hauss realty

Market Review

— WINTER 2026 —

Market Review for *Selling*

Brisbane begins Winter 2026 in a commanding position, holding its place among the country's strongest performing capital markets.

Cotality's June data shows that momentum is largely intact. Dwelling values lifted 0.9% through May and 3.4% across the quarter, carrying annual growth to 19.1% and the median to a record $1,126,149. Set against a national backdrop where quarterly growth has slowed to 0.6% and the annual pace to 8.8%, the local result stands apart. The longer view is just as compelling, with Brisbane values up more than 80% over the past five years, a reflection of the substantial equity now sitting behind many homeowners.

Units have become the season's headline. Brisbane apartments climbed 21.8% over the year to a median of $884,881, comfortably ahead of houses at 18.6% and a median of $1,232,690. Affordability is doing much of the work here. As buyers reassess what their budget will stretch to, many are looking to apartments, and competition has been spirited enough that Brisbane's entry level units now rank among the most contested in the country. For a seller with a well presented apartment, the timing is genuinely favourable.

If there is one theme to keep an eye on this quarter, it is supply. Listing numbers, which tracked well below average through much of 2026, have started to climb. New listings across Brisbane are running around 11 per cent ahead of this time last year, with total advertised stock up 13.6%. Greater choice naturally returns a little balance to buyers, yet it also sharpens an enduring truth in this market: the homes that are genuinely market ready continue to rise to the top. With many owners of quality properties choosing to hold, well prepared listings are still drawing committed interest even as the field widens.

Even with more homes available, Brisbane remains a quick market, with properties changing hands in a median of roughly 21 days, among the fastest anywhere in the country. Well priced, well presented homes are still finding their buyer without delay.

Affordability is steering where that competition concentrates. Cotality estimates that securing a median Brisbane house in May called for around $17,000 more in annual household income than it did in January, once higher servicing costs are taken into account. Buyers have responded by refining rather than retreating, directing their attention to homes that offer clear value, low maintenance living and accessible entry points. Nationally, first home buyers are also finding support through the expanded five per cent deposit guarantee.

The lending environment has shifted, with rates sitting above year ago levels and new lending easing back from its late 2025 high. Even so, Queensland continues to approve new dwellings at a stronger rate than the southern states, pointing to a market that is adjusting to higher rates rather than stalling.

Taken together, Brisbane steps into Winter on confident footing. Values are at record levels, homes are still selling quickly, and buyer depth remains strong across the more affordable and well presented parts of the market. With additional stock now coming through, the advantage sits with sellers who present and price with intent, and the fundamentals underpinning Brisbane remain firmly in place.

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Market Review for *Leasing*

For Brisbane's property investors, Winter 2026 opens on encouraging terms. Rental conditions remain tight, tenant demand is steady, and renewed investor appetite nationally points to growing confidence in residential property.

Cotality's June figures show Brisbane rents still climbing, up 6.6% over the year, with houses rising 6.7% and units 6.2%. Far from easing, rental growth has regained pace nationally since the middle of last year, a sign that demand for well located homes remains firm even as the sales market settles.

Supply continues to do the heavy lifting. Vacancy sits at around 1.5% nationally, well under the longer term average of roughly 2.5%, and new construction remains measured. With few homes available and the pipeline of additional stock still thin, quality rentals are leasing quickly to well qualified tenants.

There is good reason for investors to feel positive. The investor share of new lending has climbed to its highest level since 2016, reflecting renewed interest in residential property and, in Brisbane, in units in particular. Gross yields here sit at around 3.3% for dwellings, modest against other capitals but largely a reflection of Brisbane's exceptional capital growth rather than any weakness in rents. Paired with steady income, rising values continue to reward well chosen property.

Tenants, for their part, are weighing their options more carefully, placing greater value on condition, layout and overall value for money. For property investors, that makes thoughtful presentation and accurate pricing more important than ever in securing quality, longer term tenants. Overall, Brisbane's leasing market enters Winter with steady demand, limited supply and quality rentals continuing to deliver solid results for their owners.

