



# Market Review

— AUTUMN 2026 —



# Market Review for *Selling*

Brisbane enters Autumn 2026 from a position of strength.

According to the Cotality February 2026 report, Brisbane dwelling values rose 1.6% in January, 5.1% in the past quarter, and 15.7% annually. Continuing Brisbane's trajectory of record-high values.

Growth has been broad based rather than isolated. Over the three months to January, the lower quartile of Brisbane homes rose 6.5%, the middle increased 5.5%, and the upper quartile lifted 4.0%. This dispersion of growth reflects sustained demand across entry, mid and premium segments, with particular resilience in the more affordable tiers of the market.

Supply remains a defining factor. Cotality data shows Brisbane total listings tracking 25.9% lower than the same time last year, while new listings are down 10.0% year on year. With stock levels well below the five year average, the availability of quality homes remains constrained. This continues to support pricing conditions despite the recent RBA rate increase.

Affordability remains a defining theme. As borrowing capacity adjusts following the rate rise, buyers are sharpening their focus rather than retreating. Many are recalibrating budgets or refining suburb preferences, but the intent to transact remains evident. Demand continues to concentrate in properties that represent clear value, whether that be renovated family homes, low maintenance living or well located entry level opportunities.

One of the more telling insights this quarter is the profitability of resales. The December 2025 Cotality Pain and Gain Report confirms Brisbane as the most profitable capital city market in the country, with 99.8 per cent of resales delivering a nominal gain, a series high for the city. The median resale profit sits at \$444,000.

Context is important. The median hold period for profit making resales in Brisbane is 8.5 years, reinforcing that long term ownership continues to be rewarded. By contrast, loss making resales represent just 0.2 per cent of transactions and typically reflect much shorter hold periods of around 1.4 years. This dynamic underscores the depth of equity many Brisbane homeowners now hold and provides sellers with both confidence and flexibility in planning their next move.

The latest data suggests price growth is moderating rather than reversing. This signals a market consolidating gains after several strong years. Houses continue to hold firm, underpinned by tight supply and owner occupier demand. Units remain a standout performer, supported by relative affordability and renewed investor interest as yields hold at attractive levels compared to southern capitals.

Overall, Brisbane's market is not retreating. It is recalibrating. With record high values, exceptionally high resale profitability and constrained stock levels, the underlying fundamentals remain intact as we move through 2026. The opportunity now lies in strategic positioning rather than timing the peak.

