



The Property Knowledge

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A collaboration between Comprendé and The Property Knowledge.

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What does the Wellington property landscape look like for selling vs renting out?

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**Executive Summaries:**

**The CEO View – with Grant Foggo**

*“Wellington’s property market is not moving as one region and that’s the key message for homeowners making sell-or-rent decisions. As the report notes, “the region is moving at different speeds,” with stabilising prices but sharply diverging rental trends. Districts like Lower Hutt and Kāpiti offer strong, reliable yields, while Wellington City shows softer rents but long-term resilience supported by falling new-build consents. Owners need to think strategically, the opportunity now lies in district-specific decisions.”*

**The Property Professor View – with Graham Squires**

*“The Wellington housing landscape illustrates a classic case of spatially uneven market adjustment. As the report highlights, “prices across the region have stabilised, [but] rents are moving in very different directions,” creating distinct sub-market behaviours. Population dynamics, income trends, and a marked decline in consents since 2022 are reshaping both demand and supply fundamentals. Yield variation from 4.21% in Lower Hutt to 3.58% in Wellington City underscores the importance of district-level analysis. The evidence suggests that rental performance is increasingly decoupled from price movements, reinforcing the need for owners to evaluate decisions through both global and localised, data-driven lens.”*

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**Introduction**

Wellington homeowners are facing a familiar but increasingly complex question: Is now the right time to sell, or is renting out your property the smarter move while the market finds its footing?

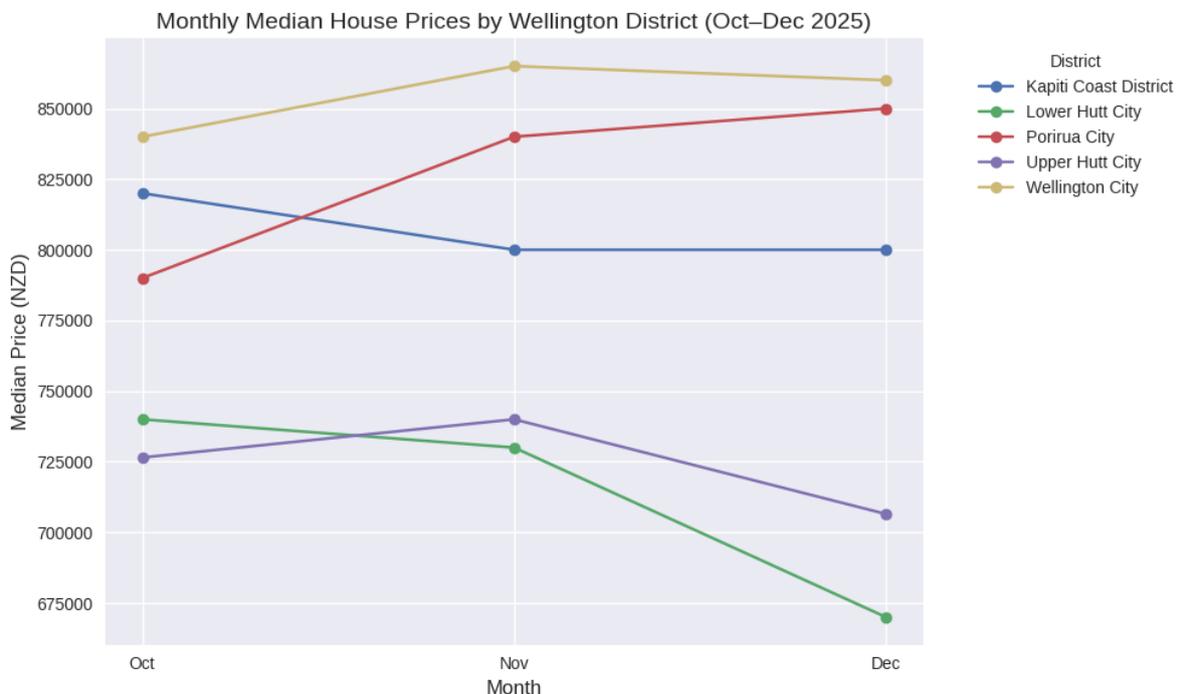
The answer depends on where in Wellington you are, because the region is no longer moving as a single market. Some districts are stabilising, others are softening, and a few are showing surprising late-cycle strength. The interplay between prices, rents, population shifts, and supply trends is creating a landscape where the “right” decision varies sharply by district and suburb.

