



New Zealand Property Focus

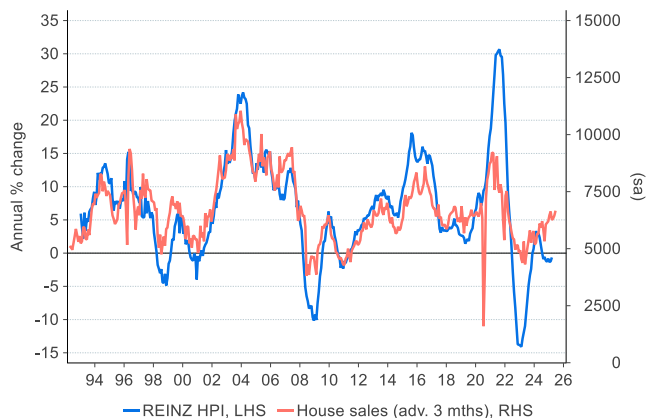
A quick look over the
neighbour's fence

April 2025

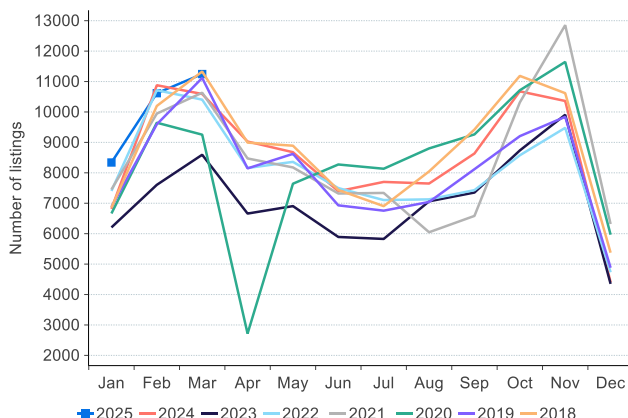


At a glance

Sales volumes lifted in both February and March...



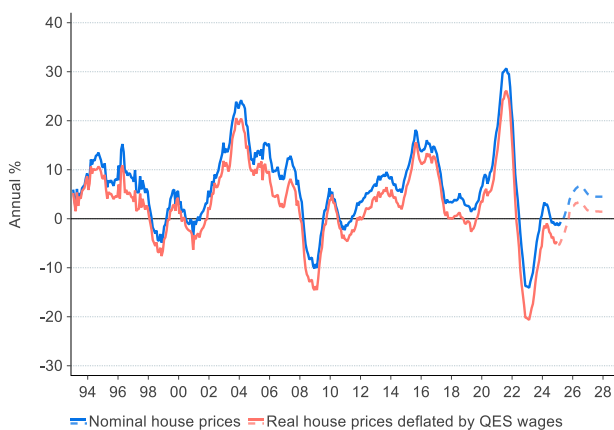
... but the flow of new listings and market inventory remained strong...



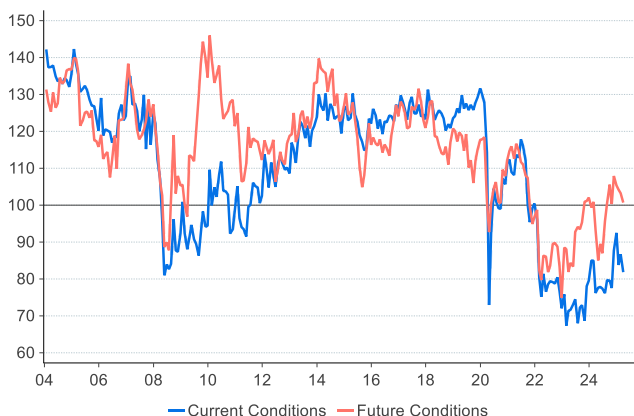
...which will keep house price growth restrained in the near term.



We have revised down forecast 2025 house price growth from 6.0% to 4.5%.



Consumers remain in a cautious mood...



...and we now expect the RBNZ to deliver 50bp more easing, OCR: 2.5%.



Source: RBNZ, Macrobond, ANZ Research

Source: REINZ, realestate.co.nz, Stats NZ, ANZ-Roy Morgan, Macrobond, ANZ Research

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Confused by acronyms or jargon? See a glossary [here](#).

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Publication date: 30 April 2025

Summary

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

Property Focus

The housing market continues to gradually get back into gear. House sales rose 3.4% in March, with house prices eking another tiny monthly gain. However, the strong flow of new listings onto the market continued, meaning buyers still have plenty of choice. Prices will start to lift more meaningfully once the excess inventory has been worked through, and that will take time. We still expect more meaningful lifts in house prices in the second half of the year, but are now forecasting a lift of 4.5% rather than 6%. Given some recent tepid domestic data and headwinds to confidence from global ructions, we now expect the RBNZ to deliver two extra 25bp cuts, taking the OCR to a low of 2.5% for a time. That will underpin housing market momentum further out. See our [Property Focus](#) section.

Feature Article: A quick look over the neighbour's fence

Australia's residential property market generally couldn't match New Zealand's COVID-era boom, but with the exception of Melbourne, it has more than made up for it in recent years. While Australian house prices have grown steadily since early 2023, New Zealand's have stagnated, reflective of the broader economic performance. We are forecasting house prices to increase 4.5% this year and 5.5% next in New Zealand, while in Australia ANZ is forecasting just 0.9% growth this year and 3.8% next, with the New Zealand market supported by the RBNZ taking its policy rate down to 2.5%, while our Australian colleagues are forecasting the RBA to stop at 3.35%. See our [Feature Article](#).

