hauss realty

Market Review

— SPRING 2026 —



Market Review for *Selling*

Brisbane steps into Spring 2026 on steady footing. After several remarkable years of growth, the national market has cooled, yet Brisbane continues to hold its ground far better than most of the country.

Cotality's July data shows local values slipping just 0.6% for both the month and the quarter, while annual growth remains strong at 14.8% and the median property value sits at $1,104,094. Brisbane is now only 0.7% below the record high it reached in May, a gentle drift rather than a genuine decline. While growth has cooled right across the country, Brisbane is easing far more gently than the larger southern capitals and continues to hold its ground where others have given back more. It looks far more like a market pausing for breath than one losing its footing.

Perspective matters here, and it is worth saying plainly: this is a pause after an extraordinary run, not a downturn to fear. Brisbane values have risen 71.2% over the past five years and 116.6% over the past decade. Set against gains of that size, a fraction of a per cent barely registers, and the substantial equity built into local homes over recent years remains firmly intact. For anyone weighing up a move, the wealth already created is banked and is not going anywhere.

The easing that has occurred is also concentrated at the very top of the market. Across the country, upper-quartile values have softened the most, while the more affordable end has continued to edge higher. That same pattern is clear across our core suburbs. Over the past year Corinda houses are up 28.9%, Oxley houses up 20.3%, Sherwood houses up 9.8% and Graceville houses 12.5%, with only Chelmer's premium house market easing modestly by -1.5% as per realestate.com.au July data. Demand across Brisbane's Western Suburbs remains genuine and, through the mid and more accessible price points, still competitive.

The interest rate picture is settling too. The Reserve Bank held the cash rate at 4.35% in August, and the major banks now expect it to remain on hold through the remainder of 2026. That stability gives both buyers and sellers a clearer footing than they have had in some time. And there is a quiet upside for anyone needing finance: with fewer new loan applications coming through, lenders are competing harder to win borrowers, which can translate into sharper rates and stronger offers for well-placed buyers.

That competition is even bringing longer loan terms into the mix, with a small but growing group of customer-owned and non-bank lenders now offering 40-year home loans, and the idea of 50-year terms being floated, as the market looks for ways to ease repayments. Longer horizons like these are worth thinking through carefully with a broker before committing, but their emergence is another sign of just how keenly lenders are chasing borrowers right now.

For sellers, this combination is more of an opportunity than a warning. Waiting for the next surge of growth risks little when the gains of the past decade are already secured, and a stable, confident market with motivated buyers is an excellent environment in which to sell. Well presented, sensibly priced homes are still finding their buyers without fuss, and quality stock continues to stand out even as more choice comes to market.

Overall, Brisbane enters Spring composed rather than under pressure. Growth has paused, not reversed, values remain close to record levels, and the fundamentals that have underpinned the Western Suburbs for years all remain firmly in place. For those considering a sale, the market is stable, buyers are active, and the timing is genuinely sound.



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Market Review for *Leasing*

Brisbane's rental market remains a quiet source of strength for property investors. Even as the sales market cools, tenant demand remains firm and vacancies stay exceptionally tight, keeping returns reliable for well held property. Cotality's July data shows Brisbane's rental rates up 6.6% over the year, though monthly growth has begun to ease from its earlier peaks, and most of our core Western Suburbs recorded steady growth across both houses and units. Rents have moved higher over recent years, which has supported owners' returns while also stretching affordability for many tenants.

Supply remains the defining feature, with the national vacancy rate at just 1.7% in July, well below its ten-year average of around 2.4%, and little new construction to ease it. With rents holding up while values have softened, gross rental yields have lifted to their strongest level in years, sitting at around 3.4% in Brisbane. Even as the national market cools, Brisbane continues to stand out as one of the country's most resilient markets for investors, a theme we explore further in this edition.

Tenants are shopping more carefully, and with renters now more discerning about standard and features, even quality homes, houses especially, can take a little longer to lease, making presentation, promotion and genuine availability to show a property more important than ever. Pricing right from the outset is just as critical, because in Queensland rent can only be increased once every twelve months and that limit attaches to the property, so dropping the rent simply to fill a vacancy can lock in a lower return for a full year. Rather than the high-volume approach of automating a listing and trimming the rent when it stalls, our team works each property, investing in presentation and marketing to lease it at the right price from day one.

