

At a glance

Sales volumes and new listings of property for sale have increased in tandem...



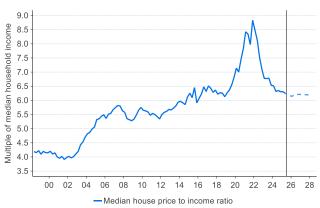
Source: REINZ, realestate.co.nz, Macrobond, ANZ Research

The RBNZ cut by 25bp at its November meeting, and we see the OCR on hold through 2026



Source: RBNZ, Macrobond, ANZ Research

The house price to income ratio has stabilised at around pre-COVID levels...



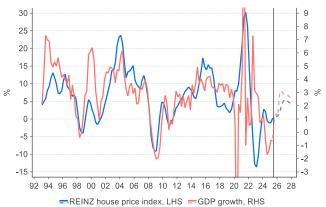
Source: REINZ, Stats NZ, Macrobond, ANZ Research

...keeping average nationwide prices flat, with ongoing regional disparities



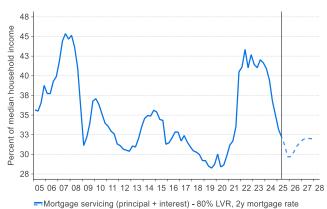
Source: REINZ, Macrobond, ANZ Research

We are forecasting a 5% increase in house prices in 2026 as the economy recovers



Source: REINZ, Stats NZ, Macrobond, ANZ Research

...while mortgage-servicing costs on a newly bought house are reaching low levels



Source: REINZ. Stats NZ. RBNZ. Macrobond. ANZ Research





Contact

<u>Sharon Zollner</u>, <u>Matthew Galt</u> or <u>David Croy</u> for more details.

See page 13

Inside

At a glance	2
Housing Market Overview	4
Regional Housing Market Indicators	8
Mortgage Borrowing Strategy	ć
Weekly Mortgage Repayment Table	12
Mortgage Rate Forecasts	12
Economic Forecasts	12
Important Notice	14

Confused by acronyms or jargon? See a glossary <u>here</u>.

ISSN 2624-0629

Publication date: 28 November 2025

This is our last Property Focus for 2025. Our first edition for 2026 will be released in late January. We would like to wish our readers a safe and enjoyable festive season. Meri Kirihimete.

Summary

Our monthly *Property Focus* publication provides an independent appraisal of recent developments in the residential property market.

Property Focus

House prices have continued along a flat path over recent months, with regional variation. Sales volumes have ticked up, indicating some renewed demand after a period of weakness over the middle of the year. However, this has been met by higher listings of property for sale, such as from increased supply of new builds. The Reserve Bank cut the OCR by 25bp at its November meeting to 2.25% and we see it staying on hold at this level through 2026. There are now broadening signs of improvement in the economy. We're forecasting a 5% increase in house prices over 2026, matching income growth as the recovery progresses. As the year - and the Reserve Bank's easing cycle - comes to an end, we look at how housing affordability is tracking. The good news is that the deterioration in affordability over COVID-19 has now been reversed. All three of our housing affordability indicators are back at pre-COVID levels (the house price to income ratio, mortgage servicing costs as a share of household income, and rents as a share of household income). While this is a welcome improvement, housing affordability was hardly stellar before COVID-19, and it remains a challenge in an absolute sense. See our Property Focus section.

Mortgage Borrowing Strategy

Floating mortgage rates are lower this month following the RBNZ's 25bp OCR reduction at the November MPS, but average fixed rates are unchanged. While that may sound odd, it is because 2-5-year wholesale rates rose following the OCR cut as markets took onboard the RBNZ's message that the further OCR cuts are unlikely. Having taken inspiration from the age-old adage that what goes up must come down (and in this case vice versa), that has left markets pondering when the RBNZ will start hiking. We think it is far too soon to say that with any confidence. For the record, we have hikes pencilled into our forecasts from early 2027. But the key point for now is that wholesale rates have stopped falling. Competition is clearly hotting up, with banks offering cash incentives to switch and that will be welcome news to borrowers. But when it comes to which term to select, our broad thinking remains as it was a month ago: we believe mortgage rates are likely at or near their lows, and that it is thus worth considering longer terms. With very little separating rates spanning from 1-5 years, borrowers with differing levels of risk appetite should be able to find a term that satisfies their own cost/certainty trade-off sensitivities. Fixing for 5 years may suit some borrowers, but it may be too long for others, for whom 2-3 years might be the happy middle ground. But there are always risks – some of which could see rates renew their march lower against our expectation - so as always, we think it makes sense to consider spreading rollover risk over several terms. See our Mortgage Borrowing Strategy.

Summary

House prices have continued along a flat path over recent months, with regional variation. Sales volumes have ticked up, indicating some renewed demand after a period of weakness over the middle of the year. However, this has been met by higher listings of property for sale, such as from increased supply of new builds. The Reserve Bank cut the OCR by 25bp at its November meeting to 2.25% and we see it staying on hold at this level through 2026. There are now broadening signs of improvement in the economy. We're forecasting a 5% increase in house prices over 2026, matching income growth as the recovery progresses. As the year – and the Reserve Bank's easing cycle – comes to an end, we look at how housing affordability is tracking. The good news is that the deterioration in affordability over COVID-19 has now been reversed. All three of our housing affordability indicators are back at pre-COVID levels (the house price to income ratio, mortgage servicing costs as a share of household income, and rents as a share of household income). While this is a welcome improvement, housing affordability was hardly stellar before COVID-19, and it remains a challenge in an absolute sense.

Sales and new listings rise in tandem, keeping prices steady

Seasonally adjusted house sales volumes increased in October, indicating some renewed demand after a period of weakness over the middle of the year (figure 1). House sales volumes usually respond quickly to lower interest rates, so is not a surprise to see this after the RBNZ's easing this year.

However, the number of new listings of property for sale also ticked up in October, with plenty of sellers in the current market. New listings were the second highest for any month since 2021 (seasonally adjusted).

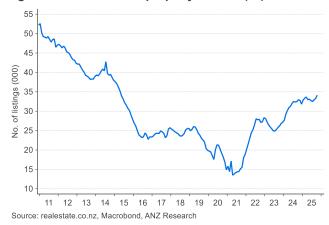
Figure 1. Monthly sales volumes and new listings



With listings marginally outpacing sales, inventories of property listed for sale have increased again to the highest level in a decade (figure 2).