Mortgage Borrowing Strategy

Mortgage rates are generally either lower or unchanged this month, with the small rise in the average 3-year rate in table 1 reflective of specials expiring rather than a change in direction. Looking ahead, with another 100bp of OCR cuts now expected (we revised our forecasts earlier this month), we expect further falls in mortgage rates, led lower by wholesale rates. However, as we have written about for much of the year, as financial markets are also banking on further OCR cuts, market interest rates have already come down a long way. While we do expect further downside, the bulk of the fall in mortgage rates is likely behind us, barring any major surprises. Take the 1-year fixed rate, for example; while our projections (based on our wholesale interest rate forecasts) have that falling to around 4.6%, at 4.99% right now, it is already around 2.3%pt below its late-2023 peak of 7.3%. The focus for many homeowners over coming months is thus likely to be on when to extend term, knowing that once the RBNZ finishes easing, financial markets will inevitably start to ask when the OCR might rise again as the economy responds to stimulus. For those who need to fix today, it's hard to look past the 2yr rate, which is already close to where we see it bottoming out. But if you have the luxury of waiting a little longer, it could make sense to hear what the RBNZ has to say in late May and make a plan after that, as it may signal an appetite for deeper cuts, or even deliver a bigger cut if things deteriorate between now and then. See our [Mortgage Borrowing Strategy](#).

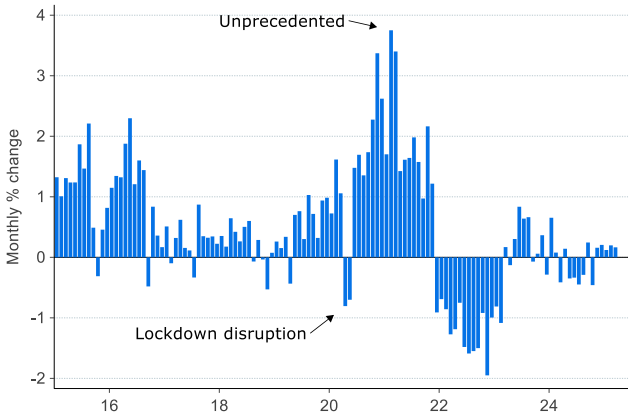
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Inching higher

March's REINZ housing market data showed house prices edging higher. The last five monthly price changes may have been an unimpressive 0.2%, 0.2%, 0.1%, 0.2% and 0.2%, but you can't argue with the fact there's some consistency there, and five months of consecutive lifts, albeit small, is definitely a positive change in tone. The REINZ House Price Index is still down 0.6% y/y (sa), but it's up around 0.9% since October.

Figure 1. REINZ House Price Index



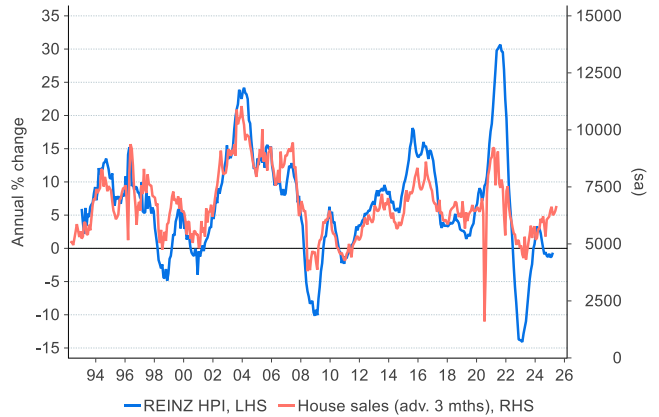
Source: REINZ, Macrobond, ANZ Research

Sales volumes have bounced more impressively, up 3.4% in March (seasonally adjusted), building on a 2.0% lift in February and continuing their recovery from a sharp 5.6% decline in December.

Looking through the monthly volatility, sales volumes continue to trend higher. Sales are typically underreported in the initial month of release, and that was again the case in February, with sales volume growth revised up from an initial read of 0.6% m/m to 2.0% m/m.

However, those looking for resultant meaningful price action are being stymied by the fact that housing supply is also lifting, as those who have been holding off listing their property for sale grab their opportunity. Plenty of choice for buyers mean little upward pressure on prices. Indeed, of late we've seen house sales and house price inflation heading in different directions (figure 2).

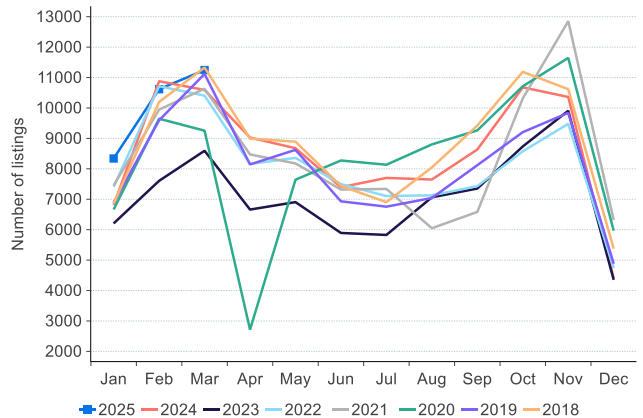
Figure 2. House sales versus house price inflation



Source: REINZ, Macrobond, ANZ Research

We aren't through it yet. March saw another strong flow of new listings coming onto the market.