For those weighing their next purchase, we also take a closer look this issue at what truly makes a property "investment grade". Overall, Brisbane's leasing market enters Spring with firm demand, tight supply and steady returns, continuing to reward investors who own and have their property managed well.



DIRECTOR

Ana Wiggett

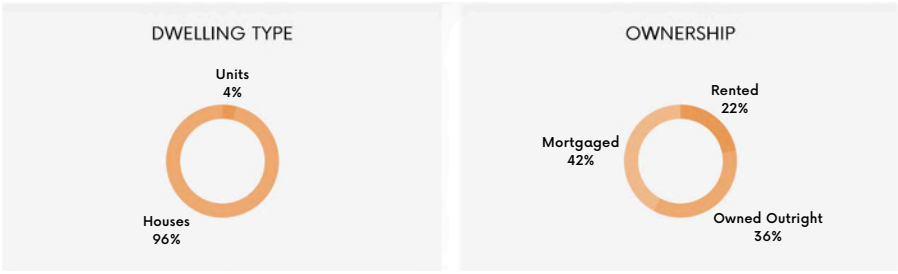
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Graceville Market Data



*ABS Census



HOUSES

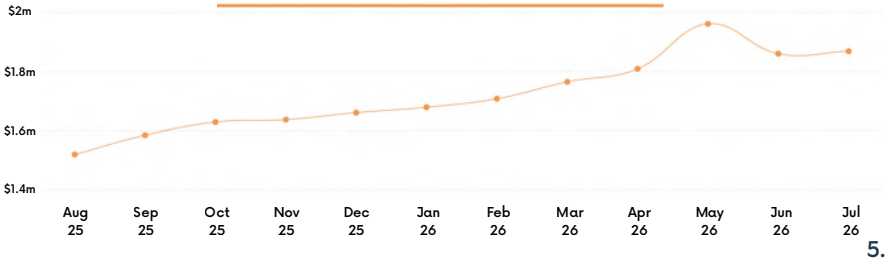


UNITS



*Statistics are for events recorded during a 12 month period.

MEDIAN HOUSE VALUE



Corinda Market Data

6,082
Population

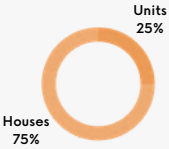
39
Average Age

62.2%
Owner

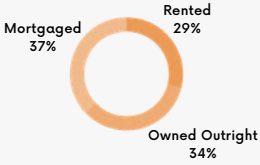
0%
5 year population growth

*ABS Census

DWELLING TYPE



OWNERSHIP



HOUSES

Buy

$1,005,369 (July 2021) — 76% Growth (5 years) — $1,768,951 (July 2026)

Rent

$493 pw (July 2021) — 52.3 Growth (5 years) — $750 pw (July 2026)

UNITS

Buy

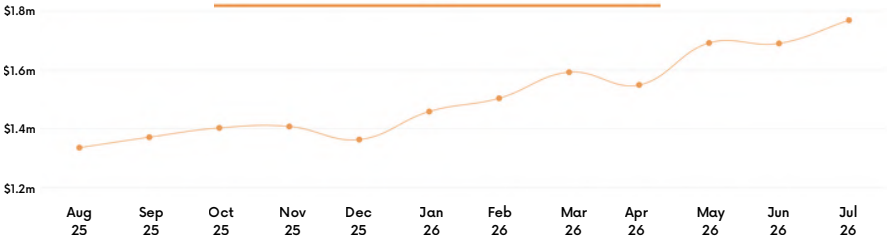
$415,676 (July 2021) — 90.8% Growth (5 years) — $793,119 (July 2026)

Rent

$390 pw (July 2021) — 53.8% Growth (5 years) — $600 pw (July 2026)

*Statistics are for events recorded during a 12 month period.