Source: REINZ, realestate.co.nz, Macrobond, ANZ Research

Figure 2. Inventories of property for sale (sa)



The relative abundance of willing sellers is keeping price pressures in check. Seasonally adjusted house prices fell 0.1% in October after two months of exactly flat prices (figure 3). Compared to a year ago, prices are up just 0.3% y/y (3mma). The 0.1% m/m fall in nationwide house prices in October was a touch weaker than we had been expecting. As such, house prices currently look likely to come in at the bottom end of, or just below, our forecast that they will end 2025 up 0.5-1.0% y/y.

Recent divergent regional house price themes continued in October. Prices have taken another turn south in Wellington over the last three months, while remaining largely flat in Auckland and the rest of the North Island. By contrast, prices in the South Island have been trending up.

Figure 3. Change in house prices by region since the first half of 2023

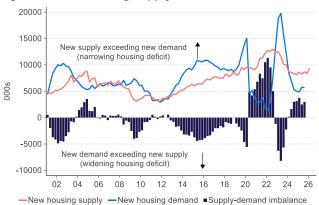


Given the role of new listings in tempering house price growth, this begs the question: where are all these listings coming from?

Part of the story is simply listings bouncing back from very low levels over 2023 (as figure 1 illustrates). High interest rates at that time kept the market subdued. However, listings have risen a little above the norm: the number of homes and apartments listed for sale over the past year has been 3% above its average over the past 10 years, and listings in the month of October were still further above the historical average.

One source of the extra listings compared to their historical average is likely to be resilience in the number of houses that have been built through this downturn. The fall in house-building from the 2022 peak has certainly been sizeable and extremely painful for the construction sector, but the overall rate of house building has actually remained fairly solid compared to previous downturns. The number of houses built over the past two years has been around twice that seen after the 2008 Global Financial Crisis, for example. Indeed, new physical housing supply has outpaced population growth for extended periods since 2020 (figure 4). The resilient pace of house building may well reflect extensive government reform efforts over the past 10-20 years to improve housing supply.

Figure 4. New housing supply vs demand



Source: Stats NZ, Macrobond, ANZ Research

However, the weak economy will have also contributed to high listings of property for sale. For example, some of the (many) New Zealanders emigrating overseas will have owned houses, and a lot of these homes will be hitting the market as they leave.

Finally, it is plausible that investors may have been less inclined to hold onto properties they're feeling ambivalent about compared to prior decades, leading to more sales. It's not been a walk in the park. Capital gains have been negligible for the last four years, the running costs of owning property have increased over that time (particularly insurance and rates), tenants have become hard to find, and new rents have been outright falling. Detail on seller types is scarce, but RBNZ data breaking down buyer types show that investors remain less active than they were pre-COVID. The share of new mortgage commitments going to investors was 21.2% over the past year - well up versus 2022 and 2023, but still down from the average of 23.6% seen over 2015-2021 (figure 5).

Figure 5. Share of loan commitments by borrower type



Source: RBNZ, Macrobond, ANZ Research

Overall, high listings from various sources – new builds, emigration, and perhaps investors selling – are helping to keep a lid on price pressures in the market for now, despite rising sales.

Indicators of tightness point to a steady market

With lifts in sales and listings broadly matching, it is no surprise that indicators of market balance point towards a steady market in the near term.

The ratio of sales to inventories is a useful indicator of heat in the housing market and tends to give a 3-6 month lead on house price momentum. This indicator has largely tracked sideways all year, suggesting an ongoing steady market (figure 6).

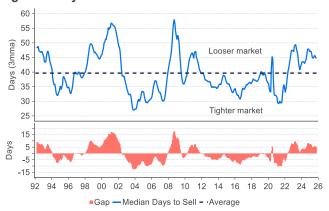
Figure 6. Sales-to-inventories ratio



Source: REINZ, realestate.co.nz, Macrobond, ANZ Research

Median days to sell were 45 in October (sa), above the long-run average of 40. It has fallen slightly over the past year, but hardly rapidly, signalling a market still tilted in favour of buyers (figure 7).

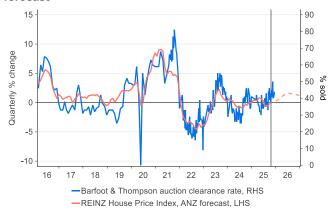
Figure 7. Days to sell



Source: REINZ, Macrobond, ANZ Research

The weekly auction clearance rate is showing some signs of life, having lifted from its mid-year lows, and is pointing to a low but positive rate of house price growth next year (figure 8).

Figure 8. Auction clearance rate vs ANZ house price forecast



Source: REINZ, Barfoot & Thompson, interest.co.nz, Macrobond, ANZ Research

Modest house price inflation to return next year as the economy recovers

The Reserve Bank cut the Official Cash Rate by 25bp to 2.25% at the November Monetary Policy Statement and were non-committal about any further moves. Our expectation is that the OCR will be on hold at its current level throughout 2026. The recovery this year has certainly been disappointing, but we are now seeing broadening signs of improvement. Business confidence has lifted sharply, discretionary spending is showing signs of life, job ads and building consents are picking up off the floor, and high-frequency indicators like manufacturing and services indexes have improved. Underpinning this are some powerful cyclical tailwinds from lower interest rates, a low exchange rate, and high prices for dairy and meat exports.

Moreover, inflation is past its peak. We see it easing from its current level of 3.0% to 2.9% next quarter, before dropping to 2.2% at the start of 2026 – taking it back near to the mid-point of the RBNZ's target band.

With the RBNZ signalling they're pretty much done now, market chatter may increasingly focus on when the next hikes will be. We don't see these coming any time soon. We have a couple of placeholder hikes in our forecast in early 2027 to take the OCR back to the assumed neutral rate of 3.0%, but the timing and exact level of neutral are hard to pin down, so these hikes should be viewed as indicative only (figure 9).