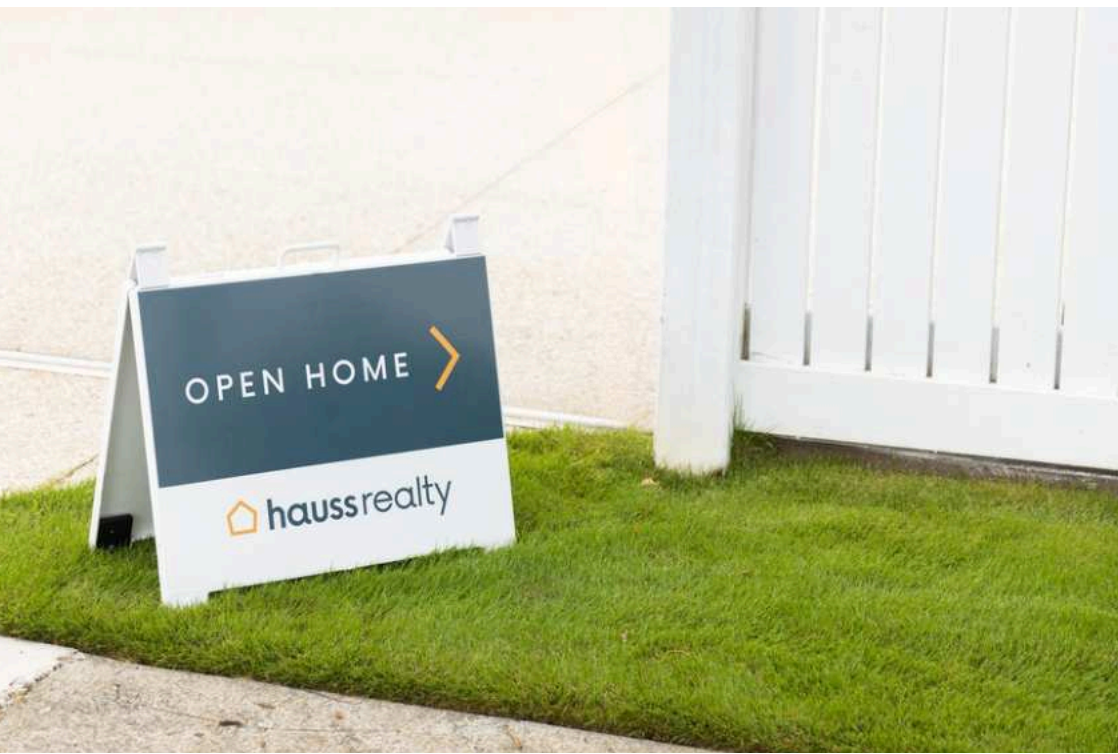


PRINCIPAL

*Charles Wigggett*

0 4 2 4 7 5 4 1 1 3

CHARLES@HAUSS.COM.AU



# Market Review for *Leasing*

Brisbane's rental market moves into Autumn 2026 in a more structured phase. Growth is continuing, though at a steadier pace following several years of rapid increases.

Cotality's February data shows rents in Brisbane rising 6.0% over the year for houses and 6.9% for units. Gross yields are holding around 3.4%. For property investors, this reflects consistent performance supported by ongoing tenant demand and limited expansion in supply.

While investor lending has increased, this has not yet translated into a material lift in available rental stock. New construction activity remains moderate, and the pipeline of additional rental properties is thinner than in previous cycles.

Tenant behaviour is also evolving. Decision making is more considered, with greater emphasis on long term suitability rather than urgency. Layout, storage, natural light and overall condition are playing a larger role in final choices. For property investors, this reinforces the importance of strategic pricing and presentation at the outset of a campaign.

A key development to monitor is Brisbane City Council's proposed short-stay accommodation reform. The changes, currently under review and expected to be announced ahead of a potential July rollout, may impact short term letting in low and low-medium density residential zones. If adopted, some properties operating as short-stay accommodation could return to the long-term rental pool, gradually increasing supply in selected areas.

Overall, Brisbane's leasing market is consolidating rather than accelerating. Demand from tenants remains steady, supply is measured, and well positioned investment properties continue to perform reliably.



DIRECTOR

*Ana Wiggett*

0406 046 111

ANA@HAUSS.COM.AU

# Local Market Price Guide

## Graceville

### SELLING

Median House Price: \$1.405M Houses | \$785K Units  
Up 0.4% for Houses | Up 15.4% for Units  
Avg Days on Market: 30 days Houses | 23 days Units

### RENTING

Median Weekly Rental: \$815 Houses | \$750 Units  
Down 4.1% for Houses | Up 10.6% for Units  
Avg Days on Market: 16 days Houses | 10 days Units  
Rental Yield: 3.3% Houses | 4.1% Units

## Chelmer

### SELLING

Median House Price: \$1.795M Houses | \$585K for Units  
Up 13.6% for Houses | Up 18.3% for Units  
Avg Days on Market: 35 days Houses | 47 days Units

### RENTING

Median Weekly Rental: \$950 Houses | \$500 Units  
Up 5.6% for Houses | Up 29.9% for Units  
Avg Days on Market: 16 days Houses | 15 days Units  
Rental Yield: 3.0% Houses | 4.3% Units

## Sherwood

### SELLING

Median House Price: \$1.78M Houses | \$749K Units  
Up 4.3% for Houses | Up 16.8% for Units  
Avg Days on Market: 42 days Houses | 23 days Units

### RENTING

Median Weekly Rental: \$800 Houses | \$628 Units  
Down 5.9% for Houses | Up 3.0% for Units  
Avg Days on Market: 19 days Houses | 15 days Units  
Rental Yield: 3.1% Houses | 3.9% Units

# Local Market Price Guide contd.

## Corinda

### SELLING

Median House Price: \$1.35M Houses | \$760K Units  
No change for Houses | Up 20.6% for Units  
Avg Days on Market: 26 days Houses | 22 days Units