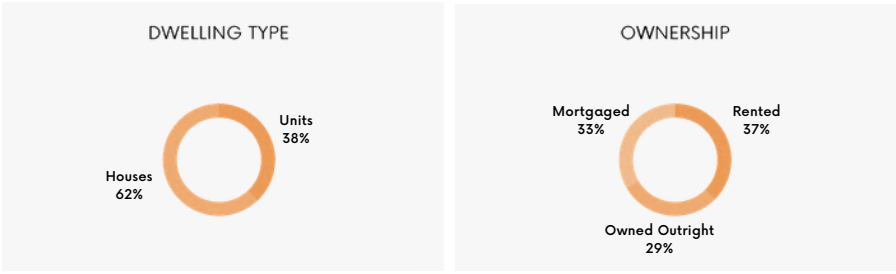
MEDIAN HOUSE VALUE



Sherwood Market Data



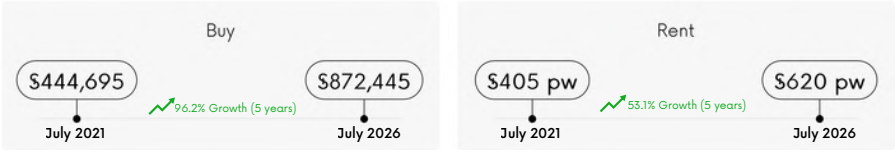
*ABS Census



HOUSES

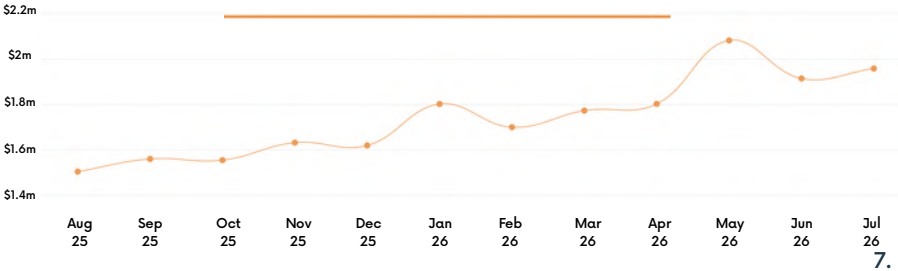


UNITS



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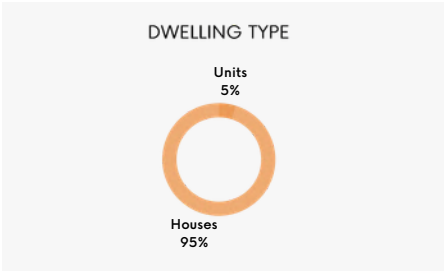
MEDIAN HOUSE VALUE

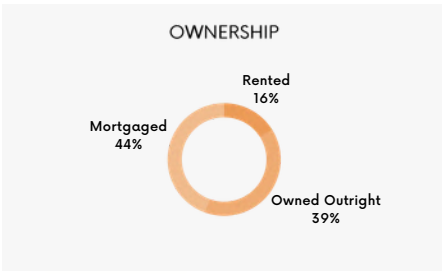


Chelmer Market Data

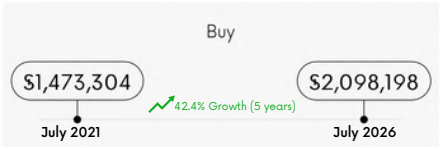


*ABS Census



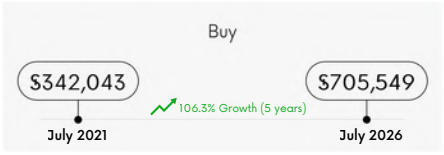


HOUSES





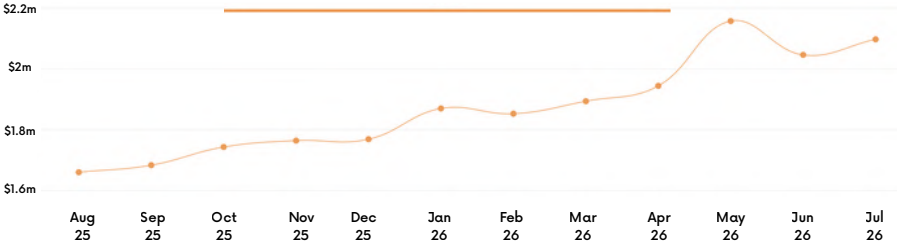
UNITS





*Statistics are for events recorded during a 12 month period.

