

## Key insights



Most homeowners and buyers think house prices will **continue to decrease** in the next 12 months.



The biggest concern for homeowners looking to sell is that they won't get the **best price** for their property. However, 14% of homeowners still plan to sell in the next 6 months.



Despite growth in nationwide property supply compared to the same period last year, supply has dropped compared to the previous quarter, with both homeowners and buyers concerned about the **lack of suitable properties** on the market.



# A snapshot of New Zealand

We surveyed over 5,000 **homeowners**

and over 900 **buyers** across New Zealand.



60% of homeowners think now is a **bad time to sell** their home



63% of property seekers think now is a **good time to buy**



The biggest **concerns for vendors** are

39%

Not getting the best price for their home



19%

A lack of suitable properties on the market to move to

The biggest **concerns for buyers** are

Rising interest rates

27%



A lack of suitable properties on the market

21%

39% of homeowners think house prices will decrease in the next 12 months



49% of buyers think house prices will decrease in the next 12 months



**14% of homeowners plan on selling** their property in the next 6 months



Around 1 in 5 buyers (19%) plan to fund their house **purchase with help** from parents/family



## Q3 Trends

### Average asking price September 2022

The national average asking price continues to fall for the 6th month in a row, however remains up compared to the same period last year.

	Price	% change year-on-year	% change month on month
Nationwide	\$896,200	▲ +5.1%	▼ -0.3%
Auckland	\$1,124,100	▼ -0.2%	▼ -0.3%
Wellington	\$865,350	▼ -3.4%	▼ -1.2%
Canterbury	\$713,750	▲ +13.9%	▲ +1.4%

### Supply & demand compared to Q2

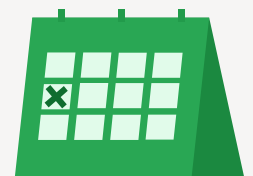
While both supply and demand experienced a drop in Q3, given the more significant drop in supply it suggests demand remains fairly strong.

	Supply	Demand
Nationwide	▼ -4%	▼ -2%
Auckland	▼ -5%	▼ -2%
Wellington	▼ -13%	▼ -0.77%
Canterbury	▲ +1%	▼ -0.02%

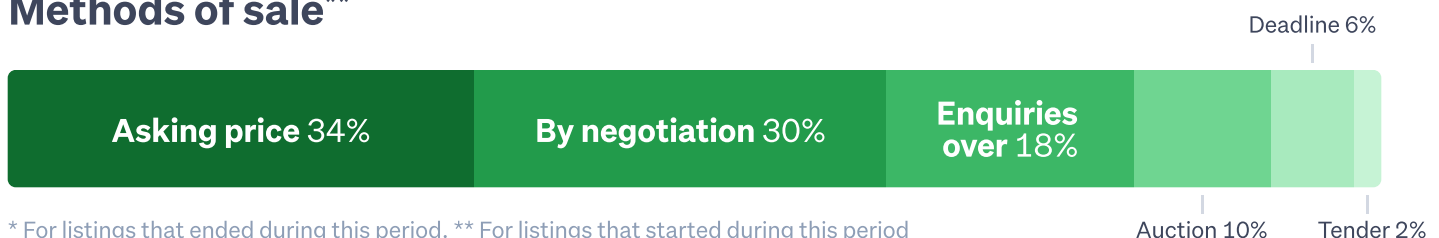
### Average days on site for the quarter\*

**68 days**

+19% compared to Q2



### Methods of sale\*\*



\* For listings that ended during this period. \*\* For listings that started during this period

## Expert commentary

“As we head into the **spring selling season** we expect to see a lift in both supply and demand for properties. Despite the slight dip in supply nationally compared to last quarter there is **plenty of choice** for buyers.”

**Gavin Lloyd**

Sales Director at Trade Me Property



“House prices are set to continue falling throughout the rest of 2022 and into 2023, as the massive gains from 2020 and 2021 are partially reversed. Rapidly **rising interest rates** have been a key driver of lowering the temperature of the housing market recently, with 1-year fixed rates increasing from 2.2% in mid-2021 to 5.2% in September 2022. Borrowing rates are limiting the amount of money that buyers can access, forcing prices to moderate to allow a transaction to be secured. Over the next few months, interest rates will continue to head higher and will keep house prices under downward pressure.”



**Brad Olsen**

Principal Economist and Director at Infometrics

“A couple of fairly certain facts are: interest rates will rise further, the test rates for the banks will increase, which will mean loan approval amounts will be less, however we believe we will continue to see an increase in activity from **first-home buyers**. Current First-home buyers are not used to the low 2% rates and are loving the fact that it is a **buyer's market** with less competition.”

**Paulette Trotter**

Mortgage Advisor at Loan Market



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