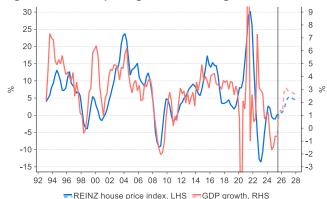
Figure 9. Official cash rate and forecasts



Source: RBNZ, Macrobond, ANZ Research

What does this mean for the housing market next year? We continue to forecast a 5% increase in house prices over 2026, matching income growth as the economy recovers. House price inflation typically picks up to at least this kind of level during economic recoveries (figure 10). Looking back over 2025, the most likely reason for the absence of any significant house price inflation this year is that the economic recovery we were expecting was delayed.

Figure 10. House price growth vs GDP growth



Source: REINZ, Stats NZ, Macrobond, ANZ Research

Although we expect house price inflation to pick up next year, we don't expect house prices to race away. The balance between the <u>ongoing costs of home ownership versus rents</u> – one of the key anchors for house prices – points to modest movements in house prices rather than a sharp change in direction. Moreover, we think various features of the economy will serve to keep house prices better contained this cycle than they have been in previous decades. These include:

- Resilient house-building levels, supporting a steady flow of new supply;
- The long march downwards in global interest rates from the 1990s onwards having come to an end since 2021, removing a long-running tailwind to house prices in New Zealand and elsewhere;

- Debt-to-income restrictions limiting leverage at low interest rates;
- Uncertainty from the upcoming general election –
 including the prospect of a capital gains tax potentially
 keeping home buyers on the sidelines;
- Housing affordability, while much improved from its worst, still being tough in an absolute sense.

Deterioration in affordability over COVID-19 has now been reversed for buying and renting

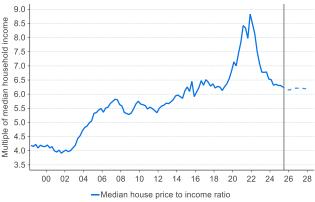
With the RBNZ's easing cycle now at an end (in our view), how is overall housing affordability looking? Housing affordability is multifaceted, and there are three main measures we find it helpful to look at. Overall, housing affordability across these measures is back around pre-COVID levels, which is a significant improvement from its extremes of recent years.

That's not to say that housing is affordable in an absolute sense though – housing affordability was a challenge before COVID-19 and the costs of buying or renting remain a stretch for many. And the weaker labour market now compared to the years before the pandemic has reduced job security, which will weigh on the minds of both buyers and renters.

The first of our housing affordability measures is **the ratio of the median house price to median household income**. A higher ratio means that is it harder to save a deposit, and that a larger loan will be needed to buy a house, leaving buyers more exposed to the risk of rising interest rates as they pay it off.

Sitting at 6.2 times income currently, the house price to income ratio is back where it averaged in the five years prior to COVID-19 and is significantly down from the peak of 8.8 it struck in 2021. Still, it is well up from where it was prior to 2015. It has tracked more or less sideways over the past year as New Zealand experienced near-zero growth in both household incomes and house prices.

Figure 11. Median house price to income ratio



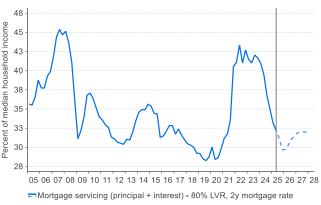
Source: REINZ, Stats NZ, Macrobond, ANZ Research

Looking forward, our expectation is that a return to positive household income growth will match positive house price growth, keeping the ratio stable. Changes over recent years, such as improved housing supply and an end to the downward trend in global interest rates from the 1990s to

2021, seem likely to prevent a repeat of the rising trend in the ratio seen in the decades prior to COVID-19. However, predicting these trends is hard, and there is a lot of scope for surprise in either direction!

The second measure is the cost of servicing a home loan (principal and interest) as a share of median household income. This measure of affordability can be thought of as a proxy for what weekly affordability might look like to a new entrant to the housing market. In figure 12 we show mortgage servicing costs on an 80% loan-to-value-ratio loan on the median house price, at the 2-year fixed rate, repaid over 30 years. This measure is on the verge of returning to its historical lows, supported by lower interest rates, lower house prices, and higher household incomes compared to 2022. Our forecasts have this measure increasing slightly from 2026 onwards as the Reserve Bank eventually raises the OCR back to neutral levels, but overall it stays at fairly low levels.

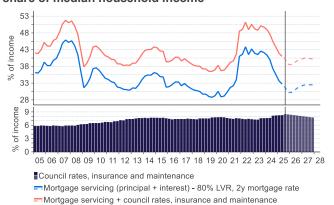
Figure 12. Mortgage servicing as a share of median household income



Source: REINZ, Stats NZ, RBNZ, Macrobond, ANZ Research

Mortgage costs aren't the only running costs a new home buyer faces: council rates, home insurance, and maintenance costs are also important, and have been rising rapidly. However, adding these in tempers the picture only slightly (figure 13). Overall, ongoing costs of home ownership are now towards the bottom of their historical range.

Figure 13. Mortgage servicing and other costs as a share of median household income



Source: REINZ, Stats NZ, RBNZ, Macrobond, ANZ Research

Turning to the rental market, the third measure of affordability we look at is **median rents on new tenancies as a share of median household income**. Rental affordability has improved significantly on this measure since 2022, reversing a prior upward trend (figure 14). Rental affordability is now a little better than it was on average in the five years before COVID-19. The improvement is due to a significant slowdown in rent inflation for new tenancies to -2% y/y, reflecting both resilient house-building and wider economic weakness. Wage growth, net migration and employment are all correlated with economic growth and are important in determining the trajectory of rents, so it is not surprising that rent growth has slowed alongside the wider economy.

We anticipate rental affordability improving a bit further yet. The very weak starting point for rent inflation, alongside the fact that it tends to lag the economic cycle, gives scope for incomes to increase more quickly than rents over the next year or two.

Figure 14. Median rents on new tenancies as a share of median household income



Improving rental affordability – itself symptomatic of supply and wider economic trends – helps explain why there has been so little upward pressure on house prices this year. As we discussed in our <u>feature article last month</u>, the balance between renting and home ownership running costs is an important anchor for house prices. While there has been significant improvement on the home ownership running costs side of the equation, contained rent inflation has meant that ongoing home ownership costs and rents have only just recently returned to their historical balance. This has tempered the motivation for investors and first home buyers alike to jump into the market over recent years.

More broadly, underlying many of the trends we have seen in the housing market over the past year has been a mix of a much greater cyclical weakness in the economy through 2025 than we and other forecasters expected, alongside resilient house-building through the downturn, supporting supply.

