REGIONAL NSW
PROPERTY MARKET INSIGHTS Q1 2026

more than money

SNAPSHOT

Dwelling Value Change

+2.4%
Quarter

+8.9%
Annual

$833,540
Median Dwelling Value

62,871
Annual Dwelling Sales

43 Days
Median Days on Market

Source: Cotality

- Regional NSW dwelling values continued to strengthen through Q1 2026, with momentum evident on both a quarterly and annual basis. House values rose 2.5% over the quarter and 9.2% over the year to sit at a record high, supported by sustained buyer demand and limited resale supply across many markets. The median house value reached $866,182, reinforcing the outperformance of detached housing. Unit values also trended higher, increasing 1.7% over the quarter and 6.2% annually, with prices likewise at peak levels. The median unit value lifted to $678,121, highlighting broad-based growth across the regional NSW market, although houses continued to record stronger gains than units over both timeframes.

- Sales activity across regional NSW showed signs of stabilisation over the year, particularly within the house segment. Annual house sales increased by 4.8%, sitting 0.2% above the previous five-year average, indicating resilient turnover conditions despite affordability pressures. Unit sales remained comparatively softer, rising 1.4% over the year but still tracking -3.1% below the longer-run average, suggesting more subdued demand in higher-density markets. Listing volumes continued to trend lower, with house listings down -18.5% year on year and unit listings down -12.3%. Persistently constrained supply remains a key feature of the market and continues to underpin transaction competition and price growth, particularly within detached housing markets.

- Migration trends continued to support population growth across Regional NSW heading into 2026, based on the latest available Regional Movers data for Q4 2025. While this dataset does not capture movements through Q1 2026 directly, it provides a leading indicator of population dynamics entering the first quarter. Sydney remained one of the largest sources of outbound migration nationally, with net flows continuing to favour regional markets, including key NSW destinations. Within Regional NSW, Lake Macquarie remained among the largest net recipients of internal migration, reflecting sustained inflows from both Sydney and other regional areas, while Albury ranked among the fastest-growing destinations for capital-to-regional movers. Despite the usual seasonal easing over the December quarter, net migration into regional markets remained elevated.

- Rental conditions across Regional NSW remained tight through Q1 2026, with demand continuing to place upward pressure on rents. House rents rose 5.3% over the year, while unit rents increased slightly faster at 5.6%, reflecting limited rental supply and ongoing affordability pressures. Gross rental yields for dwellings remained solid at 4.0%. Vacancy rates tightened further to 1.7% in March, down from 1.9% a year earlier, reinforcing competitive leasing conditions. Although rental growth has eased from post-pandemic peaks, constrained supply, population inflows and comparatively lower rents than Sydney continue to underpin rental demand across the region.

Valuer on the Ground

"The unit market is improving, but houses remain the main driver of growth."

