may help offset some of the impact of rising test rates.

We're also seeing increased flexibility around investment property deposits. While a 30% deposit was previously standard, some lenders are now considering deposits in the 15–20% range for qualifying borrowers.

This is creating new opportunities for investors with limited equity to enter the market sooner, while those already holding stronger equity positions may have greater flexibility to diversify across multiple properties.

A Window Of Opportunity

The key takeaway is that current market conditions still present opportunity - particularly for well-prepared buyers and investors. However, as test rates continue to rise, borrowing capacity is expected to tighten further, making preparation and lending structure increasingly important moving forward.

Ready to review your position?

Whether purchasing, refinancing, or reassessing, now is the time to understand your options and structure your lending accordingly.

Local experts, working for you.

Ray White Manukau, Manurewa, Mangere Bridge, Mangere, Auckland Central & Wynyard Quarter.

Our team includes specialists in residential sales, investment properties, and developments. With strong data capability and in-depth knowledge of zoning and development potential, we're well equipped to support investors, developers, and project-led opportunities across Auckland.

What began as South Auckland's leading real estate business has grown into an Auckland-wide network, backed by unparalleled market insight and suburb-specific expertise. Wherever you're selling, you'll be represented by an agent who truly understands your local market - supported by the scale, systems, and buyer reach of a multi-office group.

We understand that selling a home is both a financial and emotional decision. Years of saving, care, and personal investment go into a property, and we approach every sale with that understanding and respect.

Transparency is fundamental to how we work. We provide honest, accurate market appraisals from the outset - so you can make informed decisions with confidence. No over-promising. Just clear advice, backed by data and experience.

As a valued client, you can expect open communication, strategic marketing, and a team committed to achieving the best possible result for your property. Our consistent industry recognition and awards reflect our performance - not just in sales volume, but in client experience.

For investors, our sister business 360 Property Management offers specialist support to help maximise rental returns, while our trusted relationship with Float Mortgages provides access to tailored finance solutions.

Together, we can support your entire property journey - from buying and selling, to renting, financing, and developing.

And above all, our team is friendly, experienced, and here to help you every step of the way.

Continuously in the top 3 offices - Ray White New Zealand

REINZ Agency of the Year - 2024 & 2025

2024/2025 - International Business of the Year - No. 3

2023/2024 - International Business of the Year - No. 2

2023/2024 - NZ Office of the Year No. 2

2023/2024 - Auction Business - No. 1

2023/2024 - Sales Turnover - No. 1

2023/2024 - Business Growth - No. 1

2022/2023 - Office of the Year - No. 2

2022/2023 - Marketing Excellence

2022/2023 - Auction Business - No. 2

2022/2023 - Customer Experience - Office

2021/2022 - Office of the Year - No. 2 New Zealand

2021/2022 - Office of the Year - No. 3 Internationally

2021/2022 - Auction Business - No. 1



Ray White Manukau
603 Great South Road, Manukau



Ray White Mangere Bridge
20B Coronation Road, Mangere Bridge



Ray White Manurewa
182 Great South Road, Manurewa



Ray White Mangere
3/12 Waddon Place, Mangere



Ray White Auckland Central
Level 3, 246 Queen Street, Auckland Central



Ray White Wynyard Quarter
Suite H2, 132 Halsey Street, Wynyard Quarter

APRIL
Top 10
Performers



**AJMER
SINGH**



**GABRIELA
GALATEANU**



**JAMES
MCGREGOR**



**RUBAL
SINGH**



**UROS
BOJOVIC**



**SHAAN
JOSHI**



**DEBBIE
KING**



**HEATHER
OBERN**



**CASEY
CHEN**



**KARTIK
OHARI**

Our people are our greatest investment.
Congratulations to A T Realty Group's
Top 10 Performers for March 2026!

Our Team

A T REALTY GROUP



ADAM



TOM



GEOFF



RICHIE



GLENIS



ROBERT



JARED



PAT



ADY



AINSLEY



ALEXANDER



CASEY



CHRIS



DOMINIC



DUSAN



GABRIELA



HUYEN



JUDI



KRISTER



LEO



LUKE



MICHELLE



OLIVIA



RENUKA



ROSS



RYAN



SAM



STEVE KING



STEVE KIRK



WARREN

South Auckland



ABHI



AESHAN



AIDAN



AJMER



ALI



ALISON



ALTHEA



AMISHA



AMY



ANA



ANTHONY



APU



ARVIC



ARYAAN



ASH



BASIL



BEN



BRETT



CHARLIE



CHATTY



CHONGDE



DAEMON



DEBBIE



DENISE



DIANNE



DUSHEN



EDWARD



ELLEN



ENA



FATHIMA



FATIMA



FIONA



FLORENCE



GEORGIA



GEOVANNI



GIN



GRACE



GURINDER



GURNEET



HANNAH



HAROLD



HARRY



HEATHER



JAMES B



JAMES M



JAS



JASVEEN



JAY LE



JAY SINGH



JERRY



JESS



JESSICA



JOHNY



JOSH



KANWAR



KARAM



KARLEN



KARTIK



KEVIN



KHUSH



KRIS



LAURA



LEVANI



LIA



LIAM



MARION



MAYA



MICAH



MIRANDA



MONIKA



MOTETE



NA



NICHOLAS



NIKHIL



NIKITA



NITIN



OLIVIA



OSCAR



PAUL



PETER



PHILLIPA



PHUONG



RAKSHA



RAUNAK



RIA



ROJAN



RUBAL



RUBY



RYAN M



RYAN S



SAHIL



SALLY



SAM



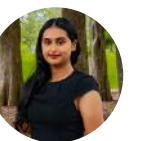
SANJAY



SHAAN



SHANE



SHASTRIKA



SONAM



STAN



STEVEN



SUMESH



TARYN



TOM M



UROS



VISHANT



WARREN



WENDY



ZAMMIL



Creating Success Through Property.

WE ARE ONE. GO NEXT LEVEL. WITH YOU ALL THE WAY.

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