Conditions are now in place for an economic recovery next year, and housing affordability is much better now than it has been over recent years. As the economy gets back on its feet through 2026, we can expect some growth in house prices, but there are good reasons to expect it to be modest by historical standards.

Housing market indicators for October 2025 (based on REINZ data seasonally adjusted by ANZ Research)

	Median house price			House pr	ice index	Sa	Average	
	Level	Annual % change	3-mth % change	Annual % change	3-mth % change	# of monthly sales	Monthly % change	days to sell
Northland	\$704,944	10.6	3.9	1.3	-0.3	170	-7%	62
Auckland	\$1,013,982	3.7	0.7	-0.2	-0.9	2,025	+6%	45
Waikato	\$750,587	1.5	-0.4	0.4	-0.1	702	+4%	48
Bay of Plenty	\$807,673	-0.2	0.1	2.7	0.2	438	+3%	50
Gisborne	\$658,486	4.6	10.5	-1.5	-0.4	60	+60%	48
Hawke's Bay	\$686,537	3.0	-1.0	-1.5	-0.4	193	+11%	43
Manawatu-Whanganui	\$546,969	-1.1	2.1	0.0	0.2	328	+11%	42
Taranaki	\$605,364	-2.1	-4.1	2.2	-0.8	172	+12%	42
Wellington	\$760,089	-3.3	-1.8	-2.8	-1.4	600	-4%	50
Tasman, Nelson & Marlborough	\$716,079	-2.4	-0.6			227	-3%	43
Canterbury	\$701,235	1.3	2.2	2.5	0.7	1,242	+5%	38
Otago	\$691,669	-1.3	-1.9	1.9	0.7	410	+2%	45
West Coast	\$460,603	17.4	12.7	0.2	0.1	46	-4%	51
Southland	\$492,243	1.9	-0.8	7.5	2.2	164	+10%	33
New Zealand	\$771,533	-1.2	-0.3	0.4	-0.4	6,790	+4%	45

Mortgage Borrowing Strategy

This is not financial advice about any product or service. The opinions and research contained in this document are provided for information only, are intended to be general in nature and do not take into account your financial situation or goals. Please refer to the Important Notice.

Summary

Floating mortgage rates are lower this month following the RBNZ's 25bp OCR reduction at the November MPS, but average fixed rates are unchanged. While that may sound odd, it is because 2-5-year wholesale rates rose following the OCR cut as markets took onboard the RBNZ's message that the further OCR cuts are unlikely. Having taken inspiration from the age-old adage that what goes up must come down (and in this case vice versa), that has left markets pondering when the RBNZ will start hiking. We think it is far too soon to say that with any confidence. For the record, we have hikes pencilled into our forecasts from early 2027. But the key point for now is that wholesale rates have stopped falling. Competition is clearly hotting up, with banks offering cash incentives to switch and that will be welcome news to borrowers. But when it comes to which term to select, our broad thinking remains as it was a month ago: we believe mortgage rates are likely at or near their lows, and that it is thus worth considering longer terms. With very little separating rates spanning from 1-5 years, borrowers with differing levels of risk appetite should be able to find a term that satisfies their own cost/certainty trade-off sensitivities. Fixing for 5 years may suit some borrowers, but it may be too long for others, for whom 2-3 years might be the happy middle ground. But there are always risks - some of which could see rates renew their march lower against our expectation – so as always, we think it makes sense to consider spreading rollover risk over several terms.

Thoughts and views

Floating rates have followed the OCR lower, but when we surveyed the five major banks, there were no changes to average fixed rates compared to last month. While that may surprise some readers given that the RBNZ has just cut the OCR by 25bp, wholesale interest rates actually rose in the days that followed and are now up a fair way since they bottomed out about 10 days after the RBNZ's outsized 50bp cut in October. We note, for example, that the 2-year wholesale ("swap") rate was at 2.63% before the RBNZ's 50bp cut in October, and within days it had fallen to a low of 2.44%. But it was back up at 2.59% just before the November OCR cut (two days before we wrote this) and is now back at 2.82%. It has been this sequencing that drove mortgage rates lower over October but has prevented them from falling in recent days.

Looking ahead, we think a period of 'muddling through' lies in wait for interest rates. Markets are prone to jumping on the next cycle, and having heard the RBNZ's message that further OCR cuts are unlikely, traders are already starting to think about when we may see hikes. That will drive volatility. We agree cuts are done, but we think it will be a while before we see any actual hikes, so we don't think mortgage rates will suddenly start rising. Rather, our projections (which are based on where we see wholesale

rates going) have mortgage rates rising only gradually over 2026 (see page 12). In practice, they could rise more slowly or more quickly than we are forecasting, depending on how the broader economy and inflation evolve.

Our broad thoughts are thus the same as they were a month ago: mortgage rates are at or near their lows, and it is therefore worth considering fixing for longer. We can't rule out further downside, but there are risks on both sides for wholesale rates. As an additional factor, competition between banks has been intensifying, and that may also play a meaningful role in determining where mortgage rates go over the summer.

Looking at the rates currently on offer, the one thing that leaps out is that there isn't much separating rates from 1-5 years, and even less separating 1-3 year rates. The 6month rate is also low, but as our breakevens (see next page) show, that would only work out cheaper than 1-year if the 6-month rate falls by 0.6% to 4.19% over the next 6 months, and that seems unlikely if the RBNZ doesn't cut the OCR again. As such, we'd be considering 1-5 year rates, and given how closely bunched they are, most people should be able to find a term (or combination of terms) that balances their individual cost/certainty tradeoff. If we are at the bottom of the cycle, 18-month and 2year look good compared to 1-year, and 3-years isn't much higher, and rates in that vicinity likely offer a happy middle ground. The 5-year is more expensive, but it offers more certainty, and as always, we think it makes sense to consider spreading rollover risk over several terms.