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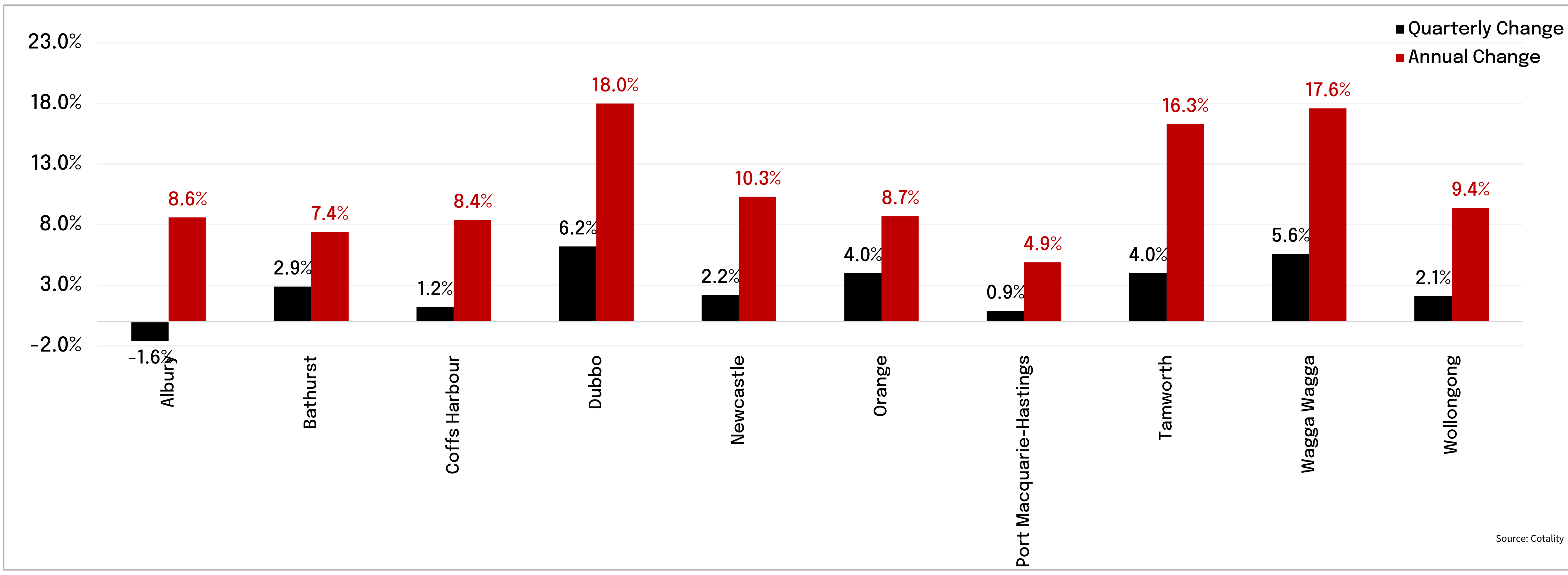
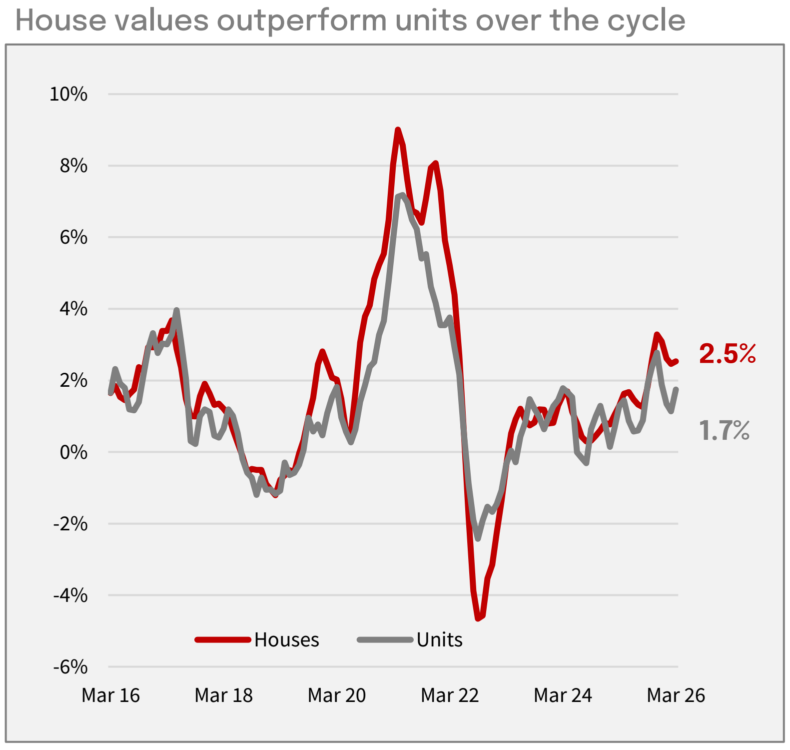
Regional Cities – Quarterly and Annual Growth



