



Market Review

— SUMMER
2025/2026 —



Market Review for Selling

Brisbane's housing market closes out 2025 with remarkable strength, cementing its position as one of Australia's top performers. November delivered another solid lift in dwelling values, rising 1.9 per cent for the month and 5.5 per cent across the quarter, pushing annual growth to 12.8 per cent. The city's median value now sits at \$1,015,767, reflecting conditions that remain firmly in favour of sellers.

What stands out this season is the balance between resilience and evolution within the buyer pool. Houses experienced another year of double digit growth at 12.2 per cent, with the median value climbing to \$1,111,431. The unit market, however, has been the real performer. Affordability pressures and shifting buyer expectations saw units rise 15.8 per cent annually, with the median value reaching \$792,896. Buyers seeking value and flexibility continue to show strong interest in this segment.

The drivers shaping the market remain consistent. Limited supply continues to define buyer behaviour, with low listing volumes creating competitive conditions for quality homes. Entry level and middle market demand is being supported by government initiatives such as the expanded First Home Guarantee and the incoming Help to Buy scheme. Investor participation is also building, supported by Brisbane's comparatively stronger yields and ongoing rental demand. This is contributing to deeper buyer pools and competitive bidding for well located homes.

Affordability pressures are becoming more visible and are influencing where buyers focus their search. As borrowing capacity comes under strain, more buyers are turning to mid tier and lower quartile price points. These segments are seeing some of the strongest competition and fastest price growth. Cotality's data confirms that lower quartile values are rising at the quickest rate, highlighting the depth of demand within this part of the market.

Lending trends reinforce this picture of a market that is adjusting rather than cooling. Refinancing activity reached a four year high as borrowers repositioned their finances ahead of 2026. Queensland recorded the strongest growth in owner occupier lending, up 5% over the year. Investor lending increased by 9% nationally and now sits well above the 2023 lows. First home buyer lending has eased slightly, although new policy measures are expected to provide some support.

There are also a few broader economic settings worth noting. Inflation has moved above the RBA's target range, and expectations for further rate cuts have moderated. APRA's new limit on high debt to income lending, due to take effect in early 2026, is also unlikely to have a major impact, as most borrowers already sit well below the threshold. While these factors may soften sentiment slightly, they do not shift the fundamental imbalance between demand and supply.

Overall, Brisbane enters Summer in a position of confidence, with the lower and mid price points continuing to drive much of the city's growth. Buyer depth across these segments remains strong, supported by affordability pressures, renewed investor activity and limited new stock coming to market. For sellers, conditions remain favourable. Well presented homes in Brisbane's western suburbs continue to attract motivated and well prepared buyers, supporting strong outcomes even as the broader economic backdrop evolves.



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Market Review for Leasing

Brisbane's rental market is moving into Summer with a sense of steady momentum, shaped by low vacancy and consistently strong demand. With very few homes available and more people choosing to live in well connected neighbourhoods across the western suburbs, rental conditions remain competitive and firmly in favour of well presented properties.

Cotality's latest data shows rental growth holding at healthy levels, rising 6.0 per cent for houses and 6.9 per cent for units over the year in Brisbane. Yields remain stable at 3.4 per cent, and tenants continue to move quickly on homes that offer comfort, convenience and good value for money. Properties that are well maintained, thoughtfully presented and priced in line with the market are still leasing with ease.

Nationwide lending trends also help to set the scene. Investors now make up 38 per cent of all new mortgage activity, the highest share on record. This reflects a broader return of confidence in property and helps explain why local rental demand remains so strong. Extra buying activity has yet to translate into additional supply, which means tenants are still working within a relatively limited pool of available homes.

Lifestyle continues to guide tenant decisions. Many are seeking homes close to parks, transport, cafés and schools, with an emphasis on comfort and practicality. Well located mid market homes are attracting the greatest interest, while thoughtfully upgraded rentals continue to stand out and secure longer term tenants. With lending for new builds trending lower across Australia, the pool of available rentals is likely to remain tight.