### RENTING

Median Weekly Rental: \$760 Houses | \$625 Units  
Down 1.7% for Houses | Up 21.4% for Units  
Avg Days on Market: 16 days Houses | 15 days Units  
Rental Yield: 3.0% Houses | 4.1% Units

## Indooroopilly

### SELLING

Median House Price: \$1.739M Houses | \$835K Units  
Down 0.6% for Houses | Up 13% for Units  
Avg Days on Market: 33 days Houses | 18 days Units

### RENTING

Median Weekly Rental: \$900 Houses | \$700 Units  
Up 8.7% for Houses | Up 6.1% for Units  
Avg Days on Market: 28 days Houses | 18 days Units  
Rental Yield: 2.5% Houses | 4% Units

## Oxley

### SELLING

Median House Price: \$1.035M Houses | \$756K Units  
Up 11.3% for Houses | Up 14.6% for Units  
Avg Days on Market: 27 days Houses | 23 days Units

### RENTING

Median Weekly Rental: \$700 Houses | \$630 Units  
Down 4.8% for Houses | Up 5.0% for Units  
Avg Days on Market: 18 days Houses | 17 days Units  
Rental Yield: 3.5% Houses | 4.2% Units

## St Lucia

### SELLING

Median House Price: \$2.163M Houses | \$821.5K Units  
Up 5.5% for Houses | Up 8.1% for Units  
Avg Days on Market: 37 days Houses | 26 days Units

### RENTING

Median Weekly Rental: \$900 Houses | \$675 Units  
Down 7.1% for Houses | Up 7.5% for Units  
Avg Days on Market: 35 days Houses | 22 days Units  
Rental Yield: 2.3% Houses | 4% Units

## Chapel Hill

### SELLING

Median House Price: \$1.61M Houses | \$1.55M for Units  
Up 7.3% for Houses | Down 8.5% for Units  
Avg Days on Market: 16 days Houses | 35 days Units

### RENTING

Median Weekly Rental: \$900 Houses | N/A for Units  
Up 7.3% for Houses | N/A for Units  
Avg Days on Market: 27 days Houses | N/A for Units  
Rental Yield: 3.1% Houses | N/A for Units

## Kenmore

### SELLING

Median House Price: \$1.383M Houses | \$1.053M Units  
Up 8.3% for Houses | Up 4.3% for Units  
Avg Days on Market: 24 days Houses | 21 days Units

### RENTING

Median Weekly Rental: \$840 Houses | \$850 Units  
Up 5.7% for Houses | No Change for Units  
Avg Days on Market: 23 days Houses | 20 days Units  
Rental Yield: 3.4% Houses | 3.7% Units



## THE OUTDOOR ECONOMY

### THE GROWING VALUE OF OUTDOOR LIVING

Across Brisbane, the conversation has shifted. Buyers are no longer just asking about kitchens and bathrooms. They are asking about the deck. The outdoor kitchen. The pool zone. The fire pit.

Homes that blur the line between indoors and out are leading buyer shortlists across the city. And increasingly, they are commanding a premium.

Recent national reporting from realestate.com.au highlighted that high-quality alfresco upgrades can contribute **up to \$100,000 or more** in perceived value, particularly when the design feels integrated rather than added on.

For Brisbane buyers, this makes sense. Our climate supports outdoor living for most of the year. Entertaining is not seasonal. It is cultural. And in a market where build costs remain elevated, buyers are often willing to pay for a finished outdoor zone rather than take on the cost and complexity of creating one themselves.

### **WHAT WE ARE SEEING ON THE GROUND**

From a transaction perspective across Brisbane:

- Homes with a covered, well-lit alfresco area are generating stronger emotional responses at open homes
- Outdoor kitchens and built-in barbecues reduce buyer hesitation around future upgrade costs
- Seamless indoor to outdoor flow, particularly from kitchen to deck, increases perceived scale
- Landscaped, low-maintenance gardens outperform large but underdeveloped yards

This is no longer about having “a backyard.” It is about having a usable, styled outdoor room.



## THE RISE OF THE OUTDOOR KITCHEN

The traditional standalone barbecue is steadily being replaced by fully resolved outdoor kitchens featuring stone benchtops, integrated refrigeration, cabinetry and plumbing.