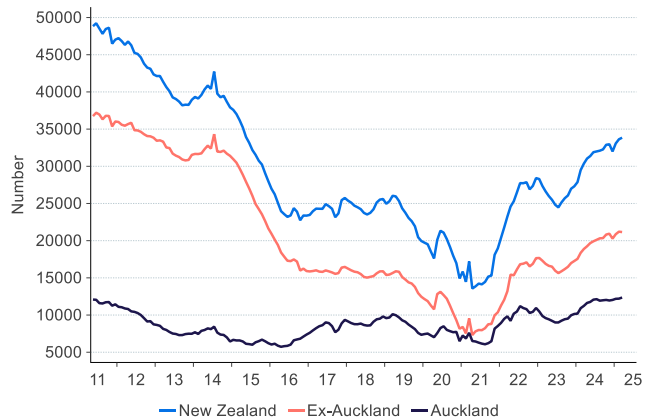
Figure 3. New listings



Source: REINZ, Macrobond, ANZ Research

The total amount of stock on the market lifted another 0.6% in March (seasonally adjusted), and is at the highest level in 10 years. Total housing market stock in Auckland, which is currently at the highest level going back to 2011, lifted another 1.2%, as new listings growth outpaced house sales growth of 1.0% in the region (seasonally adjusted). It's not surprising that sellers have become more realistic with their asking prices in this environment.

Figure 4. Total housing market inventory

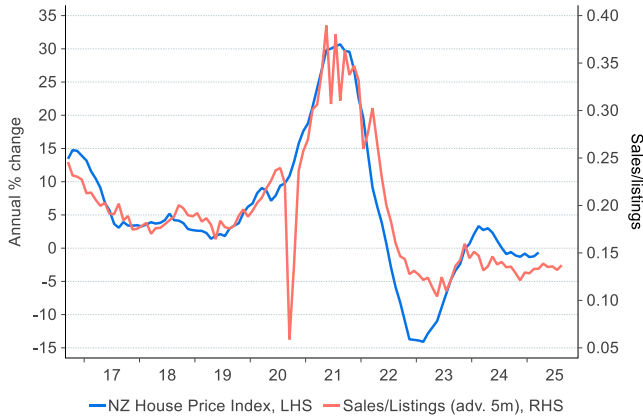


Source: realestate.co.nz, Macrobond, ANZ Research

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The sales-to-listings ratio is a useful indicator of heat in the housing market and tends to give a 3-6 month lead on house price momentum. A decent bounce in sales volumes in March was largely offset by another lift in listings, and the sales-to-listings ratio remains consistent with lacklustre growth in house prices in the near term.

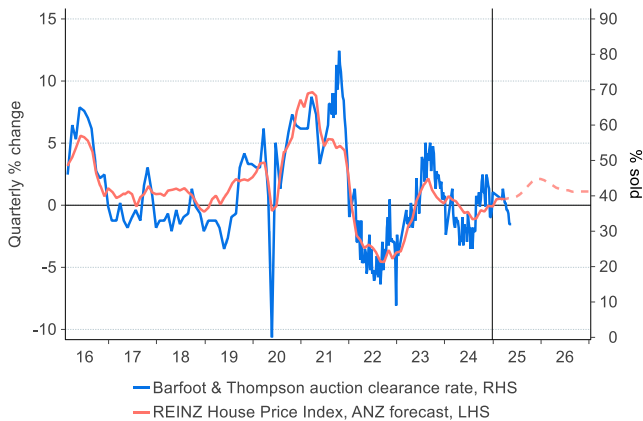
Figure 5. Sales-to-listings ratio



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

The auction clearance rate has also been fairly steady, bouncing around 40% in recent months. That adds to the body of evidence suggesting that the market is tracking sideways for now.

Figure 6. Auction clearance rate vs ANZ House Price forecast



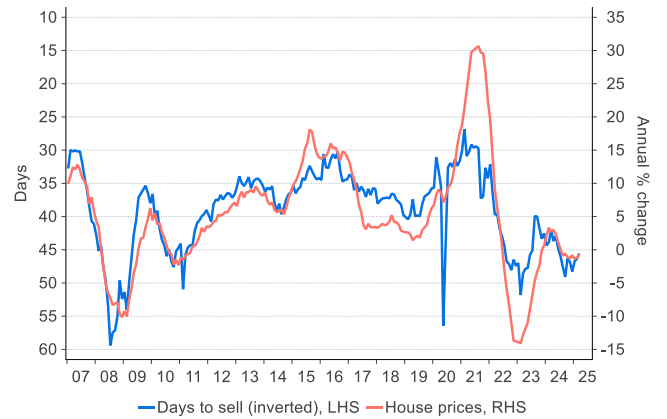
Source: REINZ, Barfoot & Thompson, interest.co.nz, Macrobond, ANZ Research

The median days to sell were steady in March at 46 (sa), still a long way north of the long-run historic average of 39. It's been hovering around that level for several months now. While that's consistent with the housing market having stabilised, we'd need to see median days to sell to begin to fall before one could conclude the market is on a tightening trajectory. That looks unlikely to occur until sales volumes lift more meaningfully and the current backlog of stock on the market starts to clear.

Putting it all together, underlying indicators of the housing market are consistent with stabilisation but certainly are not going anywhere fast. We remain of the view that momentum will begin to accelerate in the second half of

the year, but on 16 April we revised down our forecast for 2025 house price growth from 6.0% to 4.5% y/y.