Overall, Brisbane's rental market heads into Summer on a positive footing. Demand is steady, tenants are engaged, and well cared for and presented properties continue to perform reliably.



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Local Market Price Guide

Graceville

SELLING

Median House Price: \$1.39M Houses | \$737K Units

Up 3% for Houses | Up 10.1% for Units

Avg Days on Market: 39 days Houses | 49 days Units

RENTING

Median Weekly Rental: \$830 Houses | \$700 Units

Down 2.4% for Houses | Up 0.4% for Units

Avg Days on Market: 15 days Houses | 10 days Units

Rental Yield: 3.2% Houses | 4.2% Units

Chelmer

SELLING

Median House Price: \$1.68M Houses | N/A for Units

Up 7.7% for Houses | N/A for Units

Avg Days on Market: 66 days Houses | N/A for Units

RENTING

Median Weekly Rental: \$935 Houses | \$472 Units

Up 3.9% for Houses | Up 24.3% for Units

Avg Days on Market: 16 days Houses | 19 days Units

Rental Yield: 2.9% Houses | 4.3% Units

Sherwood

SELLING

Median House Price: \$1.723M Houses | \$700K Units

Up 10.5% for Houses | Up 11% for Units

Avg Days on Market: 57 days Houses | 31 days Units

RENTING

Median Weekly Rental: \$850 Houses | \$590 Units

Up 8.3% for Houses | Down 1.7% for Units

Avg Days on Market: 18 days Houses | 16 days Units

Rental Yield: 2.9% Houses | 4% Units

Local Market Price Guide contd.

Corinda

SELLING

Median House Price: \$1.295M Houses | \$737.5K Units

Up 7.5% for Houses | Up 18.8% for Units

Avg Days on Market: 46 days Houses | 22 days Units

RENTING

Median Weekly Rental: \$750 Houses | \$595 Units

Down 4.5% for Houses | Up 14.4% Change for Units

Avg Days on Market: 16 days Houses | 15 days Units

Rental Yield: 2.9% Houses | 4.4% Units

Indooroopilly

SELLING

Median House Price: \$1.832M Houses | \$810K Units

Up 17.1% for Houses | Up 15.7% for Units

Avg Days on Market: 34 days Houses | 24 days Units

RENTING

Median Weekly Rental: \$850 Houses | \$670 Units

Up 3% for Houses | Up 6.3% for Units

Avg Days on Market: 29 days Houses | 19 days Units

Rental Yield: 2.6% Houses | 4% Units

Oxley

SELLING

Median House Price: \$998.8K Houses | \$720K Units

Up 8.2% for Houses | Up 16.8% for Units

Avg Days on Market: 49 days Houses | 64 days Units

RENTING

Median Weekly Rental: \$650 Houses | \$600 Units

Down 4.4% for Houses | Up 3.4% for Units

Avg Days on Market: 18 days Houses | 20 days Units

Rental Yield: 3.7% Houses | 4.2% Units

St Lucia

SELLING

Median House Price: \$2.13M Houses | \$770K Units

Up 5.2% for Houses | Up 5.8% for Units

Avg Days on Market: 47 days Houses | 30 days Units

RENTING

Median Weekly Rental: \$820 Houses | \$650 Units

Down 3.5% for Houses | Up 8.3% for Units

Avg Days on Market: 36 days Houses | 23 days Units

Rental Yield: 2% Houses | 4% Units

Chapel Hill

SELLING

Median House Price: \$1.559M Houses | N/A for Units

Up 2.7% for Houses | N/A for Units

Avg Days on Market: 21 days Houses | N/A for Units

RENTING

Median Weekly Rental: \$850 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: \$1.35M Houses | \$1.01M Units

Up 7.1% for Houses | Up 0.5% for Units

Avg Days on Market: 30 days Houses | 135 days Units

RENTING

Median Weekly Rental: \$780 Houses | \$800 Units

Up 0.6% for Houses | Down 5.9% for Units

Avg Days on Market: 25 days Houses | 22 days Units

Rental Yield: 3.3% Houses | 3.7% Units



THE GREENERY EFFECT

Why Brisbane Homes With Plants Are Winning Attention, Emotion and Value

In Brisbane, where outdoor living is part of everyday life, greenery has become one of the simplest and most uplifting ways to elevate a home. Our warm climate, long summers and love of indoor and outdoor flow make leafy spaces feel natural here, but the latest national findings show it does more than create atmosphere. It adds real value.