DIRECTOR

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Local Market Price Guide

Graceville

SELLING

Median House Price: $1.545M Houses | $800K Units
Up 10.1% for Houses | Up 11.3% for Units
Avg Days on Market: 30 days Houses | 27 days Units

RENTING

Median Weekly Rental: $820 Houses | $750 Units
Down 3.5% for Houses | Up 7.1% for Units
Avg Days on Market: 14 days Houses | 11 days Units
Rental Yield: 2.8% Houses | 4.1% Units

Chelmer

SELLING

Median House Price: $1.75M Houses | $670K for Units
Up 0.8% for Houses | Up 20.7% for Units
Avg Days on Market: 42 days Houses | 14 days Units

RENTING

Median Weekly Rental: $950 Houses | $513 Units
No change for Houses | Up 14% for Units
Avg Days on Market: 17 days Houses | 11 days Units
Rental Yield: 2.6% Houses | 4.1% Units

Sherwood

SELLING

Median House Price: $1.805M Houses | $779K Units
Up 4.3% for Houses | Up 20% for Units
Avg Days on Market: 33 days Houses | 22 days Units

RENTING

Median Weekly Rental: $913 Houses | $633 Units
Up 20.9% for Houses | Up 2.9% for Units
Avg Days on Market: 23 days Houses | 14 days Units
Rental Yield: 2.4% Houses | 3.8% Units

Source: realestate.com.au, May 2026 (12-month comparison)

Local Market Price Guide contd.

Corinda

SELLING

Median House Price: $1.598M Houses | $817.5K Units
Up 23.3% for Houses | Up 25.8% for Units
Avg Days on Market: 24 days Houses | 21 days Units

RENTING

Median Weekly Rental: $760 Houses | $600 Units
Down 0.7% for Houses | Up 9.1% for Units
Avg Days on Market: 16 days Houses | 13 days Units
Rental Yield: 2.3% Houses | 4.1% Units

Indooroopilly

SELLING

Median House Price: $1.83M Houses | $900K Units
Up 10.9% for Houses | Up 11.8% for Units
Avg Days on Market: 27 days Houses | 18 days Units

RENTING

Median Weekly Rental: $895 Houses | $720 Units
Up 5.3% for Houses | Up 6.7% for Units
Avg Days on Market: 24 days Houses | 18 days Units
Rental Yield: 2.3% Houses | 3.8% Units

Oxley

SELLING

Median House Price: $1.1M Houses | $830K Units
Up 14.3% for Houses | Up 22.4% for Units
Avg Days on Market: 25 days Houses | 22 days Units

RENTING

Median Weekly Rental: $720 Houses | $650 Units
Up 7.5% for Houses | Up 8.3% for Units
Avg Days on Market: 17 days Houses | 15 days Units
Rental Yield: 3.3% Houses | 4% Units

St Lucia

SELLING

Median House Price: $2.11M Houses | $885K Units
Up 4.2% for Houses | Up 17.4% for Units
Avg Days on Market: 32 days Houses | 23 days Units

RENTING

Median Weekly Rental: $900 Houses | $700 Units
Up 3.5% for Houses | Up 7.7% for Units
Avg Days on Market: 29 days Houses | 22 days Units
Rental Yield: 1.8% Houses | 3.8% Units

Chapel Hill

SELLING

Median House Price: $1.655M Houses | $1.55M for Units
Up 7.1% for Houses | Down 0.3% for Units
Avg Days on Market: 15 days Houses | 31 days Units

RENTING

Median Weekly Rental: $900 Houses | N/A for Units
Up 5.9% for Houses | N/A for Units
Avg Days on Market: 21 days Houses | N/A for Units
Rental Yield: 3.0% Houses | N/A for Units

Kenmore

SELLING

Median House Price: $1.45M Houses | $1.15M Units
Up 11.1% for Houses | Up 12.5% for Units
Avg Days on Market: 22 days Houses | 15 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: 3.2% Houses | 3.4% Units

Source: realestate.com.au, May 2026 (12-month comparison)

NEW ZONING RULES, NEW UPSIDE FOR OWNERS

A change to Brisbane's planning rules could quietly add to what your block is worth. Through its More Homes, Sooner proposal, Brisbane City Council is reviewing the rules that guide the Low-medium density residential (LMR) zone, with the aim of making it easier to build well located homes close to transport, shops and services. For home owners across the western suburbs, it is a shift worth understanding, because it speaks directly to the long term potential of well positioned properties.