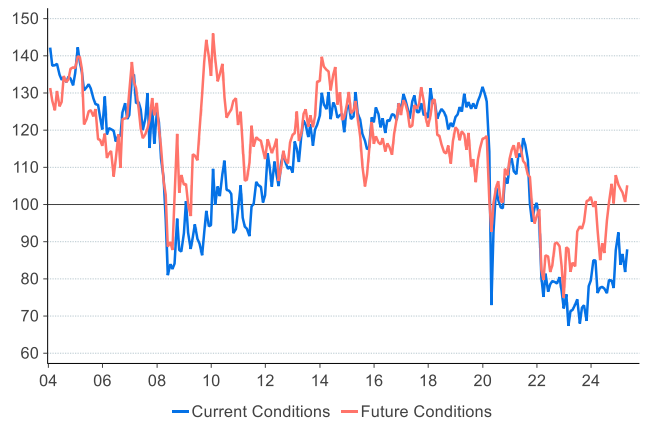
Figure 7. Days to sell vs house prices



Source: REINZ, Macrobond, ANZ Research

Key to our forecast is an assumption of ongoing caution from households in the near term, as reflected in our [Consumer Confidence](#) survey. Consumer confidence bounced back 5 points in April, unwinding its March fall, but the level remains very subdued. It's clearly still tough times out there, despite an improving outlook.

Figure 8. ANZ-RM Consumer Confidence



Source: ANZ-Roy Morgan, Macrobond, ANZ Research

High-frequency indicators of the economy are well off their lows, but it's fair to say some have looked a little flat recently, and the ongoing economic recovery faces strengthening headwinds from global turmoil that seems likely to have a chilling effect on the willingness of both firms and households to take risks. Earlier this month we [updated](#) our forecasts, not just for house prices, but also GDP growth (including both business and residential investment), employment (with the unemployment rate staying at its peak of 5.3% for a bit longer), and [inflation](#).

A soft economic environment for a bit longer isn't the end of the world, but nor is it conducive to household confidence to borrow and invest in the housing market. However, the silver lining for those wishing the housing market well is that it all implies lower interest rates in time. We are now forecasting two more 25bp OCR cuts, ie one at each of the next four RBNZ meetings, taking the OCR

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to a low of 2.5% by October. There it remains for a year or so to give the economy a bit more support to make sure that the recovery (and the medium-term inflation outlook) remains on track, before rising back to neutral (3%), for the sake of argument.

It's important to stress that while the here-and-now remains tough going, the economy is on an improving trajectory. We're coming out of a recession that was deliberately engineered via higher interest rates to break the back of

inflation. It worked. Interest rates have now come down a long way and we are expecting they have a way to go yet, which means we are on track for better times ahead. The global turmoil is an unhelpful headwind, certainly. There is enormous uncertainty about how it will all play out, and how New Zealand – and its housing market – will be affected. But we are far from the centre of the storm and for now, it's a case of “keep calm and carry on.”

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

	Median house price			House price index		Sales		Average days to sell
	Level	Annual % change	3-mth % change	Annual % change	3-mth % change	# of monthly sales	Monthly % change	
Northland	\$665,533	-0.5	2.2	-2.1	-0.3	167	+5%	60
Auckland	\$1,010,922	-3.0	1.7	-0.7	1.0	2,019	+1%	44
Waikato	\$740,660	-1.5	0.1	0.5	0.2	667	+3%	49
Bay of Plenty	\$793,051	0.9	-0.4	-0.7	0.1	386	-8%	52
Gisborne	\$619,133	4.5	0.9	-1.9	0.2	41	0%	50
Hawke's Bay	\$701,471	-3.3	0.5	-1.9	0.2	228	+8%	49
Manawatu-Wanganui	\$528,935	-3.8	-0.3	-1.4	0.4	310	-3%	46
Taranaki	\$596,116	0.0	-0.3	-0.3	1.4	163	0%	40
Wellington	\$778,895	-2.6	0.8	-4.0	-0.3	658	+14%	40
Tasman, Nelson & Marlborough	\$717,824	-1.6	1.3			247	+8%	47
Canterbury	\$681,529	0.1	-0.6	1.0	0.1	1,181	+7%	41
Otago	\$660,285	-8.7	-5.0	0.9	0.4	403	+10%	48
West Coast	\$406,183	12.0	9.2	-0.3	1.3	35	-11%	41
Southland	\$470,235	5.9	-0.1	4.4	1.4	159	-2%	44
New Zealand	\$775,352	-1.5	-0.5	-0.7	0.5	6,665	+3%	46

Feature Article: A quick look over the neighbour's fence

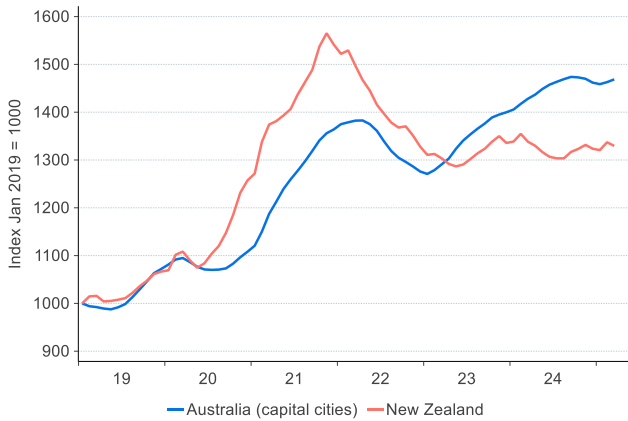
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Australia's residential property market generally couldn't match New Zealand's COVID-era boom, but it has more than made up for it in recent years. While Australian house prices have grown steadily since early 2023, New Zealand's have stagnated, reflective of the broader economic performance. We are forecasting house prices to increase 4.5% this year and 5.5% next in New Zealand, while in Australia ANZ is forecasting just 0.9% growth this year and 3.8% next, with the New Zealand market supported by the RBNZ taking its policy rate down to 2.5%, while our Australian colleagues are forecasting the RBA to stop at 3.35%.