This report distils the latest evidence into a clear, accessible narrative to help owners understand what the data is signalling and how to interpret it for their own situation. For this first insights report we focus on the five western Wellington districts of Wellington City, Lower Hutt, Upper Hutt, Porirua, and Kāpiti Coast.

### House prices: stabilising, but not rebounding yet

Wellington’s regional house prices have settled after several years of volatility. The region has tracked national movements closely and sits roughly the same as six years ago when Covid-19 took hold. Since 2021 we see Wellington not rising as much as Canterbury, and not falling as much as Auckland. What we’re seeing now is a market that has stopped dramatically falling but hasn’t yet begun a broad-based recovery.

**Figure 1: Wellington house price by district (OCT, NOV, DEC 2025)**



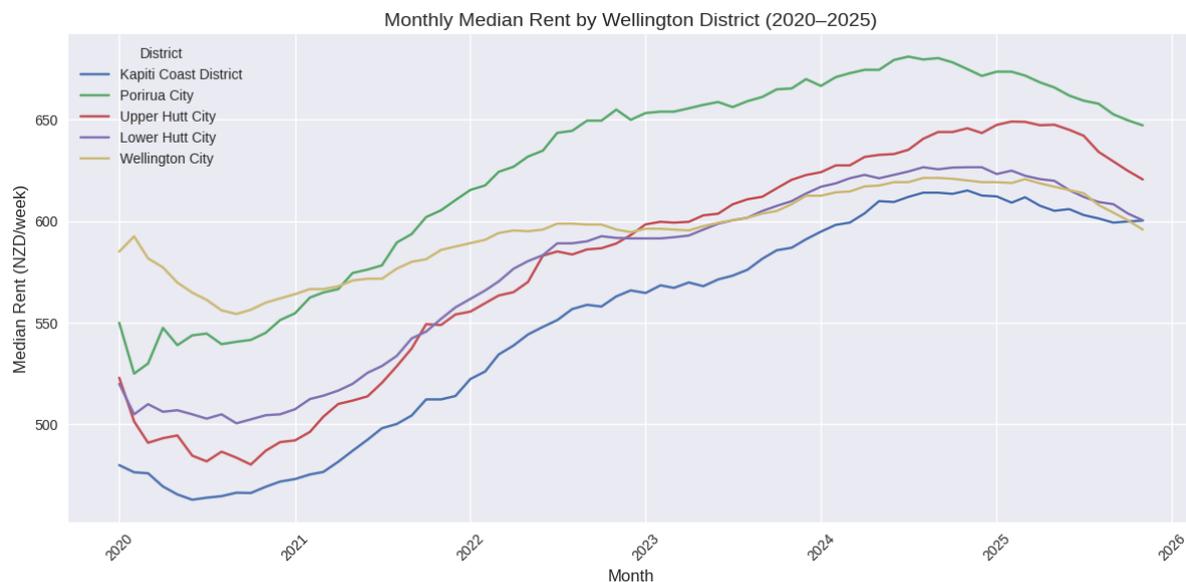
Across the sub-regions, the picture is mixed. Wellington City remains the most expensive district, but price growth has flattened. Porirua shows house price growth, supported by population growth. Whilst Kāpiti Coast continues to hold.

These differences matter. For owners in districts where prices are still subdued such as Upper Hutt and Lower Hutt, selling now may mean accepting a lower value than hoped.

### Rents: A patchwork of softening, stability, and late-cycle strength

While prices have steadied, rents are telling a more fragmented story. Wellington City has softened, Porirua has plateaued but remains the highest rent. Whilst Upper Hutt, Lower Hutt and Kapiti Coast respectfully follow a similar ‘rollercoaster’ trajectory. This divergence of Wellington City and the wider districts are reshaping yield potential across the region.

