

A couple is seen from behind, sitting on a wooden bench in a park-like setting. They are looking out over a body of water towards the Sydney Opera House and the Sydney Harbour Bridge. The Opera House's white, sail-like roofs are prominent on the left, while the steel arch of the bridge spans the background. The water is a calm blue. In the foreground, there are some green plants and a small tree. The sky is clear and blue. The text 'THE AGENCY' is overlaid in white, sans-serif capital letters across the middle of the image.

THE AGENCY

Winter 2026
Sydney

theagency.com.au



WINTER

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.

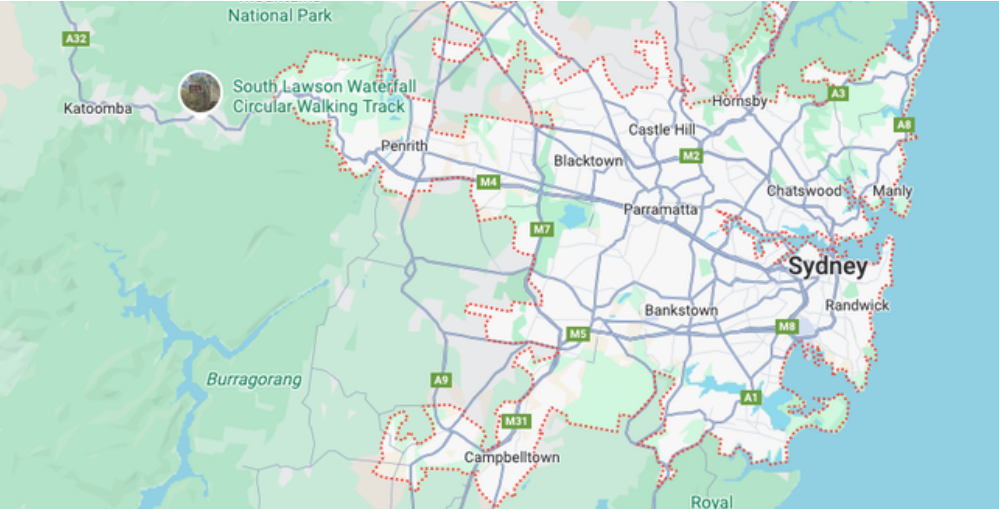
With many homeowners waiting until spring to list, winter often means less competition for sellers. Serious buyers remain active throughout the season, and with limited stock available in many areas, well-presented homes can attract strong attention. Although the market has moderated compared to previous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

The Sydney property market is currently experiencing a market correction after reaching record highs in late 2025. While annual property values remain above last year's levels, higher interest rates, affordability pressures, and increased housing supply have softened buyer demand. With more properties available for sale, buyers now have greater choice, creating more balanced market conditions.

Sydney house prices declined by -1.1% in May 2026, contributing to a -2.6% quarterly decline. Despite the recent slowdown, annual house prices remain +2.2% higher, with the median house price now sitting at \$1,579,396.

Sydney unit prices remained more resilient, easing by just -0.3% during the month and -0.9% over the quarter. Over the past 12 months, unit prices have increased by +2.4%, bringing the median unit price to \$904,326.

The Sydney unit market continues to outperform houses during the current market correction. Demand for units remains strong due to their relative affordability, ongoing investor interest, and appeal to buyers seeking more accessible entry points into the Sydney property market. Although overall market conditions have softened, well-located units continue to demonstrate resilience, reflecting the long-term strength of Sydney's property market.



 **\$1.579m**
Median House Sale Price

 **\$904.3k**
Median Unit Sale Price

Data sourced from openagent.com.au Sydney Property Market



221 Trafalgar Street, Annandale



🛏 5 🚿 2 🚗 1 [Contact Agent](#)

16/173 Bridge Road, Glebe



🛏 1 🚿 1 🚗 1 [\\$615,000](#)

12/121 New Canterbury, Petersham



🛏 1 🚿 1 🚗 0 [\\$645,955](#)

100 Wentworth Road, Burwood



🛏 4 🚿 2 🚗 2 [\\$2,520,000](#)

29 Greenbank Drive, Werrington Downs



🛏 4 🚿 2 🚗 2 [\\$1,140,000](#)

62/10 Webb Street, Croydon



🛏 2 🚿 2 🚗 1 [\\$1,000,000](#)

39 Park Road, Woodford



🛏 4 🚿 2 🚗 2 [\\$960,000](#)

49 Brisbane Street, Murwillumbah



🛏 3 🚿 1 🚗 2 [\\$850,000](#)

1/1 Stewart Street, Glebe



🛏 1 🚿 1 🚗 1 [\\$835,000](#)

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.



75

Houses
Days on the Market

\$925pw

Houses
Median Asking Rate

59%

Sydney
Auction Clearance Rate

68

Units
Days on the Market

\$1,000pw

Units
Median Asking Rate

3,097

House & 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.





“

“Hello Cary and Rosemary, it was a pleasure working with you on the purchase of 3 Thomas Street, Darlington. You stood out as a transparent and thorough agent your communication was impeccable, and you remained attentive to the needs of both buyer and seller throughout. You struck a fair and balanced tone in the negotiation process, and at no point did it feel one sided. Your diligence, especially in providing detailed heritage information, was appreciated and made the transaction all the smoother.”

-BUYER OF HOUSE | DARLINGTON

“Cary & Rosemary are the best real estate agents. I've ever seen. It's my first time to sell a property, they've been very helpful and organized almost everything for me. Me and my family are quite happy with the result, thank you!”

-SELLER OF UNIT | CAMPSIE

“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.

Cary Giezekamp 0411 587 775
carygiezekamp@theagency.com.au

Rosemary Giezekamp 0401 337 119
rosemarygiezekamp@theagency.com.au

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.