WHY THE CITY IS RETHINKING DENSITY

The thinking behind the proposal is simple. Brisbane is one of Australia's fastest growing capital cities, and the Council estimates around 210,800 additional homes will be needed by 2046 to keep pace with the population and the demand for more housing choice. With construction costs higher and skilled trades in short supply, a steady supply of new homes has become essential to protecting the lifestyle the city is known for.

The LMR zone sits at the heart of that plan. It makes up roughly 14% of Brisbane's residential land and is usually found in pockets close to public transport and shopping. That is exactly where our western suburbs come into the picture. Suburbs like ours are well connected and close to train lines, bus routes, schools and shops, so they are precisely the kind of established neighbourhoods these changes are designed to support.

WHAT IS BEING PROPOSED

The review focuses on three practical levers: building heights, lot sizes and on-site car parking. Under the proposed rules, the LMR zone could make room for a wider mix of homes:

- Two to three storey small lot houses on blocks above 120 square metres
- Two to three storey duplexes on lots above 400 square metres
- Three storey multiple dwellings on lots above 600 square metres
- Four storey apartments on lots above 800 square metres in the most accessible locations

The Council has also proposed allowing low density blocks within 300 metres walking distance of a shopping centre to be subdivided into 300 square metre lots, extended from the current 200 metre threshold.

THE ROLE OF "KEY LOCATIONS"

A central idea in the proposal is the "Key Location". In simple terms, this is land inside a major centre or mixed use area, or within 400 metres walking distance of frequent public transport or a centre. These are the spots earmarked for the greatest opportunity, where taller homes would be encouraged closest to transport and amenity. For owners, being near one of these locations is becoming a more meaningful part of a property's long term story.

A MEASURED SHIFT, NOT A FREE FOR ALL

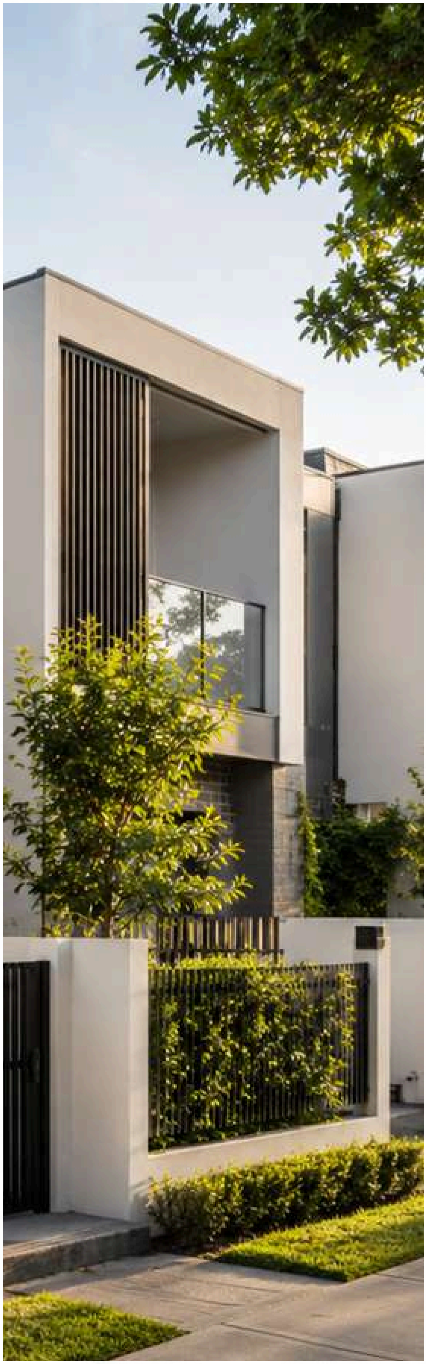
It is worth keeping perspective. The Council has been clear that new housing should fit thoughtfully into existing communities, respond to Brisbane's subtropical climate, and protect the neighbourhood character residents value. The proposal went to community consultation between 20 February and 20 March 2026, and those submissions are now being reviewed ahead of final Queensland Government approval.