**Figure 3: Wellington region rent trends by district (2020–2025)**



Wellington City, Upper Hutt and Lower Hutt sharper dip in late 2025 reflects easing demand in the core urban market. Porirua’s easing suggests a pause rather than a decline. In contrast, Kāpiti continues its steady, reliable upward trend and a late 2025 uptick. The interesting pattern is the Wellington City (yellow line) rental trajectory since 2020, that has been falling-rising-falling at a flatter rate than the other four western district in the wider Wellington region.

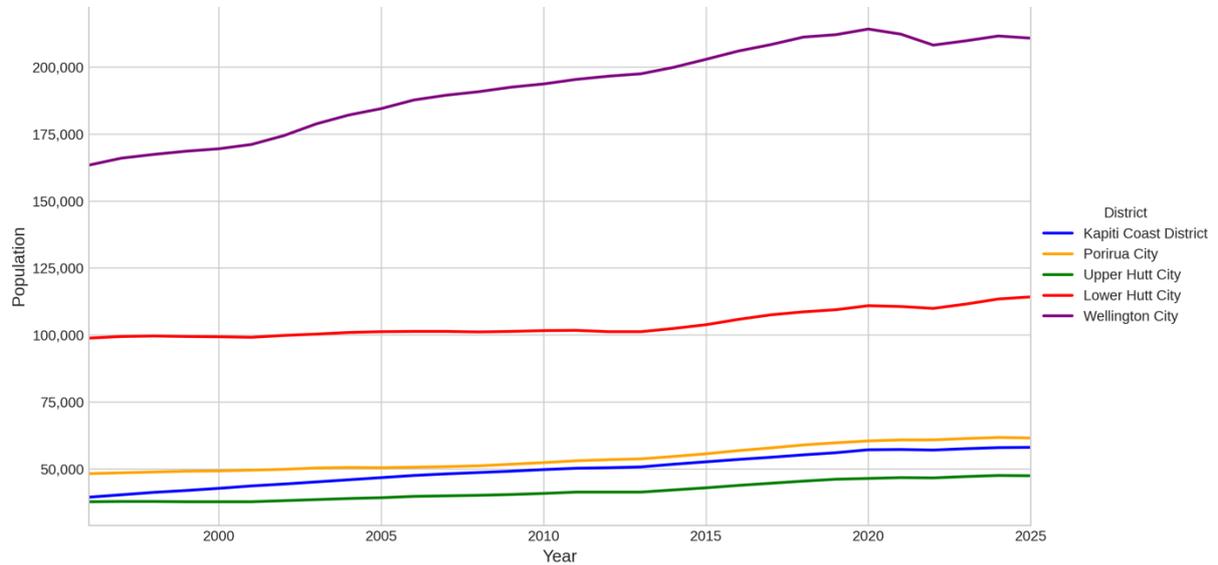
### Demand and supply: The underlying drivers

#### Population trends

Population growth across the region is uneven. Wellington City’s population remains the most significant district in number, with a population of 200,000 residents, which is double the next district population of Lower Hutt. Lower Hutt has seen growth over the last 5 years, unlike other districts. However, Wellington City’s population is stable but

currently no longer the dominant growth engine. These shifts influence both rental demand and long-term price potential.