Builders and designers are now planning outdoor cooking zones alongside internal kitchens rather than treating them as afterthoughts. Integrated alfresco kitchens are emerging as one of the defining design shifts heading into 2026.

Why buyers respond:

- It reduces renovation uncertainty and future upgrade costs
- It signals a lifestyle purchase, not just a property purchase
- It expands functional living space without the cost of enclosing it
- It supports family gatherings and multi-generational entertaining

For sellers, cohesion is critical. Materials should relate to the internal kitchen. Lighting should feel integrated rather than added on. Storage should be practical and considered.

A well-executed outdoor kitchen reads as part of the architecture. A portable barbecue reads as unfinished.





## **THE ALL-SEASON ENTERTAINER: THE FIRE PIT**

Outdoor entertaining is no longer limited to summer evenings. Fire pits and integrated outdoor fireplaces are extending usability across the cooler months and reshaping how backyards function year-round.

Across Brisbane, fire features are emerging as a secondary entertaining zone rather than a decorative addition. In suburbs with larger blocks, they are helping structure space and create purpose beyond the main alfresco area.

They work because they:

- Create a natural focal point
- Encourage conversation and gathering
- Make larger yards feel intentional
- Add visual depth to landscaping

Buyers respond best when fire pits are designed into the overall layout rather than placed temporarily on paving.

Integrated seating, subtle lighting and thoughtful positioning all contribute to perceived quality.

When executed well, a fire feature does not feel seasonal. It becomes an extension of the home's living space.

In Brisbane's market, outdoor living is no longer an upgrade. It is an expectation.

# 8 OUTDOOR STYLING TRENDS 2026



## WARM, NATURAL PALETTES

Cool monochrome schemes are giving way to warmth. Sand, limestone, terracotta and olive tones sit comfortably in Brisbane's light, creating spaces that feel grounded and calm. A restrained palette across paving, walls and furnishings reads cohesive and premium. Buyers consistently respond to material harmony over contrast. The shift is subtle but clear — warmth signals refinement.



## OUTDOOR ROOMS

Backyards are being structured as defined zones rather than open lawn with scattered furniture. Dining areas are anchored. Lounge spaces are layered. Cooking zones feel integrated. When each area has purpose, the space reads as additional living rather than leftover yard space. Structure creates intention, and intention builds value.



## MATERIALS THAT AGE WELL

Natural stone, timber and tactile finishes are outperforming synthetic alternatives. Buyers are increasingly assessing how materials will look in five to ten years, not just at settlement. Subtle texture signals longevity and quality. Gloss and trend-driven finishes can date quickly. Authentic materials that weather well reduce hesitation.



## INDOOR-OUTDOOR FLOW

Aligned floor levels, consistent materials and clear sightlines from the kitchen to the alfresco remain powerful value drivers. When the transition feels effortless, the home feels larger and more resolved. When it feels disconnected, buyers mentally budget for change. Continuity remains one of the strongest emotional triggers at open homes.



### **FIRE PITS AS DESIGN ANCHORS**

Fire pits are moving from decorative additions to architectural features. Positioned thoughtfully, they create a natural focal point and structure larger yards. Integrated seating, subtle lighting and intentional landscaping elevate the space. Designed well, a fire pit extends usability beyond summer and signals year-round entertaining.



### **LOW-MAINTENANCE GARDEN**

Expansive lawns are no longer the automatic value driver. Structured planting, olive trees, citrus and drought-tolerant greenery are outperforming oversized grassed areas. Brisbane buyers value established gardens that feel manageable. A considered landscape reduces perceived upkeep and increases liveability.



### **SUBTLE, BUILT-IN INNOVATION**

Integrated heating, concealed lighting, irrigation systems and discreet speakers are becoming expected in higher-end homes. The best outdoor spaces function like interior rooms without visible clutter. Innovation is present, but quiet. When technology disappears into the design, the space feels considered rather than retrofitted.



### **RESORT-STYLE RESTRAINT**

Outdoor styling is leaning toward calm, layered simplicity. Timber, stone and neutral upholstery create a relaxed but elevated atmosphere. Over-styling feels temporary. Understated, cohesive spaces feel permanent. Buyers respond to outdoor areas that mirror the tone of the interior rather than compete with it.