How's it going, mate?

This month, we take a quick look over the ditch to see how the neighbour's property market is going. First up: the big picture. New Zealand had a far larger boom over the COVID period (figure 1). Record-low mortgage rates combined with the (ultimately relatively brief) suspension of the loan-to-value restrictions saw house prices here experience a far larger boom – and subsequent bust – than did the major urban centres in Australia. In terms of the aftermath, while house prices in New Zealand have gone broadly sideways for almost three years, house prices in Australia's capital cities have grown steadily, only flattening out relatively recently, though the last couple of months have seen a renewed lift.

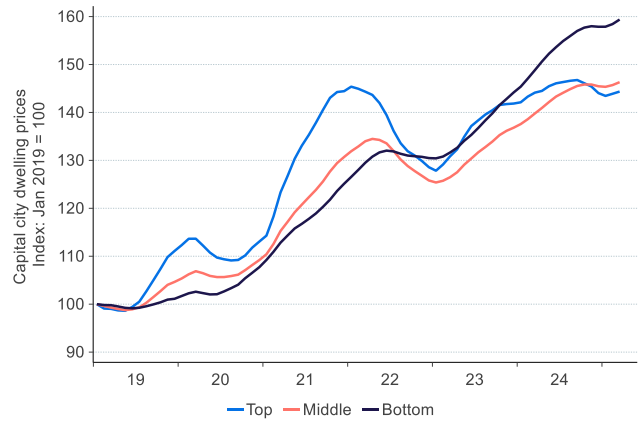
Figure 1. House price indexes: Australia vs NZ



Source: REINZ, CoreLogic, Macrobond, ANZ Research

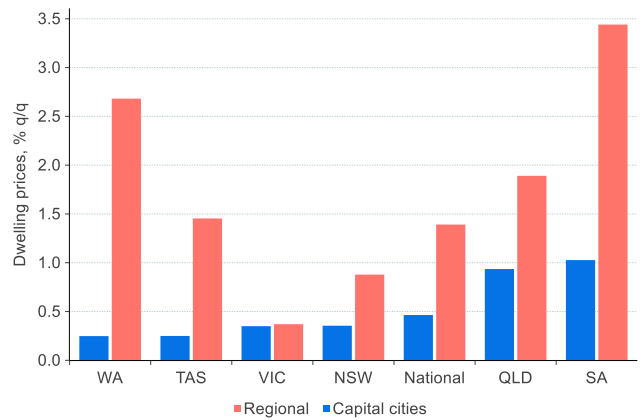
Figure 2 shows that while it was the top end of the market that drove the 2021 boom, the cheaper end led the lift over 2024 as affordability constraints became a bigger driver of market dynamics. This could also be a factor behind the fact that house price growth in the regions has, in every state except Victoria, outpaced that in the capitals (figure 3). In terms of Victoria being an exception, it's almost certainly not coincidence that Melbourne is the one capital city in Australia where house prices have gone nowhere in the past two years, making it relatively more affordable. Affordability has a driver has been evident in the New Zealand market of late also, with Auckland and Wellington underperforming and the best-performing main centre in recent years (Christchurch) also being at the more affordable end.

Figure 2. Capital city dwelling prices by price quartile



Source: CoreLogic, Macrobond, ANZ Research

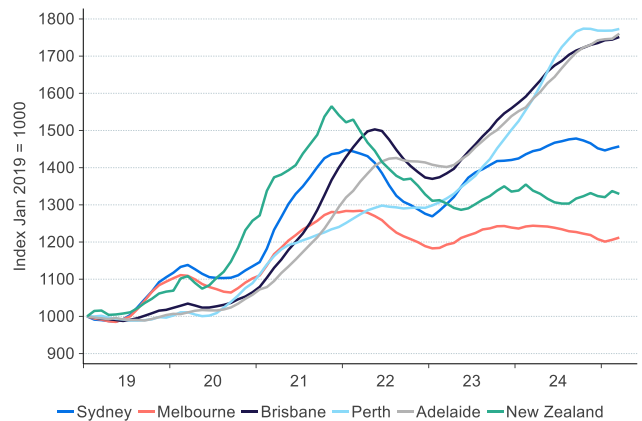
Figure 3. Australia house prices: capital cities vs regions



Source: REINZ, CoreLogic, Macrobond, ANZ Research

The above chart highlights that national averages hide a great deal. So let's dig a little deeper.