**Figure 5: Wellington population by district (2020–2025)**



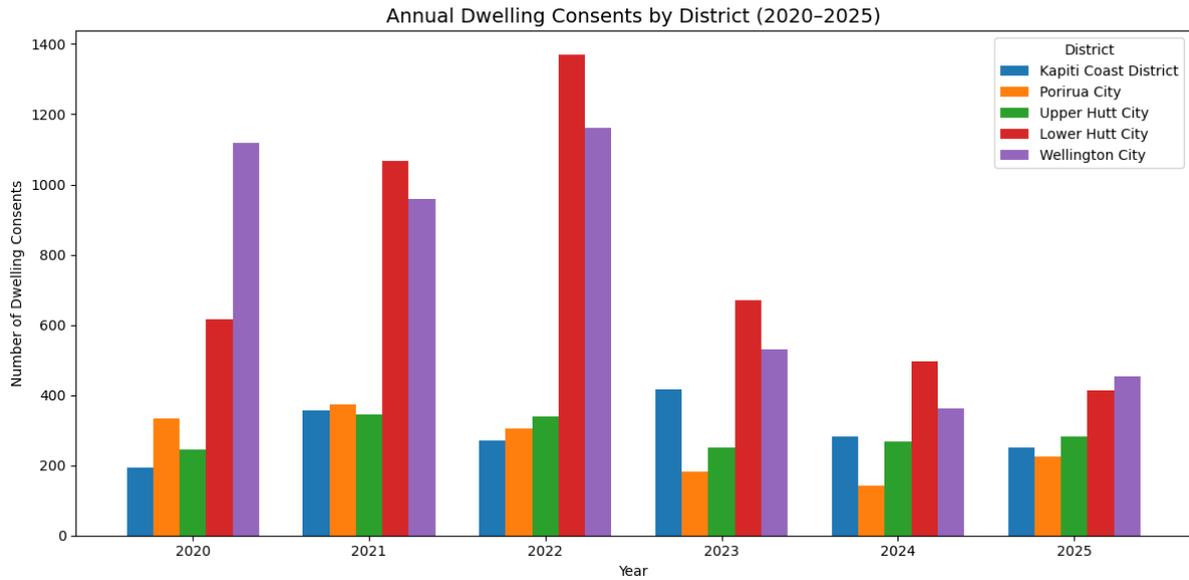
### Earnings and income

Wellington’s earnings trend has flattened in the final stretch of the 2020–2026 period, diverging from Auckland and Canterbury’s continued rise. Slower income growth can temper demand, particularly in the rental market.

### New housing supply

Consents have dropped sharply since 2022, especially in Wellington City and Lower Hutt. This slowdown reduces the risk of oversupply and supports medium-term stability in both rents and prices.