# Short-Stay Rentals in Brisbane: Why Suburban Airbnb Owners Should Act Now

Proposed changes from Brisbane City Council are set to significantly impact short-term rental properties in low and low-medium density residential suburbs, including Brisbane's western suburbs.

While not yet formally adopted, the direction is clear. If approved, these reforms would effectively restrict or prevent short-stay accommodation, including Airbnb and Stayz from operating in many suburban locations unless owners can secure development approval.

With implementation proposed as early as July 2026, property owners with short-term stays in these zones should be preparing now.

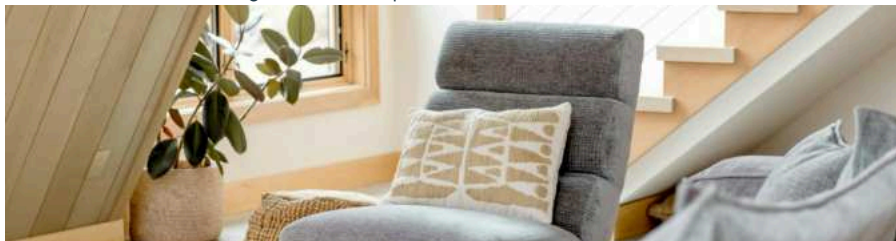
## WHAT'S CHANGING?

Council has flagged it will start notifying approximately 500 homeowners that their properties are unlikely to be approved for continued short-stay use in residential suburbs.

Under the proposed framework:

- Owners in low and low-medium density zones must obtain development approval to operate short-term rentals.
- Properties able to continue short-stay letting will require an annual permit (pricing yet to be confirmed).
- Operating without approval could attract fines of more than \$140,000.
- Operators with approval must nominate a 24-hour contact, respond to complaints within one hour, and report back to council within one day.
- Public liability insurance and clearly defined house rules will be mandatory.
- A three-strikes policy will apply, with repeated disturbances to neighbours resulting in permits being revoked.

In practical terms, this is expected to push many properties out of the short-stay market and into the long-term rental pool.





### **TIMING MATTERS**

Public consultation on the proposed changes closed 16 February 2026. The reform will now be moving through state government review before returning to council for final approval, with a potential rollout from July.

While the legislation is not yet signed off, the proposed rollout timeframe is tight. All signs point to this moving forward in some form, leaving little time for reactive decision-making once confirmed.

### **WHY ACTING EARLY MATTERS FOR SHORT STAY OWNERS**

If a high volume of former Airbnb style properties enter the long-term rental market at the same time, competition between property investors will increase. Owners who delay planning may face:

- Longer vacancy periods
- Increased competition on rental pricing
- Reduced tenant choice
- Pressure to lease quickly rather than strategically

Getting ahead of this shift allows owners to position their property before the market becomes more crowded.

### **OUR ADVICE FOR SUBURBAN AIRBNB OWNERS**

If you currently operate a short-stay rental in a low or low medium density residential suburb, now is the time to review your exposure and plan next steps. This may include:

- Reviewing zoning and planning implications
- Assessing the viability of transitioning to a long-term lease
- Speaking with an experienced property management team

At Hauss, we are already supporting owners who want to stay ahead of these proposed changes. Early planning can help protect rental returns, reduce downtime, and ensure your property is well positioned as the market adjusts.