MEDIAN HOUSE VALUE



Oxley Market Data

9,100
Population

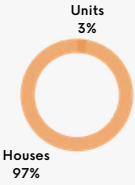
36
Average Age

68.6%
Owner

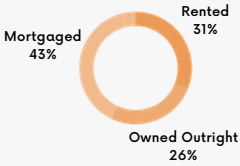
0%
5 year population growth

*ABS Census

DWELLING TYPE



OWNERSHIP



HOUSES

Buy

$682,431 — July 2021
78% Growth (5 years)
$1,214,722 — July 2026

Rent

$480 pw — July 2021
45.8% Growth (5 years)
$700 pw — July 2026

UNITS

Buy

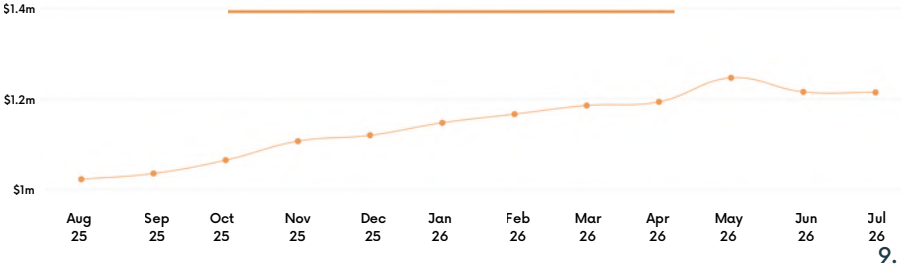
$413,198 — July 2021
100.3% Growth (5 years)
$827,503 — July 2026

Rent

$400 pw — July 2021
55% Growth (5 years)
$620 pw — July 2026

*Statistics are for events recorded during a 12 month period.

MEDIAN HOUSE VALUE



WHY BRISBANE, AND HOW TO CHOOSE WELL

As growth cools across much of the country, Brisbane keeps standing apart, and our Western Suburbs with it. For investors weighing their next move, two questions matter, and we think they are best answered together: why is Brisbane still holding up, and how do you choose a property that keeps performing once the current cycle turns.



WHY BRISBANE IS HOLDING ITS GROUND

The honest answer is that the fundamentals here are simply stronger. Brisbane's population has grown by around 14% since 2020, and the Commonwealth Bank notes that growth has outpaced new home building by roughly 3.5 per cent over the past six years. There is also a substantial pipeline of infrastructure investment still to get underway across the city, and the jobs and activity that will bring should keep drawing people in for years to come. In Sydney and Melbourne the opposite has happened on the supply side, with new building running ahead of demand, which helps explain why those markets have eased while Brisbane has held firm. Cotality's latest figures show Brisbane values easing only marginally in recent months, still up 14.8 per cent over the year and sitting more than 70% higher than they were five years ago.

What we see on the ground backs the data up. The Commonwealth Bank expects Brisbane to keep outperforming, and Propertybuyer chief executive Rich Harvey has described it as even more sustainable than Perth, because people now move here for the lifestyle rather than simply the price. That is the shift that matters most to us. Demand built on people who genuinely want to live in these suburbs is far more durable than demand built on bargain hunting, and in our tightly held, well connected pockets it has stayed remarkably steady even as the national mood has softened.

BUT NOT EVERY PROPERTY IS EQUAL

A strong city, or even a strong suburb, does not guarantee a strong investment, and this is where we spend much of our time guiding clients. Seasoned property strategists often describe an 80/20 rule: location accounts for around 80 per cent of a property's long term capital growth, and the property itself the other 20. In our experience across the Western Suburbs, that is exactly how it plays out.

LOCATION DOES THE HEAVY LIFTING

The locations that perform best for our owners tend to share a few clear traits:

- Established streets that are tightly held, with little or no room for new supply, so quality homes stay scarce.
- Households with solid and rising incomes, which keeps a deep pool of owner-occupiers competing for the best homes.
- An easy walk to a train station, a village shopping strip, cafes and good schools, the everyday convenience buyers here will always pay for.

Suburbs like Graceville, Sherwood and Corinda tick these boxes, which is a large part of why they have held their value while less connected markets have wobbled.