If adopted, the changes are anticipated to take effect in the City Plan around mid to late 2026. That makes now a sensible time for owners to understand where their property sits, as not every home will be affected in the same way.

OUR VIEW

For western suburbs owners, the message is a positive one. Brisbane's planning settings are evolving to support a growing city, and well located property close to transport, shops and services is well placed to benefit.

If you are wondering how these proposed changes might apply to your home or investment, our team is happy to help you understand your position and what it could mean for your property's future.



THE CLEVER WINTER HOME

INSULATE WHERE IT COUNTS

In Brisbane's elevated timber homes, warmth escapes downward through the floor and upward through the roof long before it leaves through the walls. Insulating the underfloor and ceiling cavities, and sealing the building envelope, addresses the cause rather than chasing the symptom. It is the single most effective comfort upgrade, and one discerning buyers increasingly look for.

RETHINK THE WINDOWS

Original single glazed windows are beautiful, and also where most warmth is lost. Secondary glazing, honeycomb blinds or lined drapes interrupt that loss without compromising character. The clever finish is a modern pelmet, a clean boxy profile painted to match the wall, concealing motorised tracks while closing off the draught that drains warmth above the curtain.

HEAT WITH INTELLIGENCE

A reverse cycle split system remains the most efficient way to heat, returning several times more warmth than the energy it draws. Pair it with zoning and a smart controller and you heat only the rooms in use, at the times you need them, scheduled before you wake or arrive home. Efficiency and comfort, without the guesswork.

DESIGN IN THE WARMTH

Warmth is as much a design language as a temperature. Anchor timber floors with generous rugs, layer textiles in tactile, warmer tones, and swap cool downlights for soft, warm white lamplight to settle a room at dusk. The effect reads as considered and inviting, precisely the impression that resonates with buyers through the cooler months.

NEGATIVE GEARING IS CHANGING:
WHAT PROPERTY INVESTORS SHOULD KNOW

If you own an investment property, or you are thinking about buying one, you have probably seen the headlines about negative gearing. The Federal Government has announced reforms to negative gearing and capital gains tax that will start on 1 July 2027. The detail is worth understanding, but the headline for most existing investors is reassuring: if you already own, the rules you bought under are largely protected.

Here is a top level look at what is changing, and what it could mean for property investors across Brisbane's western suburbs.

WHAT IS ACTUALLY CHANGING

From 1 July 2027, two main changes are proposed:

- Negative gearing on residential investment properties will be limited to new builds. In simple terms, the ability to use a rental loss to reduce your other taxable income, such as salary, will apply to newly constructed homes rather than established ones.
- The 50% capital gains tax discount will be replaced for individuals, trusts and partnerships with cost base indexation, which adjusts your gain for inflation, plus a new 30% minimum tax rate on capital gains.

The capital gains changes apply only to gains that build up after 1 July 2027, and the changes to negative gearing apply to residential property only. Commercial property and other assets such as shares are treated separately.

THE DATES THAT MATTER

Timing is everything with these reforms, and the Government has built in generous transition arrangements:

- The reforms were announced on 12 May 2026.
- If you owned an established investment property before that announcement, you can continue to negatively gear it in future years until you sell. Existing investors are effectively protected.
- Properties bought between the announcement and 30 June 2027 can be negatively geared up until 1 July 2027, but not after.
- Established properties bought from 1 July 2027 onward will not be eligible for negative gearing. Any rental losses can instead be offset against other residential property income, with unused losses carried forward to future years.

THE NEW BUILD OPPORTUNITY

One of the clearest messages in the reform is the encouragement of new housing supply. Investors who buy a genuine new build will keep access to negative gearing, and will also be able to choose between the existing 50% capital gains tax discount or the new indexation method when they sell.