# Recently Sold by Hauss



**88 Oxley Station Road, Oxley**

🛏️ 4 🚿 2 🚗 4 🏠 405 SQM

Sold: 1.55 million



**24 Junction Street, Sherwood**

🛏️ 3 🚿 2 🚗 2 🏠 607 SQM

Sold: 1.78 million



**35 Wharf Street, Chelmer**

🛏️ 3 🚿 3 🚗 3 🏠 607 SQM

Sold: 1.685 million



**177 Verney Road East, Graceville**

🛏️ 4 🚿 3 🚗 2 🏠 417 SQM

Sold: 1.67 million



**62 Chelmer Street East, Chelmer**

🛏️ 5 🚿 3 🚗 2 🏠 1,467 SQM

Sold: Contact Agent for Price



**80 Englefield Road, Oxley**

🛏️ 4 🚿 1 🚗 6 🏠 1,034 SQM

Sold: 1.7 million

# Recently *Sold* by Hauss



**74 Leybourne Street, Chelmer**

🛏️ 3 🚿 3 🚗 2 📏 607 SQM

Sold: Contact agent for price



**36 Thomas Street, Sherwood**

🛏️ 2 🚿 1 🚗 1 📏 810 SQM

Sold off market: Contact agent for price



**23 Kenilworth Street, Sherwood**

🛏️ 3 🚿 1 🚗 2 📏 529 SQM

Sold: 1.675 million



**110 Park Terrace, Sherwood**

🛏️ 3 🚿 1 🚗 1 📏 810 SQM

Sold off market: Contact agent for price



**128 Englefield Road, Oxley**

🛏️ 3 🚿 1 🚗 2 📏 1,012 SQM

Sold off market: 1.4 million



**48 Magee Street, Graceville**

🛏️ 4 🚿 2 🚗 2 📏 448 SQM

Sold: 2.35 million

# The Hauss Team



PRINCIPAL- SALES  
**CHARLES WIGGETT**  
0424 754 113  
CHARLES@HAUSS.COM.AU



PRINCIPAL - LEASING  
**ANA WIGGETT**  
0406 046 111  
ANA@HAUSS.COM.AU



REAL ESTATE AGENT  
**TAMMY HAMPTON**  
0413 178 374  
TAMMY@HAUSS.COM.AU



SNR PROPERTY MANAGER  
**GEMMA CAVANAGH**  
0426 380 464  
GEMMA@HAUSS.COM.AU



SALES ASSOCIATE  
**MAC GRAHAM**  
0423 206 393  
MAC@HAUSS.COM.AU



BUSINESS MANAGER  
**BRIDGET WENDT**  
0449 914 757  
ADMIN@HAUSS.COM.AU



PROPERTY MANAGER  
**ANABEL NICHOLSON-SELL**  
0451 677 465  
ANABEL@HAUSS.COM.AU

## **SOLD AFTER 1 OPEN HOME**



After interviewing a number of different agents, we engaged Charles and his team to sell our property. We are very grateful for the advice he provided (and his calm demeanor) to help us navigate what is otherwise a stressful process where many important decisions need to be made at key checkpoints along the way. The property sold after 1 open home, and settled after 3 weeks

Tim and Anne - Vendor

## **HONESTY & INTEGRITY**



Great to deal with honesty and integrity. Always follows through with a great team behind him.

Graceville - Buyer

## **EXEMPLARY INTERMEDIARY**



This is our second time utilising Tammy's services, first as a buyer and now a seller. Not only is she generous with her time, she acted as an exemplary intermediary between ourselves and prospective buyers fetching us a sale price that exceeded expectations. Her confidence and the ease with which she conducts herself made us feel so comfortable throughout the selling process. She is refreshingly honest and as a local she knows the area inside out. Cannot recommend highly enough!

Sherwood - Vendor

## **PLEASURE FROM BEGINNING TO END**



Selling with Tammy was a pleasure from beginning to end. Tammy has excellent market knowledge and is a great communicator. She is extremely professional and is able to build great rapport with potential buyers. Tammy guided us as we prepared our house for sale and has excellent industry contacts for styling, photographers and auctioneers. Tammy kept us well informed throughout the entire sale process. She is honest, trustworthy and friendly and I can't recommend her highly enough!

Kenmore - Vendor

## **TRULY UNDERSTAND OUR WANTS & NEEDS**



We had an outstanding experience working with Tammy to sell our home. Her communication was exceptional from beginning to end - we were always kept informed and never left unsure about any part of the process. She took the time to truly understand our wants and needs, offering thoughtful, professional guidance backed by deep market knowledge and a clear understanding of what it takes to sell well.

We also used Hauss Realty when tenanting our investment property, and Ana and the rental team were equally fantastic. We always felt we were in good hands, and it was clear our tenants were warmly and respectfully looked after. Their professionalism and genuine care made the rental side of things just as positive as the sales experience. We would strongly recommend Tammy and the entire Hauss team.

Ruth - Vendor and Landlord

## **BEST MANAGEMENT**



Best management for when renting houses. They always help you out and are willing to give advice. Could not ask for any improvements. Thank you Hauss Realty!

Karma - Landlord

*locally yours*

 **haus**realty

HAUSS.COM.AU