THEN THE PROPERTY ITSELF

Once the street stacks up, we look hard at the home. The properties that hold and grow best are the ones with broad owner-occupier appeal, because owner-occupiers set the price of every comparable sale and give your property a deep resale market. A practical floor plan and a genuine land component matter far more than a glossy renovation. It is why, time and again, we see an older home on a good block outperform a shiny new build on a small one: the land is what appreciates, and finishes can always be updated. A few things are much harder to change, and we will always flag them, whether it is a position on a main road or beside the rail line, which sells at a lasting discount, or a unit lost among hundreds of near-identical apartments, where your home is forever competing with its neighbours.

OUR VIEW

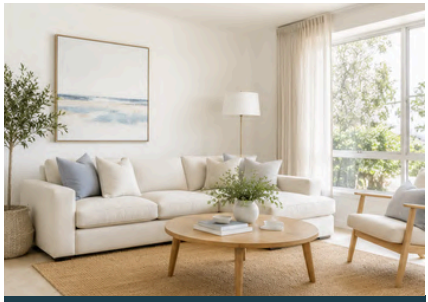
Brisbane's fundamentals remain genuinely strong, and the Western Suburbs are among the best placed to benefit. It is also a good moment to take a fresh look at your finance, because with loan applications easing, lenders are competing harder for borrowers than they have in years, so it is well worth exploring what is on offer and talking it through with your broker. Ultimately, though, the gap between a good buy and a great one usually comes down to detail that never shows up in a listing photo. That is where knowing these streets, and these homes, block by block, earns its keep, and it is exactly the kind of guidance our team is always happy to share.

THE SILENT DEAL-BREAKERS



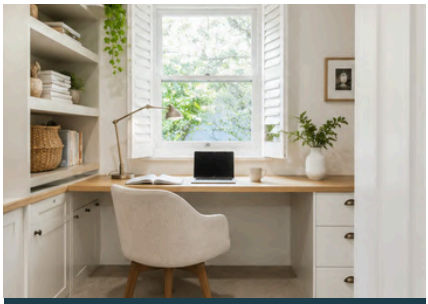
LET IT BREATHE

Odours and damp are among the fastest ways to lose a buyer, and in our humid climate the bathroom is the usual culprit. Clear any mould, moisture and grime from grout and wet areas, and deal with pet or litter smells before every inspection. Keep any scents soft and subtle rather than overpowering, and let in some fresh air so the home feels light and clean.



KEEP IT NEUTRAL

Buyers need to picture their own life in the home, which is hard when a room is styled to someone else's taste. Bold renovation colours, personal displays of photos and mementoes, and team or hobby memorabilia can all quietly get in the way. Pare things back to a calm, neutral canvas and let the home, rather than its current owner, do the talking.



GIVE EVERY ROOM A JOB

Buyers judge a home on how they will live in it, so a room with no clear purpose is a missed opportunity, and cluttered, storage-poor spaces feel smaller than they really are. Give every room an obvious use, whether a study, a guest room or a reading nook, and clear your surfaces and cupboards. Well defined, uncluttered spaces almost always show larger.



BE UPFRONT ABOUT THE REST

Some things simply cannot be styled away, such as a position near a main road or rail line, and buyers here are savvy enough to notice. Rather than hope it goes unremarked, we present these homes honestly and lead with their genuine strengths, whether that is the block, the light or the everyday convenience of the location.

THE YOUNGEST BUYER IN THE ROOM

When a family walks through your home, the adults may be doing the sums, but they are rarely the only ones forming an opinion. Children have far more influence over a purchase than most sellers realise, because buying a home is an emotional, lifestyle-led decision as much as a financial one. A child who feels instantly at home, racing around the backyard or claiming a bedroom as their own, can be the very moment a family decides this is the one. The good news is that appealing to them takes only a light, considered touch.



START WITH WHO IS ACTUALLY BUYING

Before you style a single room, it helps to picture your most likely buyer, and often the home itself tells you. An entry-level property tends to attract younger families, while a larger four or five bedroom home usually appeals to families with teenagers. Styling with that buyer in mind, rather than for children in general, is what makes the difference.