**Figure 4: Wellington district number of consents (2020–2025)**

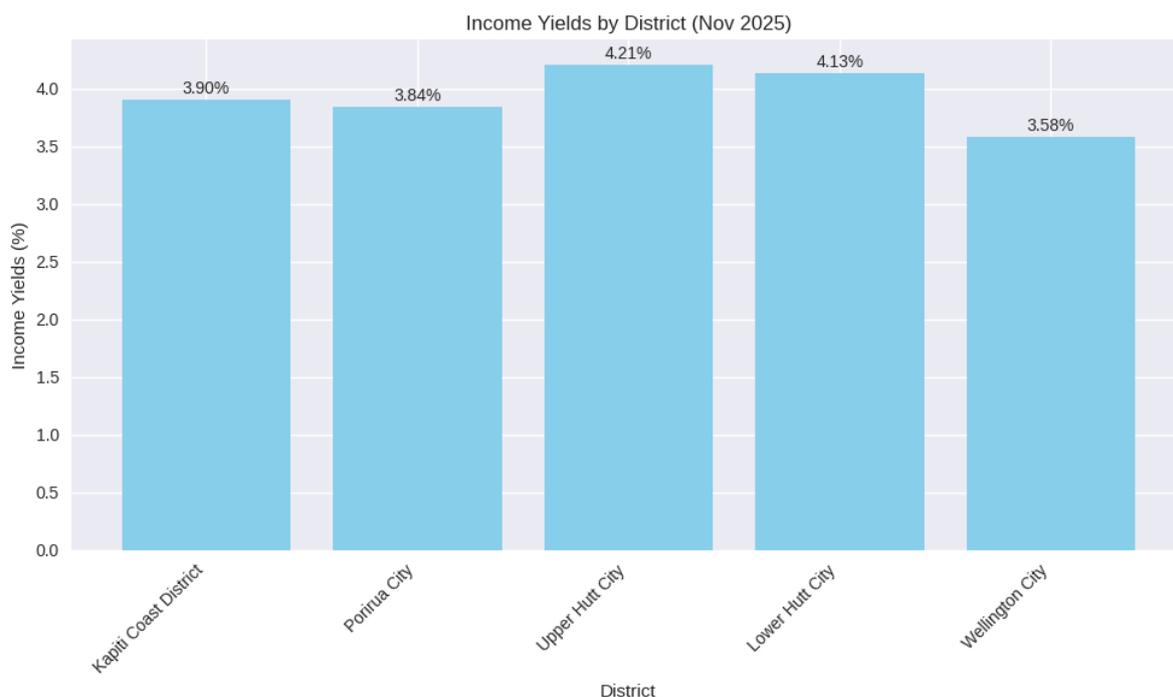


Together, these indicators show a region adjusting to new economic and demographic realities. For owners, the balance of demand and supply is a crucial part of the sell-versus-rent decision.

### **Yields: The quiet but critical part of the decision making**

Income yields vary significantly across the region, and the differences are widening. Lower Hutt leads at 4.21%, followed by Upper Hutt at 4.13%. Wellington City trails at 3.58%, reflecting its higher property values and softer rental performance.

### **Figure 2: Wellington district rental yields (2025)**



\*\*The chart shows **Income Yield (%) by District – Wellington Region**, calculated as:  
 $Yield = (\text{Monthly Rent} \times 12 / \text{House Price}) \times 100$ . For Nov 2025. Source: MBIE and REINZ and The Property Knowledge

These yield gaps matter because they partly influence the financial return of renting versus selling. In districts with rising rents and stable prices, renting can deliver a stronger short-term return while preserving long-term capital value. In districts where both rents and prices are softening, the case for selling becomes clearer.

## So...what is the property landscape for selling and renting in Wellington

The selling and renting Wellington landscape is defined by which district you're in. The region is moving at different speeds, and the data shows clear patterns that can guide owners toward property portfolio decision making.

### Wellington City

With softening rents and stabilising (but not rising) prices, many owners may find stronger value in **holding and renting**. The rental dip in late 2025 suggests a temporary easing rather than a structural decline, and the slowdown in new consents will help support rents over time.

### Lower Hutt

Lower Hutt's combination of population growth, steady demand, and moderate price stability makes it one of the more balanced markets in the region. Owners here have flexibility: renting works well for those seeking yield and long-term capital growth, while selling is reasonable if you're capitalising on local demand or repositioning assets.

### Upper Hutt

Upper Hutt sits in a middle zone — not as soft as Wellington City, not as yield-driven as Lower Hutt. Rents are stable, prices are steady, and supply is manageable. This is a classic hold and reassess district.

### **Porirua**

Porirua's rental plateau suggests a pause in demand rather than a downturn. Prices are stable. For most owners, renting remains the stronger option, especially in suburbs with good transport links.

### **Kāpiti Coast**

Kāpiti continues its long-term upward trajectory in both population and rents. This is one of the region's most consistent performers. Owners here are well-positioned to rent and hold, benefiting from steady yields and reliable demand. Selling is attractive only if you're capturing gains from earlier appreciation.

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### **Summary**

Wellington's housing market has split into distinct winners and laggards, and the data shows that selling and rental decisions now depends heavily on district and suburb. While prices across the region have stabilised, rents are moving in very different directions and that's reshaping returns for owners. The standout metric: Lower Hutt now delivers the strongest rental yield in the Wellington western districts at 4.21%, outpacing Wellington City. Plus, Wellington City is showing a shallower falling-rising-falling rental dynamic compared to the other four western districts in the Wellington region. With population growth uneven, new housing supply falling, and rents rising faster than prices in key areas, the report shows that districts outside of Wellington city are increasingly becoming good rental options.

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### **The Authors**



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*Grant Foggo has over 20 years of experience spanning the Middle East to Asia, he brings fresh thinking, entrepreneurial drive, and a deep passion for human connection. His*

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