Figure 1. Carded special mortgage rates*

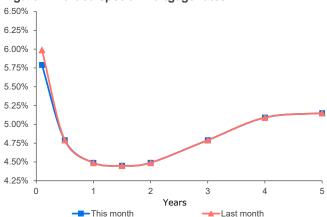


Table 1. Carded special mortgage rates*

Term	Current	Last month
Floating	5.79%	5.99%
6 months	4.79%	4.79%
1 year	4.49%	4.49%
18 months	4.45%	4.45%
2 years	4.49%	4.49%
3 years	4.79%	4.79%
4 years	5.09%	5.09%
5 years	5.15%	5.15%

Sources (figure 1 and table 1): interest.co.nz, ANZ Research

^{*}Median of the five largest banks

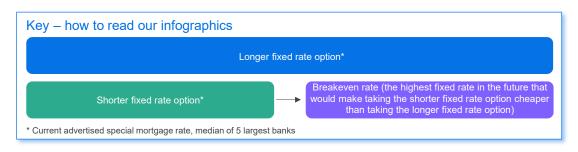
Breakevens

Table 1. Special mortgage rates and breakevens*^

Breakevens for 20%+ equity borrowers											
Term	Current	in 6mths	in 1yr	in 18mths	in 2 yrs	in 3 yrs	in 4 yrs				
Floating	5.79%	3.19%									
6 months	4.79%	4.19%	4.37%	4.61%							
1 year	4.49%	4.28%	4.49%	4.93%	5.39%	5.99%	5.39%				
18 months	4.45%	4.39%		5.13%							
2 years	4.49%	4.60%	4.94%	5.31%	5.69%	5.69%					
3 years	4.79%	4.97%	5.29%	5.46%	5.59%						
4 years	5.09%	5.16%	5.32%								
5 years	5.15% *Median of the five largest banks										

Source: interest.co.nz, ANZ Research

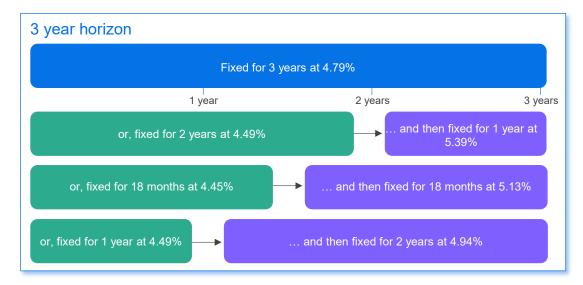
[^] Floating rate breakeven assumes floating rate won't change. If it falls, the breakeven will be higher; if it rises, the breakeven will be lower.

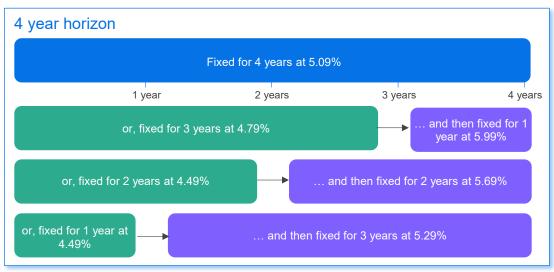


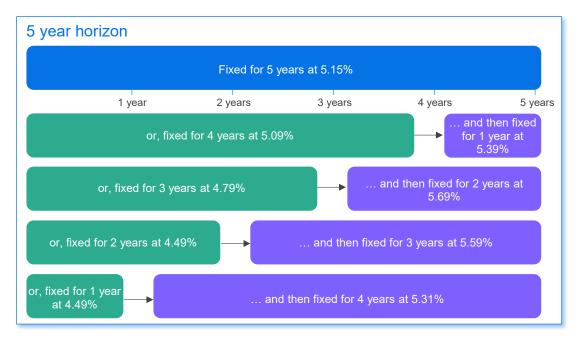




Breakevens







Source: interest.co.nz, ANZ Research calculations

Key forecasts

Weekly mortgage repayments table (based on 30-year term)

	Mortgage Rate (%)														
		4.00	4.25	4.50	4.75	5.00	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25
	200	220	227	234	241	248	255	262	269	277	284	292	299	307	315
	250	275	284	292	301	309	318	327	336	346	355	364	374	384	393
	300	330	340	351	361	371	382	393	404	415	426	437	449	460	472
	350	385	397	409	421	433	446	458	471	484	497	510	524	537	551
	400	440	454	467	481	495	509	524	538	553	568	583	598	614	629
0	450	495	511	526	541	557	573	589	606	622	639	656	673	690	708
(000\$)	500	550	567	584	601	619	637	655	673	691	710	729	748	767	787
Size	550	606	624	643	662	681	700	720	740	760	781	802	823	844	865
	600	661	681	701	722	743	764	786	807	830	852	875	897	921	944
Mortgage	650	716	737	760	782	805	828	851	875	899	923	947	972	997	1,023
Mo	700	771	794	818	842	867	891	917	942	968	994	1,020	1,047	1,074	1,101
	750	826	851	876	902	928	955	982	1,009	1,037	1,065	1,093	1,122	1,151	1,180
	800	881	908	935	962	990	1,019	1,048	1,077	1,106	1,136	1,166	1,197	1,227	1,259
	850	936	964	993	1,023	1,052	1,082	1,113	1,144	1,175	1,207	1,239	1,271	1,304	1,337
	900	991	1,021	1,052	1,083	1,114	1,146	1,178	1,211	1,244	1,278	1,312	1,346	1,381	1,416
	950	1,046	1,078	1,110	1,143	1,176	1,210	1,244	1,278	1,313	1,349	1,385	1,421	1,458	1,495
	1000	1,101	1,134	1,168	1,203	1,238	1,273	1,309	1,346	1,383	1,420	1,458	1,496	1,534	1,573

Mortgage rate projections (historic rates are special rates; projections based on ANZ's wholesale rate forecasts)

		Actual		Projections							
	Jun-25	Sep-25	Current	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26	Mar-27	Jun-27	
Floating Mortgage Rate	6.8	6.6	5.8	6.0	6.0	6.0	6.0	6.0	6.2	6.7	
1-Yr Fixed Mortgage Rate	4.9	4.7	4.5	4.4	4.5	4.7	4.9	5.1	5.2	5.2	
2-Yr Fixed Mortgage Rate	4.9	4.7	4.5	4.4	4.6	4.8	4.9	5.0	5.1	5.1	
3-Yr Fixed Mortgage Rate	5.1	5.0	4.8	4.7	4.8	4.9	5.1	5.1	5.2	5.2	
5-Yr Fixed Mortgage Rate	5.6	5.5	5.2	5.2	5.2	5.3	5.4	5.5	5.6	5.6	