Source: Cotality

Quarterly Value Change by Property Type

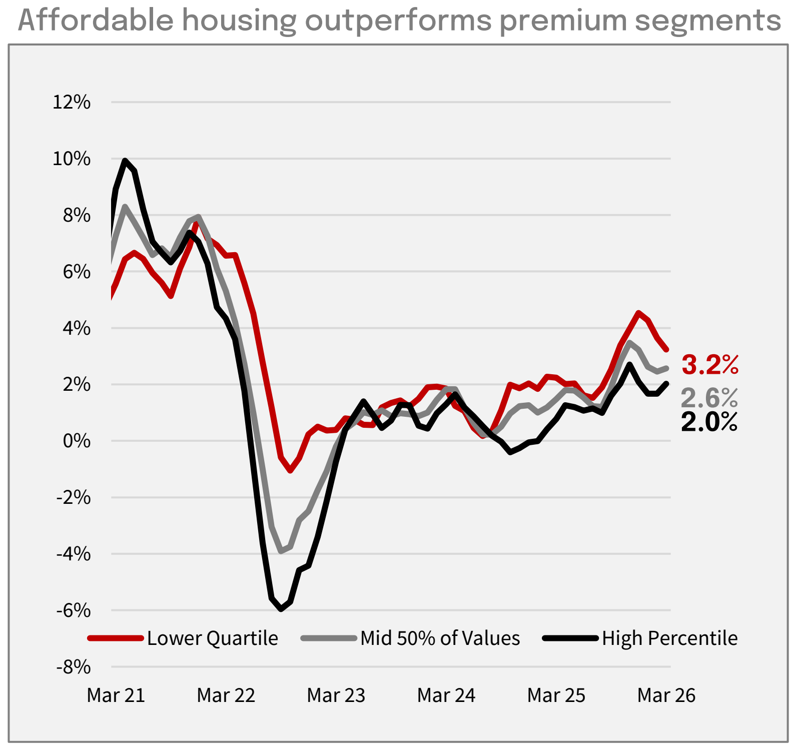
House values outperform units over the cycle



Source: Cotality

Quarterly Value Change by Price Quartile

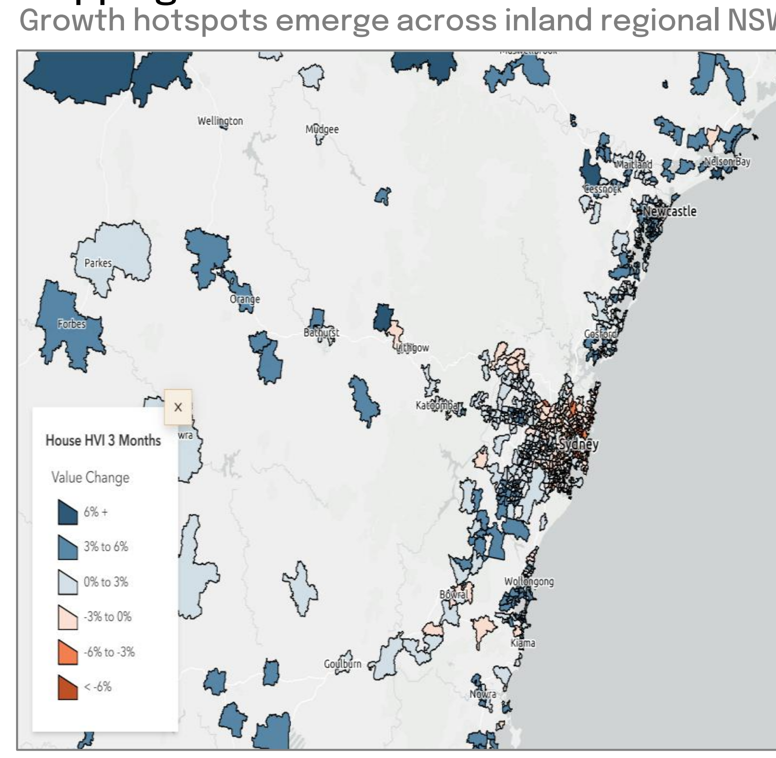
Affordable housing outperforms premium segments