WHAT PLANTS DELIVER IN REAL VALUE

According to Domain's Plant Value Report, homes marketed with greenery consistently outperform those without. Nationally, houses featuring established gardens, lush planting or leafy outdoor areas achieve 17.4 per cent higher prices, adding around \$140,000 to the median sale price, and they attract 7 per cent more buyer views online. Units with greenery show a similar trend, achieving a 16.1 per cent uplift, selling faster and standing out visually in competitive markets.

WHY BRISBANE BUYERS CONNECT WITH GREEN SPACES

For Brisbane sellers, this resonates strongly. Buyers here are deeply lifestyle driven. They are drawn to homes that feel calm, welcoming and connected to nature. A courtyard framed by tropical planting, a balcony softened with potted foliage or a well kept garden that signals care and liveability can create an emotional connection long before buyers step inside. As the report notes, greenery helps homes photograph beautifully and shapes first impressions in the online search phase, which is now where most buyers begin their journey.





CREATING CALM, COMFORT AND A SENSE OF RETREAT

Greenery also speaks to something uniquely Brisbane. Our want for space that feels like a retreat continues to influence how buyers assess a home. In a fast moving world, homes that offer softness, calm and a sense of sanctuary stand apart. Even simple touches such as a trailing vine, a cluster of potted plants or native shrubs along the entryway can shift the mood of a property instantly. Buyers read greenery not just as aesthetics, but as a sign of care, quality and thoughtful living.

The message is clear. Whether it is a full garden or a few well placed plants, greenery enhances both the feel and the performance of a home. As lot sizes evolve and homes become increasingly connected to city living, plants remain a simple, accessible and impactful way to lift value, atmosphere and everyday enjoyment.

For Brisbane homeowners preparing to sell, the opportunity is easy and incredibly effective. Add a little green and you add a lot of appeal.

What the Updated End of Lease Rules Mean for Your Investment

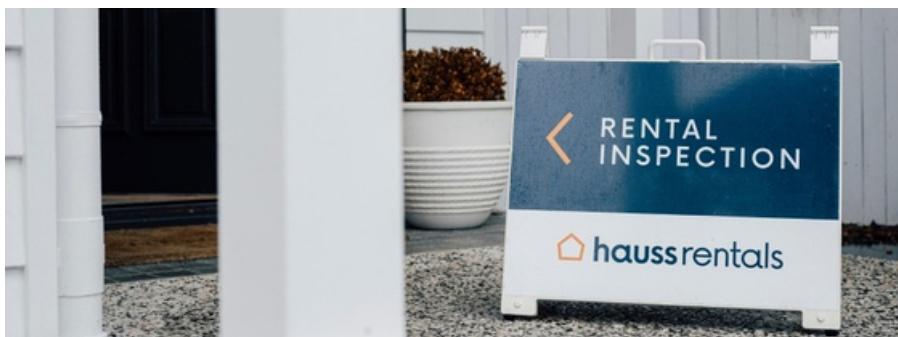
Recent changes to Queensland's tenancy legislation are now beginning to show their impact, and many property investors are experiencing the effects for the first time. The new break lease structure is designed to give tenants greater flexibility, but it also creates challenges for investors who rely on consistent occupancy and predictable leasing timelines.

The most significant shift is the new sliding break lease fee. Under a standard twelve month agreement, tenants now pay four weeks rent if they break the lease in the first quarter, three weeks in the second, two weeks in the third and only one week in the final quarter. Tenants are no longer required to contribute to advertising or re-letting costs, which previously helped offset the expense of securing a new tenant.