Source: RBNZ, ANZ Research

Wholesale interest rate forecasts

		Actual		Forecasts						
	Jun-25	Sep-25	Current	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26	Mar-27	Jun-27
Official Cash Rate	3.25	3.00	2.25	2.25	2.25	2.25	2.25	2.25	2.50	3.00
90-Day Bank Bill Rate	3.29	2.80	2.44	2.33	2.30	2.30	2.30	2.57	3.07	3.15
NZ 2-yr swap	3.19	2.63	2.79	2.50	2.65	2.85	3.00	3.10	3.21	3.23
10-Year Bond	4.54	4.19	4.23	4.20	4.20	4.20	4.30	4.40	4.40	4.40

Economic forecasts

		Actual		Forecasts							
	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26	Mar-27	
GDP (Annual % Chg)	-1.4	-0.6	-0.6	0.9	1.4	1.2	2.9	3.1	2.9	2.8	
CPI Inflation (Annual % Chg)	2.2	2.5	2.7	3.0(a)	2.9	2.2	2.1	1.8	1.8	1.9	
Unemployment Rate (%)	5.1	5.1	5.2	5.3(a)	5.2	5.0	4.8	4.6	4.5	4.3	
House Prices (Quarter % Chg)	-0.2	0.4	0.6	-0.5(a)	0.2	0.6	1.4	1.6	1.3	1.1	
House Prices (Annual % Chg)	-1.0	-1.1	0.1	0.3(a)	0.7	0.9	1.7	3.9	5.0	5.5	

Source: RBNZ, Statistics NZ, REINZ, Bloomberg, ANZ Research

Meet the team

We welcome your questions and feedback. Click here for more information about our team.



Sharon Zollner
Chief Economist, New Zealand
Telephone: +64 9 357 4094
Email: sharon.zollner@anz.com



Update your subscription www.research.anz.com



David Croy Senior Strategist

Market developments, interest rates, FX, unconventional monetary policy, liaison with market participants.

Telephone: +64 4 576 1022 Email: <u>david.croy@anz.com</u>



Matthew Dilly Agricultural Economist

Primary industry developments and outlook, structural change and regulation, liaison with industry.

Telephone: +64 21 221 6939 Email: matthew.dilly@anz.com



Miles Workman Senior Economist

Macroeconomic forecast co-ordinator, economic developments, labour market dynamics, inflation, fiscal and monetary policy.

Telephone: +64 21 661 792 Email: miles.workman@anz.com



Matthew Galt Senior Economist

Macroeconomic forecasting, economic developments, GDP, housing and credit dynamics.

Telephone: +64 21 633 469 Email: matthew.galt@anz.com



Natalie Denne PA / Desktop Publisher

Business management, general enquiries, mailing lists, publications, chief economist's diary.

Telephone: +64 21 221 7438 Email: natalie.denne@anz.com

Important Notice

Last updated: 18 June 2025

The opinions and research contained in this document (in the form of text, image, video or audio) are (a) not personal financial advice nor financial advice about any product or service; (b) provided for information only; and (c) general in nature and do not take into account your financial situation or goals.

This document may be restricted by law in certain jurisdictions. Recipients must observe all relevant restrictions.

Disclaimer for all jurisdictions: This document is prepared by ANZ Bank New Zealand Limited (ANZ Centre, 23-29 Albert Street, Auckland 1010, New Zealand). This document is distributed in your country/region by Australia and New Zealand Banking Group Limited (ABN11 005 357 522) (ANZ), a company incorporated in Australia or (if otherwise stated), by its subsidiary or branch (herein collectively referred to as **ANZ Group**). The views expressed in it are those of ANZ Economics and Markets Research, an independent research team of ANZ Bank New Zealand Limited.

This document is distributed on the basis that it is only for the information of the specified recipient or permitted user of the relevant website (recipients).

This document is solely for informational purposes and nothing in it is intended to be an invitation, solicitation or offer by ANZ Group to sell, or buy, receive or provide any product or service, or to participate in a particular trading strategy.

Distribution of this document to you is only as may be permissible by the laws of your jurisdiction, and is not directed to or intended for distribution or use by recipients resident or located in jurisdictions where its use or distribution would be contrary to those laws or regulations, or in jurisdictions where ANZ Group would be subject to additional licensing or registration requirements. Further, any products and services mentioned in this document may not be available in all countries.

ANZ Group in no way provides any personal financial, legal, taxation or investment advice to you in connection with any product or service discussed in this document. Before making any investment decision, recipients should seek independent financial, legal, tax and other relevant advice having regard to their particular circumstances.

Whilst care has been taken in the preparation of this document and the information contained within is believed to be accurate and made on reasonable grounds on the date it was published, ANZ Group does not represent or warrant the accuracy or completeness of the information. Further, ANZ Group does not accept any responsibility to inform you of any matter that subsequently comes to its notice, which may affect the accuracy of the information in this document.

This document may contain forward looking statements or opinions including statements regarding our intent, belief or current expectations regarding economic and market conditions, financial instruments and credit markets. Words such as 'forecast', 'anticipate', 'likely', 'unlikely', 'believe', 'expect', 'may', 'probability', 'risk', 'will', 'seek', 'would', 'could', 'should' and similar expressions, are intended to identify forward-looking statements or opinions. Such statements are usually predictive in character, subject to assumptions that may prove inaccurate or unknown risks and uncertainties, and should not be relied upon when making investment decisions. Past performance is not a reliable indicator of future performance. ANZ does not accept any responsibility to inform you of any revisions to these forward-looking statements to reflect events or circumstances occurring after the date of this document.

Preparation of this document and the opinions expressed in it may involve material elements of subjective judgement and analysis. Unless specifically stated otherwise: they are current on the date of this document and are subject to change without notice; and, all price information is indicative only. Any opinions expressed in this document are subject to change at any time without notice.

This document may contain climate-related statements, such as climate-related risks and opportunities, goals and ambitions, scenarios and projections. Where present, such content is subject to significant uncertainty and risk, and may ultimately prove to be incorrect, inaccurate or incomplete.

ANZ Group does not guarantee the performance of any product mentioned in this document. All investments entail a risk and may result in both profits and losses. Any products and services described in this document may not be suitable for all investors, and transacting in these products or services may be considered risky.