Figure 4. House prices: Australian capital cities vs NZ



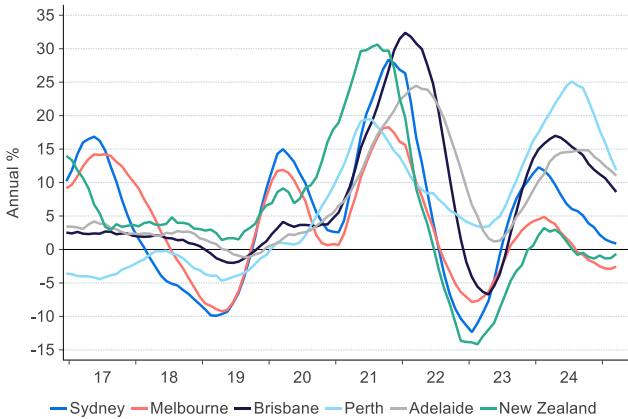
Source: REINZ, CoreLogic, Macrobond, ANZ Research

Figures 4 (above) and 5 (over) show that Sydney and Brisbane came the closest to matching the New Zealand market's enthusiasm over 2021/22, and both also experienced fairly chunky house price falls over 2022 (as did Melbourne, even though it had experienced a much smaller lift). But both Sydney and Brisbane have outpaced New Zealand since – Brisbane spectacularly so. Perth

Feature Article: A quick look over the neighbour's fence

has danced to its own tune: house price inflation peaked at “only” 20% in 2021 and the city missed the 2022 bust entirely, with house prices continuing to grow. In early 2023 Perth house prices took off and the city now has the biggest increase in prices since 2019 though Brisbane and Adelaide are close on their heels.

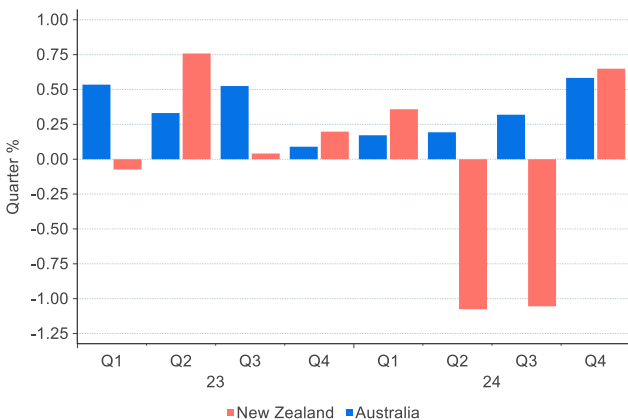
Figure 5. House prices: Australian capital cities vs NZ



Source: REINZ, CoreLogic, Macrobond, ANZ Research

It's not hard to work out why the Australian housing market has outperformed New Zealand's in the past couple of years. The Australian household sector has had a much easier time of it, with the economy growing relatively steadily as opposed to the sharp slowdown New Zealand experienced in the middle of last year as the RBNZ deliberately put the brakes on in order to bring out of control inflation back into the target band. The New Zealand economy went into a deliberate recession, while Australia's as not (figure 6).

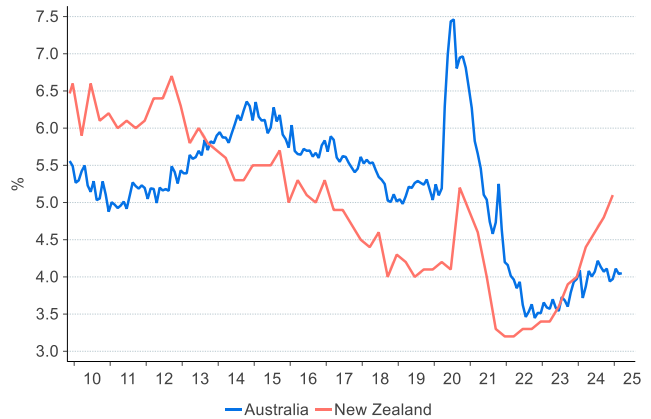
Figure 6. GDP growth: Australia vs NZ



Source: ABS, Stats NZ, Macrobond, ANZ Research

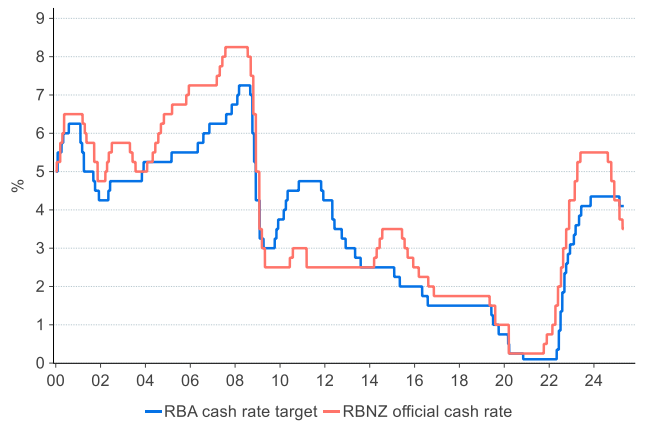
That has led to the New Zealand unemployment rate rising to 5.1%, as opposed to 4.1% in Australia (figure 7). The RBNZ also raised its policy interest rate more aggressively than the Reserve Bank of Australia did (figure 8), undoubtedly contributing to house sales remaining low for longer. That meant that even though new listings coming onto the two markets have shown very similar dynamics, unsold inventory has accumulated in New Zealand in a way it hasn't in Australia (figure 9), keeping all the power on the buyers' side and preventing prices rising.