STYLING FOR LITTLE ONES

For younger families, the aim is warm and welcoming without being over the top. A soft, neutral palette works far better than pink bunnies or a sea of blue, with just a few gentle cues that the room belongs to a child, a cosy throw, a fun lamp or a playful print. A small tent, a handful of well chosen toys or a little drawing table can help children picture themselves there while their parents take a proper look around, and bunks, where they fit, tend to be a quiet winner.

WINNING OVER TEENAGERS

Teenagers want somewhere that feels like their own. A relaxed retreat, whether it is a rumpus with comfortable seating and room for a television or simply a study nook or a desk in the bedroom, helps them picture a space to work and to hang out with friends. The key is to keep it neutral, uncluttered and grown up enough that any teenager could imagine themselves there, rather than styling it to one particular taste.

OUT IN THE BACKYARD

Outside is where family life is often won or lost. Defined, usable areas, a shaded spot to sit and a patch of lawn to play on, help buyers picture weekends at home, and if there is a pool, a few bright touches such as towels or floaties bring it to life. A cubby or swing set can absolutely help a family connect, as long as it does not take over the yard. Commit the whole space to one purpose and other buyers may quietly decide the home is not for them.

Presented well, a home speaks to the whole family, not just the adults signing the contract. It is a small and often overlooked part of a campaign, and one our team is always happy to help you get right.



THE RIGHT MOVE, AT THE RIGHT TIME

Across our Western Suburbs, so many of the homes we love have been held by the same families for decades. These are the owners who raised their children here, planted the gardens, knew their neighbours by name and built a life woven into the streets around them. When the time comes to think about moving on, it is rarely just a property decision. It is one of the most personal and emotional choices a person can make, and it deserves care, patience and a great deal of respect.



A BIG DECISION, AND AN EMOTIONAL ONE

Leaving a home of thirty or more years means leaving far more than a house. It can feel like stepping away from memories and a community built over a lifetime, and it is completely natural for that to feel daunting at first. There is no need to rush it, and no single right answer. The only question that really matters is what feels right for you.

THE FREEDOM ON THE OTHER SIDE

For many, though, the next chapter turns out to be far more exciting than expected. A large home and garden ask a great deal, from constant upkeep and rising running costs to the simple effort of maintaining space that may no longer be needed. Moving to a well located, low-maintenance apartment, or into a retirement community designed for this stage of life, can hand back something precious: time, freedom and far less to worry about. Many owners tell us afterwards that they only wish they had done it sooner.

WHY TIMING MATTERS

There is also a gentle, practical case for moving while it still feels manageable. A move made on your own terms, with time to plan and choose, is almost always easier and less costly than one left until later, when it can become far harder and involve many more people. Choosing the moment yourself keeps you firmly in control of how, when and where.

HOW WE CAN HELP

This is work we care deeply about at Hauss. Charles and the team have guided many local owners through exactly this stage, helping them downsize to an apartment or arrange a move into a retirement village, always at their own pace and never with any pressure. Where the thought of public open homes feels like too much, we can often arrange a quieter, off-market sale, so the process stays private and calm. Our role is simply to help find the right move for you, and to make it feel as smooth and dignified as it should be.

Encouragingly, the choices close to home look set to grow. The Council's More Homes, Sooner changes, which we covered earlier this year, aim to bring more well located, low-maintenance homes into established suburbs like ours, exactly the kind this stage of life calls for. Whenever you feel ready, and entirely on your own timeline, we would be honoured to help you take the next step, and to make it feel like the beginning of something rather than the end.



Recently *Sold* by Hauss

SOLD OFF-MARKET



54 Plumer Street, Sherwood

4 2 2 610 SQM

Sold: 2.05 million



128 Strong Avenue, Graceville

5 3 2 410 SQM

Sold: 1.94 million



103/9 Allardyce Street, Graceville

2 2 1

Sold: Contact Agent for Price



65 Drummond Steet, Sinnamon Park

4 2 2 682 SQM

Sold: 1.2 million

SOLD OFF-MARKET



36 Thomas Street, Sherwood

2 1 1 810 SQM

Sold: 1.825 million



14A Newcross Street, Indooroopilly

3 2 2

Sold: Contact Agent for Price

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