



THE AGENCY

Winter 2026
Annandale

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Why Winter 2026 Is the Ideal Time to Make Your Move

Winter has arrived — and while the season traditionally brings fewer new listings, it also creates opportunities for buyers and sellers across the NSW property market.

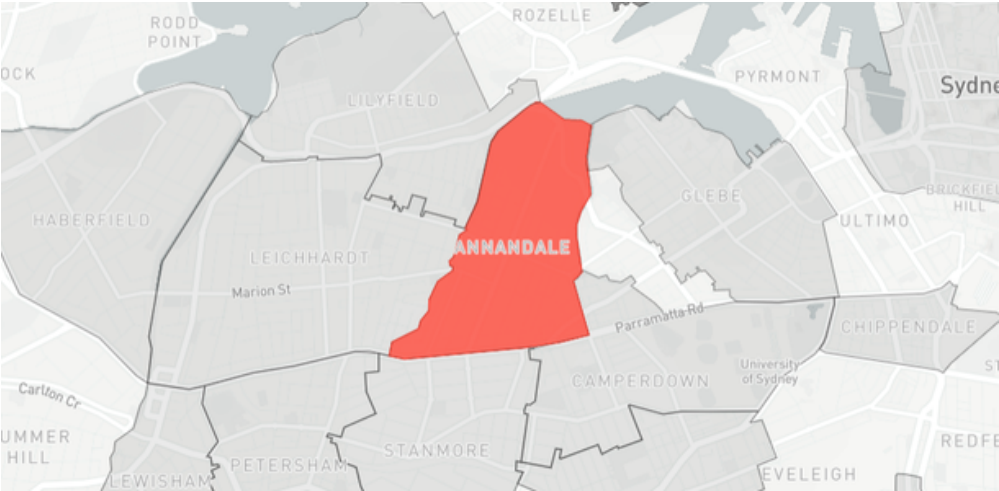
With many homeowners waiting until spring to list, winter often means less competition for sellers. Serious buyers remain active throughout the season, and with limited stock available in many areas, well-presented homes can attract strong attention. Although the market has moderated compared to previous years, demand continues for quality properties that are priced realistically.

For sellers, winter provides an opportunity to stand out. A warm, inviting home can leave a lasting impression during inspections, while crisp winter days often offer excellent natural light for photography. Cosy styling, comfortable indoor spaces and well-maintained gardens can help buyers picture themselves at home, even during the cooler months.

Buyers also benefit from a more considered market. With fewer properties available, those inspecting homes are typically motivated and ready to act when they find the right opportunity. In many parts of NSW, sales activity remains steady despite broader economic uncertainty, with buyers continuing to seek lifestyle, family-friendly communities and long-term value. Regional NSW, in particular, continues to experience resilient demand supported by constrained housing supply and population growth.

Whether you're buying your first home, upgrading, downsizing or preparing to sell, winter can be an excellent time to make your move. With the right strategy, realistic pricing and expert guidance, this season offers the opportunity to achieve outstanding results before the busy spring market arrives.

Let's make this your most successful autumn yet.



Median Sale Price

Property prices in Annandale have performed strongly over the past 12 months.

The median sale price for Annandale for houses is currently \$2,402,500, having risen 5.0% over the past 12 months from \$2,287,500.

There have been 149 properties listed for sale over the past 12 months. This is lower than the same time last year when there were 159 listings and shows that we have fewer sellers coming onto the market than for the same time last year. On the sales side, 217 properties sold over the past 12 months compared to 201 for the previous year.

The current time on market for a house in Annandale is 40 days. This timing is longer than a typical 4 week auction campaign. For units, the median sales price is \$1,025,000. Apartments have drifted by -4.2% over the year. Units in Annandale typically sit on the market for 30 days.

Property market data can sometimes seem overwhelming. If you need help understanding what these numbers mean for you and how to interpret them for your own property goals, please don't hesitate to get in touch.



\$2.402m

Median House Sale Price



\$1.025m

Median Unit Sale Price





221 Trafalgar Street



5 2 1 [Contact Agent](#)

43/62 Booth Street



2 2 1 [Contact Agent](#)

67 Taylor Street



2 1 0 \$1,700,000

25 Nelson Street



4 2 1 \$2,700,000

73 Nelson Street



3 1 0 \$1,740,000

19/36-50 Taylor Street



2 2 1 \$1,550,000

33 View Street



1 1 0 \$1,571,000

3/151 Trafalgar Street



3 2 2 \$1,935,000

125 View Street



3 2 0 \$2,257,500

Disclaimer: The properties showcased in this content include listings represented by various agents and agencies, not exclusively by The Agency. All property details, pricing, and availability are subject to change and should be independently verified with the respective listing agents.



26

Houses
Days on the Market

\$1,150pw

Houses
Median Asking Rate

2143

Houses
Interested Buyers

24

Units
Days on the Market

\$650pw

Units
Median Asking Rate

859

Units
Interested Buyers



Definitions and Disclaimers



Data provided by the July 2026 CoreLogic Market Trends dataset. The CoreLogic Data provided in this publication is of a general nature and should not be construed as specific advice or relied upon in lieu of appropriate professional advice. The median sales information is current as at the publication date only. The median sales information is based on Third Party Content (within the meaning of our website terms of use). realestate.com.au Pty Ltd does not make any warranty as to the accuracy, completeness or reliability of the information or accept any liability arising in any way from any omissions or errors. The information should not be regarded as advice or relied upon by you or any other person and we recommend that you seek professional advice before making any property decisions.





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"Selling my Dad's Annandale home was deeply emotional, but Cary and Rosemary treated his legacy with utmost dignity. They listened to my vision, recognised the home's unique value, and created a beautiful video that captured its true soul. Their flawless strategy created instant urgency, securing a fantastic, unconditional sale in just 5 days without weeks of stressful open homes. For brilliant tactics, genuine kindness, and total certainty, look no further!"

-SELLER OF HOUSE | ANNANDALE

"Cary at the Agency was great to deal with and very professional.

-BUYER OF HOUSE | ANNANDALE

"Cary was a very professional and courteous agent. He spent a solid amount of time with me explaining the property and was upfront about all things I needed to know."

-BUYER OF APARTMENT | ANNANDALE

Rosemary was such a breeze to work with. Her knowledge of the property was outstanding and she went above and beyond to make herself available when needed. Her experience and professionalism made the whole process very smooth. I highly recommend Rosemary to anyone looking to buy property."

-SELLER OF UNIT | ANNANDALE

Know what your property
is worth in today's market.
Contact us today.

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THE  AGENCY

YOU SEE:

Sold.

WE SEE:

A carefully considered pricing strategy backed by local market knowledge. A tailored marketing campaign designed to maximise full exposure. Targeted advertising to put the property in front of thousands of potential buyers. Countless buyer enquiries. Follow-up calls. Negotiations. Numerous open homes. And two very happy sellers.