Figure 7. Unemployment rates: Australia vs NZ



Source: ABS, Stats NZ, Macrobond, ANZ Research

Figure 8. Central bank policy rates



Source: RBA, RBNZ, Macrobond, ANZ Research

Figure 9. New and available housing listings



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

However, our reward for doing the hard yards is coming due: the RBNZ is now cutting with more confidence and speed than the RBA is. We are forecasting the Official Cash Rate to reach 2.5% by October, whereas our colleagues in Australia are forecasting the RBA to cut its policy rate to a trough of 3.35% by August. Accordingly, while we are forecasting New Zealand house prices to lift 4.5% this year and 5.5% next. In contrast, ANZ's house price forecast is for house prices in Australian capital cities to lift just 0.9% this year and 3.8% in 2026.

Mortgage Borrowing Strategy

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Summary

Mortgage rates are generally either lower or unchanged this month, with the small rise in the average 3-year rate in table 1 reflective of specials expiring rather than a change in direction. Looking ahead, with another 100bp of OCR cuts now expected (we revised our forecasts earlier this month), we expect further falls in mortgage rates, led lower by wholesale rates. However, as we have written about for much of the year, as financial markets are also banking on further OCR cuts, market interest rates have already come down a long way. While we do expect further downside, the bulk of the fall in mortgage rates is likely behind us, barring any major surprises. Take the 1-year fixed rate, for example; while our projections (based on our wholesale interest rate forecasts) have that falling to around 4.6%, at 4.99% right now, it is already around 2.3%pt below its late-2023 peak of 7.3%. The focus for many homeowners over coming months is thus likely to be on when to extend term, knowing that once the RBNZ finishes easing, financial markets will inevitably start to ask when the OCR might rise again as the economy responds to stimulus. For those who need to fix today, it's hard to look past the 2yr rate, which is already close to where we see it bottoming out. But if you have the luxury of waiting a little longer, it could make sense to hear what the RBNZ has to say in late May and make a plan after that, as it may signal an appetite for deeper cuts, or even deliver a bigger cut if things deteriorate between now and then.

Thoughts and views

Short-term fixed rates are lower again this month on average, having followed the OCR lower after the RBNZ's second cut of the year. That's likely to be music to the proverbial ears of many homeowners, especially those who have opted to fix for a series of rolling short-term fixes. However, longer-term rates are not lower, having been kept elevated by the lack of downward movement in long-term global rates, which have risen as inflationary fears ripped through US bond markets following tariff announcements. There are obviously a multitude of moving parts but suffice to say that global long-term interest rates have not fallen, and nor have they in New Zealand, despite the lower OCR.

For many homeowners, that likely suggests that the overall quandary of what to do next hasn't really changed that much, especially for anyone looking to lock in for longer as rates move lower. In fact, if anything, for some, the decision to fix for longer might now feel tougher, as doing so now means not fixing for a shorter term at a lower rate, intensifying the commonly seen trade-off of cost versus certainty.

For our part, we are forecasting a lower OCR, and in fact, recently pencilled in two more cuts, taking the OCR to a low of 2.5% by October. That has, in turn, seen us revise down our wholesale interest rate forecasts, and flowing these through our mortgage rate projections means we now see them falling further too. However, these changes need to be put in context: although 1 to 2-year rates are expected to fall another 0.4%pt to 0.2%pt or so respectively, those falls are small in relation to the circa 2.3%pt and 2.0%pt falls seen respectively since the late-2023 highs.

Looking ahead, we do expect the usual cyclical dynamics that typically play out towards the end of rate-cut cycles to manifest, and that is why our projections show fixed rate mortgage rates rising as we head into 2026. We don't anticipate large rises, but as markets look to the economic response following rate cuts into outright stimulatory territory, we do expect wholesale rates to rise a little. As such, we still think the main question many borrowers ought to be asking is when it might be a good time to fix for longer.

While it's worth reiterating that we always see merit in spreading one's risk over a number of terms (the future is, by definition, uncertain, and it's impossible to get things right all the time), if we had to make a decision today, we think it's hard to look past the 2yr. That is already at 4.99% at most banks and we don't see it falling a lot further from here – and as our breakeven table shows, you'd have to be confident of a big fall (from 5.49% to 4.74%) in the 6-month rate for back-to-back 6-month fixed to be cheaper than fixing for 1-year. While the 1-year breakeven in a year's time is the same as the current rate, the question we'd ask there is, how would you feel if the 1-year rate is higher in a year's time, which it could easily be if OCR cuts do their magic and the economy responds, and markets start anticipating the tightening cycle?

However, if you have the luxury of being able to wait a little longer, or you are thinking about what to do what your fixed term expires in May or June, we do see merit in waiting until the next RBNZ decision on 28 May. With an OCR cut almost a certainty, but markets somewhat undecided on whether the RBNZ may project deeper cuts ahead or even cut by 50bp rather than just 25bp given the very volatile and uncertain global backdrop, we think it's worth hearing their views.