Source: Cotality

Mapping the Market – 3 months to Mar

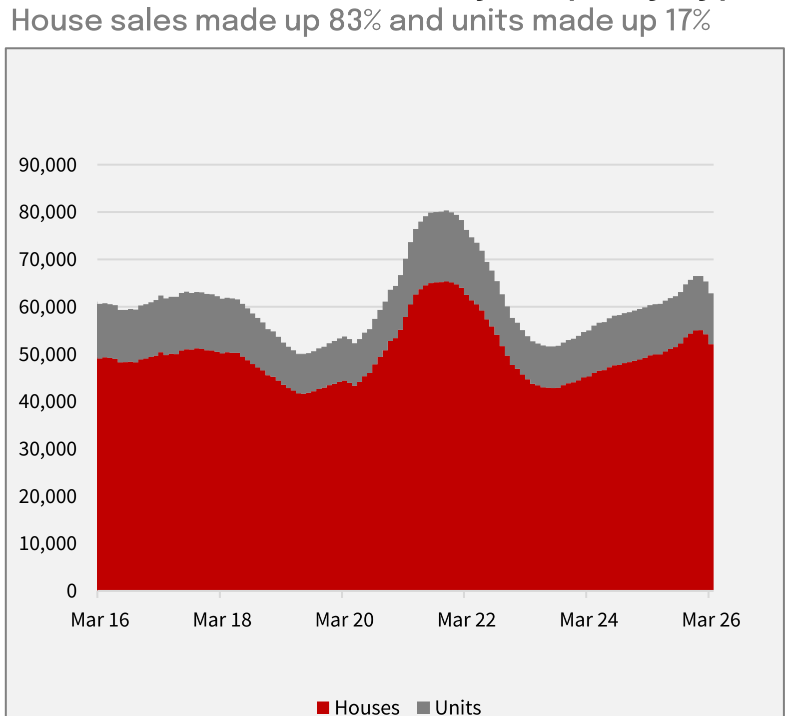
Growth hotspots emerge across inland regional NSW



Source: Cotality

Annual Volume of Sales by Property Type

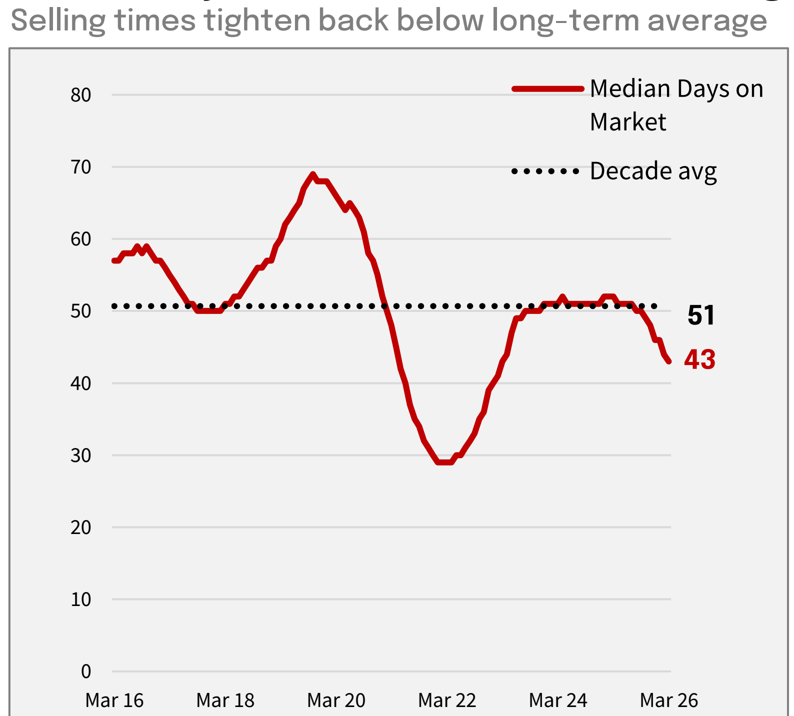
House sales made up 83% and units made up 17%