These changes mean that a property can become vacant with minimal notice, leaving investors with limited time to prepare, advertise and re-lease the home. This can be especially challenging during seasonal periods such as the end of year when holidays, relocations and study transitions often result in shifts in tenant demand. A single unexpected gap between tenancies can lead to higher holding costs, particularly now that fewer break lease fees are recoverable.

At Hauss Rentals, we work proactively to help property investors navigate this new environment. Our focus remains on securing quality long term tenants, maintaining strong communication throughout the tenancy and planning ahead for renewals wherever possible.

If you would like support understanding how these changes may affect your property or guidance on planning for your next leasing cycle, our team is here to help.



AI IN REAL ESTATE

Smarter Service, Not Less Human



Artificial intelligence has quickly become part of everyday life, and the real estate industry is one of the places where its impact is being felt most. But while AI is helping agents work smarter, the heart of property, people, relationships and meaningful support, remains unchanged.

For sellers, buyers and property investors, AI is not replacing real estate professionals. It is giving them the tools to deliver an even better experience.

FOR SELLERS

More Accurate Insights and a Seamless Campaign

AI is helping real estate agents analyse market patterns with greater precision, giving sellers a clearer picture of what their home may be worth and how similar properties are performing. It can streamline the early stages of a campaign by assisting with draft listing copy, photo briefs or targeted marketing, reducing the time spent on behind the scenes tasks. This means sellers receive a smoother, more efficient process, while the agent stays focused on strategy, negotiation and communication, the human skills that truly influence a result.



FOR BUYERS

A More Personalised and Stress Free Search

From tailored property alerts to smarter search algorithms, buyers often experience the benefits of AI without even realising it. The technology helps match buyers with suitable homes faster, assists with virtual inspections and cuts down time spent scrolling through irrelevant listings.

But once the shortlist is made, buyers still rely on an agent who understands the nuances of local streets, school catchments, build quality and lifestyle fit. AI can help narrow the field, but only a human can translate those findings into confidence and clarity at decision time.

FOR PROPERTY INVESTORS

Faster Responses and Better Oversight

In property management, AI has become a powerful support for efficiency. It can streamline inspection scheduling, assist with maintenance tracking and help respond quickly to common tenant questions. For property investors, this means improved reporting, fewer delays and better visibility over the performance of their investment.

Yet the role of the property manager remains front and centre. Judgement calls, negotiations, relationship building and empathetic communication cannot be automated. AI provides structure, but people provide trust.

THE HUMAN ELEMENT WILL ALWAYS LEAD

AI is making real estate smoother and more efficient, but it cannot replace the relationship driven support people rely on during important decisions. It cannot sense what makes a home special, understand a seller's hesitation or a buyer's excitement, or navigate a delicate conversation between a property investor and tenant. This is where the value of an experienced agent becomes clear. The future of real estate is not technology versus people, but technology supporting people.

Why Solar Makes Brisbane Homes More Valuable and More Liveable



Brisbane is a city that thrives on sunshine, so it is no surprise that more households are turning to solar as both a lifestyle choice and a smart home improvement. With more than 40 per cent of Brisbane houses now featuring rooftop solar, the city is firmly positioned as a leader in energy conscious living. Long warm seasons and plenty of clear skies make solar feel like a natural extension of the way we live, supporting everything from everyday comfort to long term savings.

According to Cotality's analysis, solar is also delivering real value at sale. Homes with rooftop solar in Brisbane achieve an average uplift of **3.3%**, which is roughly **30,219 dollars more** than comparable homes without it. It is a strong indication that buyers here recognise and appreciate the role solar plays in modern living.

Why Solar Fits So Well With Brisbane Living

Brisbane buyers are drawn to homes that offer ease, comfort and thoughtful upgrades. Solar aligns beautifully with these priorities. It helps keep homes cooler through the warmer months, reduces energy bills and supports a more sustainable and efficient way of living.