Figure 1. Carded special mortgage rates*

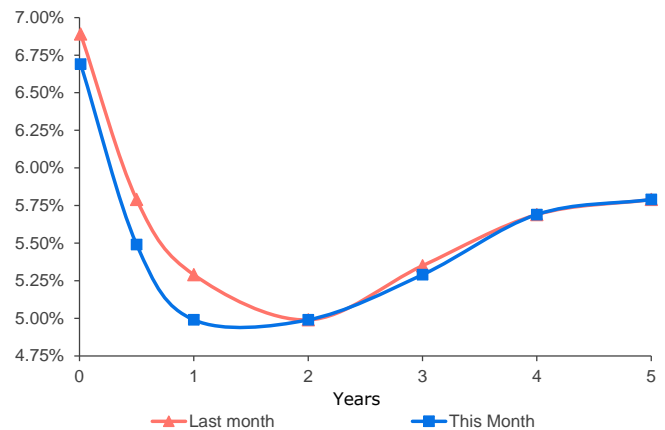


Table 1. Special Mortgage Rates*

Term	Breakevens for 20%+ equity borrowers				
	Current	in 6mths	in 1yr	in 18mths	in 2 yrs
Floating	6.69%				
6 months	5.49%	4.49%	4.99%	4.99%	5.74%
1 year	4.99%	4.74%	4.99%	5.37%	5.89%
2 years	4.99%	5.05%	5.44%	5.87%	6.39%
3 years	5.29%	5.49%	5.92%	6.12%	6.32%
4 years	5.69%	5.77%	5.99%		
5 years	5.79%				*Median of the five largest banks

Source: interest.co.nz, ANZ Research

Key forecasts

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

		Mortgage Rate (%)													
		4.75	5.00	5.25	5.50	5.75	6.00	6.25	6.50	6.75	7.00	7.25	7.50	7.75	8.00
Mortgage Size (\$'000)	200	241	248	255	262	269	277	284	292	299	307	315	323	330	338
	250	301	309	318	327	336	346	355	364	374	384	393	403	413	423
	300	361	371	382	393	404	415	426	437	449	460	472	484	496	508
	350	421	433	446	458	471	484	497	510	524	537	551	564	578	592
	400	481	495	509	524	538	553	568	583	598	614	629	645	661	677
	450	541	557	573	589	606	622	639	656	673	690	708	726	744	762
	500	601	619	637	655	673	691	710	729	748	767	787	806	826	846
	550	662	681	700	720	740	760	781	802	823	844	865	887	909	931
	600	722	743	764	786	807	830	852	875	897	921	944	968	991	1,015
	650	782	805	828	851	875	899	923	947	972	997	1,023	1,048	1,074	1,100
	700	842	867	891	917	942	968	994	1,020	1,047	1,074	1,101	1,129	1,157	1,185
	750	902	928	955	982	1,009	1,037	1,065	1,093	1,122	1,151	1,180	1,209	1,239	1,269
	800	962	990	1,019	1,048	1,077	1,106	1,136	1,166	1,197	1,227	1,259	1,290	1,322	1,354
	850	1,023	1,052	1,082	1,113	1,144	1,175	1,207	1,239	1,271	1,304	1,337	1,371	1,404	1,438
	900	1,083	1,114	1,146	1,178	1,211	1,244	1,278	1,312	1,346	1,381	1,416	1,451	1,487	1,523
950	1,143	1,176	1,210	1,244	1,278	1,313	1,349	1,385	1,421	1,458	1,495	1,532	1,570	1,608	
1000	1,203	1,238	1,273	1,309	1,346	1,383	1,420	1,458	1,496	1,534	1,573	1,613	1,652	1,692	

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

Interest rates	Actual			Projections						
	Dec-24	Mar-25	Current	Jun-25	Sep-25	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26
Floating Mortgage Rate	7.7	7.2	6.7	6.6	6.1	5.8	5.8	5.8	5.8	6.3
1-Yr Fixed Mortgage Rate	5.8	5.2	5.0	4.6	4.6	4.7	4.8	5.0	5.2	5.2
2-Yr Fixed Mortgage Rate	5.6	5.1	5.0	4.9	4.8	4.9	5.0	5.1	5.2	5.3
3-Yr Fixed Mortgage Rate	5.6	5.4	5.3	5.2	5.0	5.1	5.2	5.3	5.3	5.4
5-Yr Fixed Mortgage Rate	5.8	5.7	5.8	5.6	5.4	5.3	5.3	5.4	5.5	5.5

Source: RBNZ, ANZ Research

Economic forecasts

Economic indicators	Actual			Forecasts						
	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25	Mar-26	Jun-26	Sep-26
GDP (Annual % Chg)	-0.5	-1.6	-1.1	-0.9	0.6	2.3	2.2	2.2	2.5	2.7
CPI Inflation (Annual % Chg)	3.3	2.2	2.2	2.5(a)	2.5	2.5	2.3	1.8	1.7	1.8
Unemployment Rate (%)	4.6	4.8	5.1	5.3	5.3	5.3	5.2	5.0	4.8	4.7
House Prices (Quarter % Chg)	-0.5	-0.9	-0.2	0.5(a)	0.6	1.2	2.0	1.8	1.3	1.2
House Prices (Annual % Chg)	2.2	-0.5	-1.1	-1.1(a)	0.0	2.1	4.5	5.8	6.6	6.5

Interest rates	Actual			Forecasts						
	Dec-24	Mar-25	Current	Jun-25	Sep-25	Dec-25	Mar-26	Jun-26	Sep-26	Dec-26
Official Cash Rate	4.25	3.75	3.50	3.25	2.75	2.50	2.50	2.50	2.50	3.00
90-Day Bank Bill Rate	4.17	3.61	3.42	2.89	2.62	2.62	2.62	2.62	3.04	3.12
10-Year Bond	4.41	4.49	4.48	4.50	4.25	4.00	3.75	3.75	4.00	4.00

Source: ANZ Research, Statistics NZ, RBNZ, REINZ

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