Source: Cotality

Median Days on Market vs Decade Average

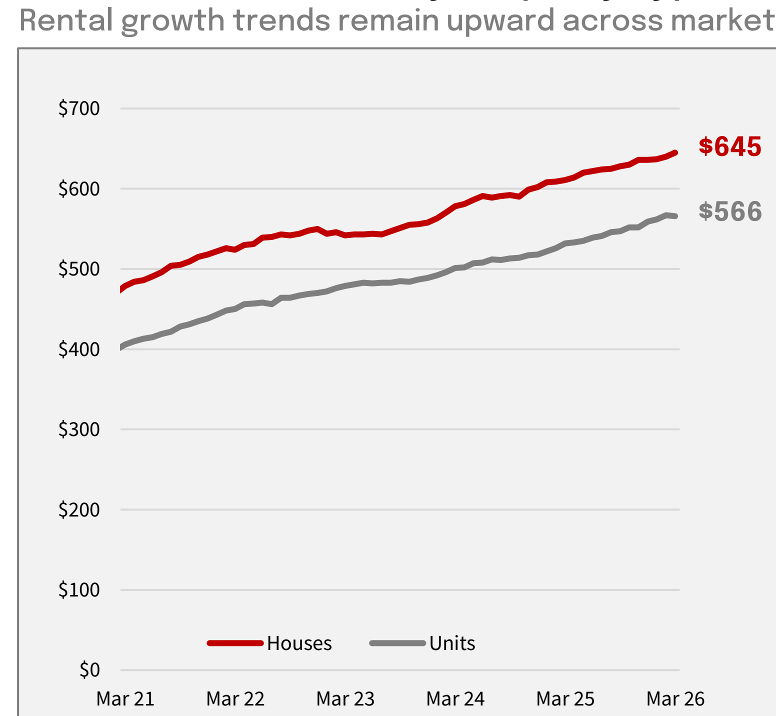
Selling times tighten back below long-term average



Source: Cotality

Median Rental Value by Property Type

Rental growth trends remain upward across markets



Source: Cotality

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RECENT SALES ACTIVITY

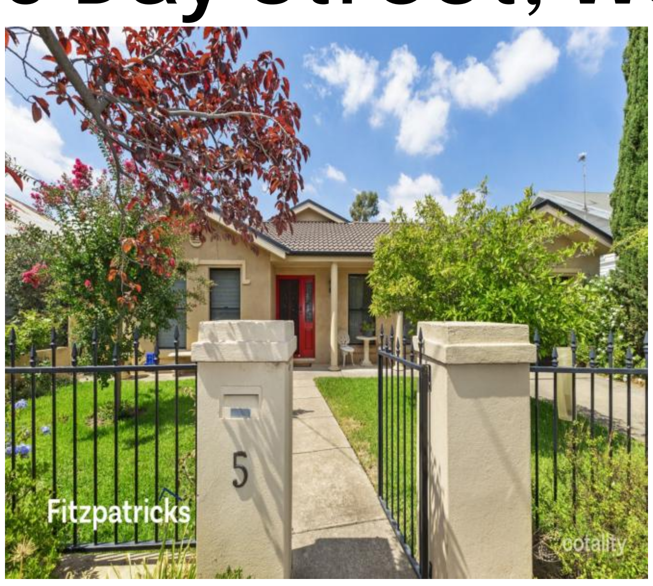
24 Buna Street, Orange

$380,000

2	1	1	377 m²	51 m²

Sold: 16/03/2026
Days on Market: 19

5 Day Street, Wagga Wagga



$900,000

4	2	1	696 m²	122 m²

Sold: 13/03/2026
Days on Market: 25

46 Bar Beach Avenue, Bar Beach (Newcastle)

$7,600,000

5	4	2	462 m²	444 m²

Sold: 16/03/2026
Days on Market: 193