ANZ Group expressly disclaims any responsibility and shall not be liable for any loss, damage, claim, liability, proceedings, cost or expense (Liability) arising directly or indirectly and whether in tort (including negligence), contract, equity or otherwise (including infringement of any third party rights) out of or in connection with this document and your use of it to the extent permissible under relevant law. The contents of this document have not been reviewed by any regulatory body or authority in any jurisdiction.

ANZ Group may have an interest in the subject matter of this document. They may receive fees from customers for dealing in any products or services described in this document, and their staff and introducers of business may share in such fees or remuneration that may be influenced by total sales, at all times received and/or apportioned in accordance with local regulatory requirements. Further, they or their customers may have or have had interests or long or short positions in any products or services described in this document, and may at any time make purchases and/or sales in them as principal or agent, as well as act (or have acted) as a market maker in such products. This document is published in accordance with ANZ Group's policies on conflicts of interest and ANZ Group maintains appropriate information barriers to control the flow of information between businesses within the group.

Your ANZ Group point of contact can assist with any questions about this document including for further information on these disclosures of interest.

Australia. ANZ holds an Australian Financial Services licence no. 234527. For a copy of ANZ's Financial Services Guide please <u>click here</u> or request from your ANZ point of contact.

Brazil. This document is distributed on a cross border basis and only following request by the recipient. No securities are being offered or sold in Brazil under this document, and no securities have been and will not be registered with the Securities Commission - CVM.

Brunei, Japan, Kuwait, Malaysia, Switzerland, Taiwan. This document is distributed in each of these jurisdictions by ANZ on a cross-border basis.

Cambodia. The information contained in this document is confidential and is provided solely for your use upon your request. This does not constitute or form part of an offer or solicitation of any offer to engage services, nor should it or any part of it form the basis of, or be relied in any connection with, any contract or commitment whatsoever. ANZ does not have a licence to undertake banking operations or securities business or similar business, in Cambodia. By requesting financial services from ANZ, you agree, represent and warrant that you are engaging our services wholly outside of Cambodia and subject to the laws of the contract governing the terms of our engagement.

Canada. This document is provided for general information purposes only. It is intended solely for use by institutional or otherwise sophisticated clients and prospective clients, and is not intended for retail investors or the general public. It is not tailored to the needs and circumstances of any recipient, nor is it intended as an offer or solicitation to purchase or sell any security or financial instrument or to employ any specific investment strategy. If you are not an institutional client, prospective institutional client, or a permitted client (as defined under Canadian securities law), you should not rely on or act upon the information contained herein.

Chile. You understand and agree that ANZ is not regulated by Chilean Authorities and that the provision of this document is not subject to any Chilean supervision and is not guaranteed by any regulatory or governmental agency in Chile.

Fiji. For Fiji regulatory purposes, this document and any views and recommendations are not to be deemed as investment advice. Fiji investors must seek licensed professional advice should they wish to make any investment in relation to this document.

Hong Kong. This document is issued or distributed in Hong Kong by the Hong Kong branch of ANZ, which is registered at the Hong Kong Monetary Authority to conduct Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate finance) regulated activities. The contents of this document have not been reviewed by any regulatory authority in Hong Kong. If you are in any doubt about any of the contents of this document, you should obtain independent professional advice.

India. If this document is received in India, only you (the specified recipient) may print it provided that before doing so, you specify on it your name and place of printing.

Israel. ANZ is not a holder of a licence granted in Israel pursuant to the Regulation of Investment Advising, Investment Marketing and Portfolio Management Law, 1995 ("Investment Advice Law") and does not hold the insurance coverage required of a licensee pursuant to the Investment Advice Law. This publication has been prepared exclusively for Qualified Clients as such term is defined in the First Schedule to the Investment Advice Law. As a prerequisite to the receipt of a copy of this publication a recipient will be required to provide confirmation and evidence that it is a Qualified Client. Nothing in this publication should be considered Investment Advice or Investment Marketing as defined in the Investment Advice Law. Recipients are encouraged to seek competent investment advice from a locally licensed investment adviser prior to making any investment.

Macau. Click here to read the disclaimer for all jurisdictions in Mandarin. 澳门. 点击此处阅读所有司法管辖区的免责声明的中文版。

Myanmar. This document is intended to be general and part of ANZ's customer service and marketing activities when implementing its functions as a licensed bank. This document is not Securities Investment Advice (as that term is defined in the Myanmar Securities Transaction Law 2013).

New Zealand. This document is distributed in New Zealand by ANZ Bank New Zealand Limited. The material is for information purposes only and is not financial advice about any product or service. We recommend you seek advice about your financial situation and goals before acquiring or disposing of (or not acquiring or disposing of) a financial product.

Oman. ANZ neither has a registered business presence nor a representative office in Oman and does not undertake banking business or provide financial services in Oman. Consequently, ANZ is not regulated by either the Central Bank of Oman (CBO) or Oman's Capital Market Authority (CMA). The information contained in this document is for discussion purposes only and neither constitutes an offer of securities in Oman as contemplated by the Commercial Companies Law of Oman (Royal Decree 4/74) or the Capital Market Law of Oman (Royal Decree 80/98), nor does it constitute an offer to sell, or the solicitation of any offer to buy non-Omani securities in Oman as contemplated by Article 139 of the Executive Regulations to the Capital Market Law (issued vide CMA Decision 1/2009). ANZ does not solicit business in Oman and the only circumstances in which ANZ sends information or material describing financial products or financial services to recipients in Oman, is where such information or material has been requested from ANZ and the recipient understands, acknowledges and agrees that this document has not been approved by the CBO, the CMA or any other regulatory body or authority in Oman. ANZ does not market, offer, sell or distribute any financial or investment products or services in Oman and no subscription to any securities, products or financial services may or will be consummated within Oman. Nothing contained in this document is intended to constitute Omani investment, legal, tax, accounting or other professional advice.