A new build generally means a home that adds to supply, such as a property built on vacant land, or a knock down rebuild that replaces one dwelling with several. A like for like rebuild or a renovation that does not add a dwelling would not qualify. For investors weighing up their next move, newly built property is shaping up as the more tax friendly option under the new settings.

WHAT IT COULD MEAN FOR THE MARKET

The Government's own modelling expects the wider impact to be modest. House price growth is forecast to ease only slightly and temporarily, and the effect on rents is estimated at less than two dollars a week on the current median rent. These are meaningful changes for how investors plan, but they will not reshape the market overnight. Brisbane's fundamentals, strong demand and tight rental supply, remain firmly in place.

THE BOTTOM LINE FOR INVESTORS

For most existing investors, the key takeaway is reassuring: your current arrangements are protected, with a long runway before anything changes. For those planning a purchase, it is worth understanding how an established property compares with a new build under the new rules. The right answer depends on your circumstances, so it is a good moment to speak with your accountant or financial adviser. If you would like to talk it through, our property management team is here to help.

Recently *Sold* by Hauss

167 Sherwood Road, Toowong

3 2 1 671 SQM

Sold: 2.01 million

22 Denvien Street, Corinda

3 2 3 574 SQM

Sold: Contact Agent for Price

51 Borden Street, Sherwood

3 2 1 405 SQM

Sold: 1.4 million

68 Strong Avenue, Graceville

4 1 2 419 SQM

Sold: 1.28 million

3 Kenilworth Street, Sherwood

4 2 2 448 SQM

Sold: Contact Agent for Price

250 Verney Road East, Graceville

3 2 1 405 SQM

Sold: Contact Agent for Price

3 HOMES.
3 STRATEGIES.
SAME RESULT.

No two properties are the same, and neither should be the strategy used to sell them.

Recently, we achieved three outstanding results across Brisbane's western suburbs using three different approaches: auction, private treaty and off-market.

Each campaign was shaped by the property itself, current buyer demand and, most importantly, the seller's goals.

The outcome reinforces what we continue to see across the market: well-positioned homes are attracting strong interest, but success often comes from selecting the right strategy rather than following a one-size-fits-all approach.

The question isn't which method is best.

It's which method is right for you and your property.

SOLD AT AUCTION

140 Laurel Avenue, Chelmer

4 | 2 | 2 | 1,538 SQM

SOLD BY PRIVATE TREATY

7 Bell Terrace, Graceville

5 | 3 | 3 | 647 SQM

SOLD OFF MARKET

6 Woodberry Avenue, Sherwood

4 | 3 | 2 | 547 SQM

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GREAT EXPERIENCE & LOCAL KNOWLEDGE

★★★★★

We had a great experience working with Charles. He communicated clearly, knows the local area extremely well, and kept us informed every step of the way. We were very happy with the final result.

Ben - Vendor

EXPERIENCE, KNOWLEDGE & INTEGRITY

★★★★★

I was very happy to have chosen Charles and his team. I was Impressed with the experience, knowledge and integrity of Charles.

Louise - Vendor

EXCELLENT NEGOTIATING

★★★★★

We had a great experience working with Mac. He secured us an off-market opportunity and did an excellent job negotiating a price we were happy with. He made the process feel smooth and well-managed from start to finish. Thanks Mac!

Taringa - Vendor

EXCEEDED EXPECTATIONS

★★★★★

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

PROFESSIONAL, HARDWORKING & CALM

★★★★★

After interviewing several agents, we chose Charles because he came across as genuine and honest — and he absolutely lived up to that impression.

He was professional, hardworking, calm, and very easy to deal with throughout the sale of our parents' home. During what was a stressful time for my sister and me, Charles was patient and kind, which we greatly appreciated. His team was highly efficient, and both Charles and his staff were always available to answer questions and provide guidance.

Sherwood - 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

A NEW HOME FOR HAUSS

We have moved just up the road

10/293 Honour Avenue,
Graceville QLD, 4075

locally yours

hauss realty

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