When buyers see solar on the roof, they often see value beyond the technical benefits. They see a home that has been considered, cared for and prepared for the future. Although Brisbane's per-star NatHERS uplift is modest at 3,749 dollars per additional star, the trend shows that comfort and efficiency are beginning to influence how quality is perceived. Homes that feel cooler, quieter and more naturally comfortable tend to stand out, even before buyers look at the data.

Energy Efficiency Is Becoming Part of the Conversation

Solar is one of the most visible energy upgrades a home can have, but it sits within a broader shift toward better designed and better performing homes. Buyers are increasingly noticing features that improve day to day living, such as insulation, shading, ventilation and efficient appliances, because these qualities make a home feel calmer and more comfortable through Brisbane's warm summers. As awareness grows, energy efficient homes are not only practical, they feel better to live in and support a lifestyle that values ease, wellbeing and long term affordability. For sellers, solar is one of the most reassuring upgrades a buyer can encounter, signalling cost savings and a home that is ready for the future. For those choosing to stay, solar and energy conscious improvements offer everyday comfort and reduced running costs. In a city built on sunshine, it is no surprise that the homes using that resource well are often the ones that stand out.



Recently *Sold* by Hauss



38 Halimah Street, Chapel Hill

 3  1  2  1,930 SQM

Sold: 1.6 million



34 Diamantina Street, Chapel Hill

 4  3  2  650 SQM

Sold: Contact Agent for Price



64 Borden Street, Sherwood

 3  2  2  405 SQM

Sold: Contact Agent for Price



4/62 Hood Street, Sherwood

 3  2  1

Sold: 920K



12/29 Kennard Street, Corinda

 3  2  1

Sold: 770K



57 Fegen Drive, Moorooka

 3  2  2  607 SQM

Sold: 1.325 million

Recently *Sold* by Hauss



18 Collins Street, Corinda

4 2 2 453 SQM

Sold: 1.878 million



148 Blackheath Road, Corinda

5 4 2 690 SQM

Sold: 2.875 million



57/29 Alpha Street, Taringa

2 2 1

Sold: 932K



76 Gilruth Road, Kenmore

4 2 4 736 SQM

Sold: 1.7 million



18 Stanfell Street, Corinda

3 1 2 728 SQM

Sold: 1.35 million



23 Kenilworth Street, Sherwood

3 1 2 529 SQM

Sold: 1.675 million

The Hauss Team



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POLISHED & PROFESSIONAL SERVICE



Mac and Charles provided the same polished and professional service, and attention to detail in selling our modest investment unit as they do with larger properties in their portfolio. Mac's advice and communication throughout the process kept us up to date and at-ease with the whole process. The resulting sale price exceeded our expectations.

Goodna - Vendor

HONEST, TRUSTWORTHY & FRIENDLY



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

TOP OF THE TABLE REAL ESTATE AGENCY



I am a keen English football fan. If there was a Premier League for real estate agents Charles and his team at Hauss Realty would be top of the table every season.

Absolutely professional at all times, continuous sage advice, even when we were on holiday in Thailand during the sale process, and total attention to detail . . . these were the qualities that impressed us.

We were very happy with our final sale price achieved in great time and would have no hesitation in choosing Charles again.

Corinda - Vendor

BEST MANAGEMENT



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

Karma - Landlord

EXPERIENCE & KNOWLEDGE REALLY STANDS OUT



I've had a fantastic experience living in two rentals through Hauss. They've always been very responsive and helpful with any issues and their experience and knowledge really stands out from other agencies. Thank you Ana and the team!

Jonah - Tenant

10 OUT OF 10



Absolutely fantastic agents helped me and a few friends find a perfect house in Sherwood, no problems whatsoever do ever, staff are friendly and helpful! Shoutout Ana for being a superstar and tending to all our needs. Not one complaint 10/10 would rent again!!

Nicholas - Tenant

locally yours

 **haus** realty

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