People's Republic of China (PRC). This document may be distributed by either ANZ or Australia and New Zealand Bank (China) Company Limited (ANZ China). Recipients must comply with all applicable laws and regulations of PRC, including any prohibitions on speculative transactions and CNY/CNH arbitrage trading. If this document is distributed by ANZ or an Affiliate (other than ANZ China), the following statement and the text below is applicable: No action has been taken by ANZ or any affiliate which would permit a public offering of any products or services of such an entity or distribution or re-distribution of this document in the PRC. So, the products and services of such entities are not being offered or sold within the PRC by means of this document or any other document. This document may not be distributed, re-distributed or published in the PRC, except under circumstances that will result in compliance with any applicable laws and regulations. If and when the material accompanying this document relates to the products and/or services of ANZ China, the following statement and the text below is applicable: This document is distributed by ANZ China in

Peru. The information contained in this document has not been, and will not be, registered with or approved by the Peruvian Superintendency of the Securities Market (Superintendencia del Mercado de Valores, **SMV**) or the Lima Stock Exchange (Bolsa de Valores de Lima, **BVL**) or under the Peruvian Securities Market Law (Legislative Decree 6 861), and will not be subject to Peruvian laws applicable to public offerings in Peru. To the extent this information refers to any securities or interests, it should be noted the securities or interests may not be offered or sold in Peru, except if (i) such securities or interests were previously registered with the Peruvian Superintendency of the Securities Market, or (ii) such offering is considered a private offering in Peru under the securities laws and regulation of Peru.

Qatar. This document has not been, and will not be:

- lodged or registered with, or reviewed or approved by, the Qatar Central Bank (QCB), the Qatar Financial Centre (QFC) Authority, QFC Regulatory Authority or any other authority in the State of Qatar (Qatar); or
- authorised or licensed for distribution in Qatar, and the information contained in this document does not, and is not intended to, constitute a
 public offer or other invitation in respect of securities in Qatar or the QFC.

The financial products or services described in this document have not been, and will not be:

- registered with the QCB, QFC Authority, QFC Regulatory Authority or any other governmental authority in Qatar; or
- authorised or licensed for offering, marketing, issue or sale, directly or indirectly, in Qatar.

Accordingly, the financial products or services described in this document are not being, and will not be, offered, issued or sold in Qatar, and this document is not being, and will not be, distributed in Qatar. The offering, marketing, issue and sale of the financial products or services described in this document and distribution of this document is being made in, and is subject to the laws, regulations and rules of, jurisdictions outside of Qatar and the QFC. Recipients of this document must abide by this restriction and not distribute this document in breach of this restriction. This document is being sent/issued to a limited number of institutional and/or sophisticated investors (i) upon their request and confirmation that they understand the statements above; and (ii) on the condition that it will not be provided to any person other than the original recipient, and is not for general circulation and may not be reproduced or used for any other purpose.

Singapore. To the extent that this document contains any statements of opinion and/or recommendations related to an investment product or class of investment product (as defined in the Financial Advisers Act 2001), this document is distributed in Singapore by ANZ solely for the information of "accredited investors", "expert investors" or (as the case may be) "institutional investors" (each term as defined in the Securities and Futures Act 2001 of Singapore). ANZ is licensed in Singapore under the Banking Act 1970 of Singapore and is exempted from holding a financial adviser's licence under Section 23(1)(a) of the Financial Advisers Act 2001 of Singapore. In respect of any matters arising from, or in connection with, the distribution of this document in Singapore, please speak to your usual ANZ contact in Singapore.

United Arab Emirates (UAE). This document is distributed in the UAE or the Dubai International Financial Centre (DIFC) (as applicable) by ANZ. This document does not, and is not intended to constitute: (a) an offer of securities anywhere in the UAE; (b) the carrying on or engagement in banking, financial and/or investment consultation business in the UAE under the rules and regulations made by the Central Bank of the UAE, the Emirates Securities and Commodities Authority or the UAE Ministry of Economy; (c) an offer of securities within the meaning of the Dubai International Financial Centre Markets Law (DIFCML) No. 12 of 2004; and (d) a financial promotion, as defined under the DIFCML No. 1 of 200. ANZ DIFC Branch is regulated by the Dubai Financial Services Authority (DFSA). The financial products or services described in this document are only available to persons who qualify as "Professional Clients" or "Market Counterparty" in accordance with the provisions of the DFSA rules.

United Kingdom. This document is distributed in the United Kingdom by Australia and New Zealand Banking Group Limited (ANZ) solely for the information of persons who would come within the Financial Conduct Authority (FCA) definition of "eligible counterparty" or "professional client". It is not intended for and must not be distributed to any person who would come within the FCA definition of "retail client". Nothing here excludes or restricts any duty or liability to a customer which ANZ may have under the UK Financial Services and Markets Act 2000 or under the regulatory system as defined in the Rules of the Prudential Regulation Authority (PRA) and the FCA. ANZ considers this document to constitute an Acceptable Minor Non-Monetary Benefits (AMNMB) under the relevant inducement rules of the FCA. ANZ is authorised in the United Kingdom by the PRA and is subject to regulation by the FCA and limited regulation by the PRA. Details about the extent of our regulation by the PRA are available from us on request.

United States. Except where this is a FX-related document, this document is distributed in the United States by ANZ Securities, Inc. (ANZ SI) which is a member of the Financial Regulatory Authority (FINRA) (www.finra.org) and registered with the SEC. ANZSI's address is 277 Park Avenue, 31st Floor, New York, NY 10172, USA (Tel: +1 212 801 9160 Fax: +1 212 801 9163). ANZSI accepts responsibility for its content. Information on any securities referred to in this document may be obtained from ANZSI upon request. This document or material is intended for institutional use only – not retail. If you are an institutional customer wishing to effect transactions in any securities referred to in this document you must contact ANZSI, not its affiliates. ANZSI is authorised as a broker-dealer only for institutional customers, not for US Persons (as "US person" is defined in Regulation S under the US Securities Act of 1933, as amended) who are individuals. If you have registered to use our website or have otherwise received this document and are a US Person who is an individual: to avoid loss, you should cease to use our website by unsubscribing or should notify the sender and you should not act on the contents of this document in any way. Non-U.S. analysts may not be associated persons of ANZSI and therefore may not be subject to FINRA Rule 2242 restrictions on communications with the subject company, public appearances and trading securities held by the analysts. Where this is a FX-related document, it is distributed in the United States by ANZ's New York Branch, which is also located at 277 Park Avenue, 31st Floor, New York, NY 10172, USA (Tel: +1 212 801 916 0 Fax: +1 212 801 9163).

Vietnam. This document is distributed in Vietnam by ANZ or ANZ Bank (Vietnam) Limited, a subsidiary of ANZ.