

Residential Property Trends Report

England, Scotland & Wales | July 2024



Introduction

Welcome to the Q2 2024 report.

Transaction volumes for Spring 2024 started with cautious optimism.

However, despite strong supply, which is up 6% vs our 2019 benchmark, multiple external factors driven by high interest rates continued to impact affordability in Q2 2024. These factors, alongside the General Election announcement, have slowed transactions from progressing along the pipeline.

When transactions do manage to progress to Sold Subject to Contract (SSTC), levels are down 32% compared to Q2 2019. Similarly, completion rates, while showing moderate growth in May, remain circa 40% below Q4 '19 levels.

Our data shows it is not a capacity issue, but anecdotes point to a mixture of consumer reticence to take on costly mortgages at current rates, mortgage availability and also we see inefficiencies in the homebuying process – with a 19 week average time from offer to completion, which is an increase of 64% since 2007.

Provided that economic stability improves, and systemic inefficiencies are addressed by the new Government, the data suggests that the market is poised for a potential upturn. A high level of listings, coupled with moderate growth in completion rates and the increasing availability of competitive mortgage deals, all point to a possible return to more dynamic conditions.



Simon Brown

Simon Brown | CEO Landmark Information Group

About this report

This report presents information relating to 2023/4 compared to 2019 that's been extracted from systems operated by Landmark Information Group within its various business entities spanning the UK property market, covering England, Wales and Scotland.

Because we operate the essential services that underpin every key stage of the property transaction, we can provide a complete view of the entire market. From the start of the process when a property owner initiates a sale through estate agencies, through the gathering of property search data, and across the lending process from building survey and valuation to approval, our data supports the needs of our customers along the entire value chain.

This includes data from Millar & Bryce, the long-established Scottish search business, which has been part of Landmark since 2013. As a benchmark we also reference public open license data from Registers of Scotland. Given that the Scottish property market differs in certain respects from that of England and Wales, we present two Cross Market Activity reports based on the respective datasets for our activity both north and south of the England-Scotland border. We hope that these continue to provide a valuable source of insight for industry professionals and interested observers alike.

NB: this report compares the most recent data to the last 'normal' trading year of 2019.

CMA | CROSS MARKET ACTIVITY TRENDS

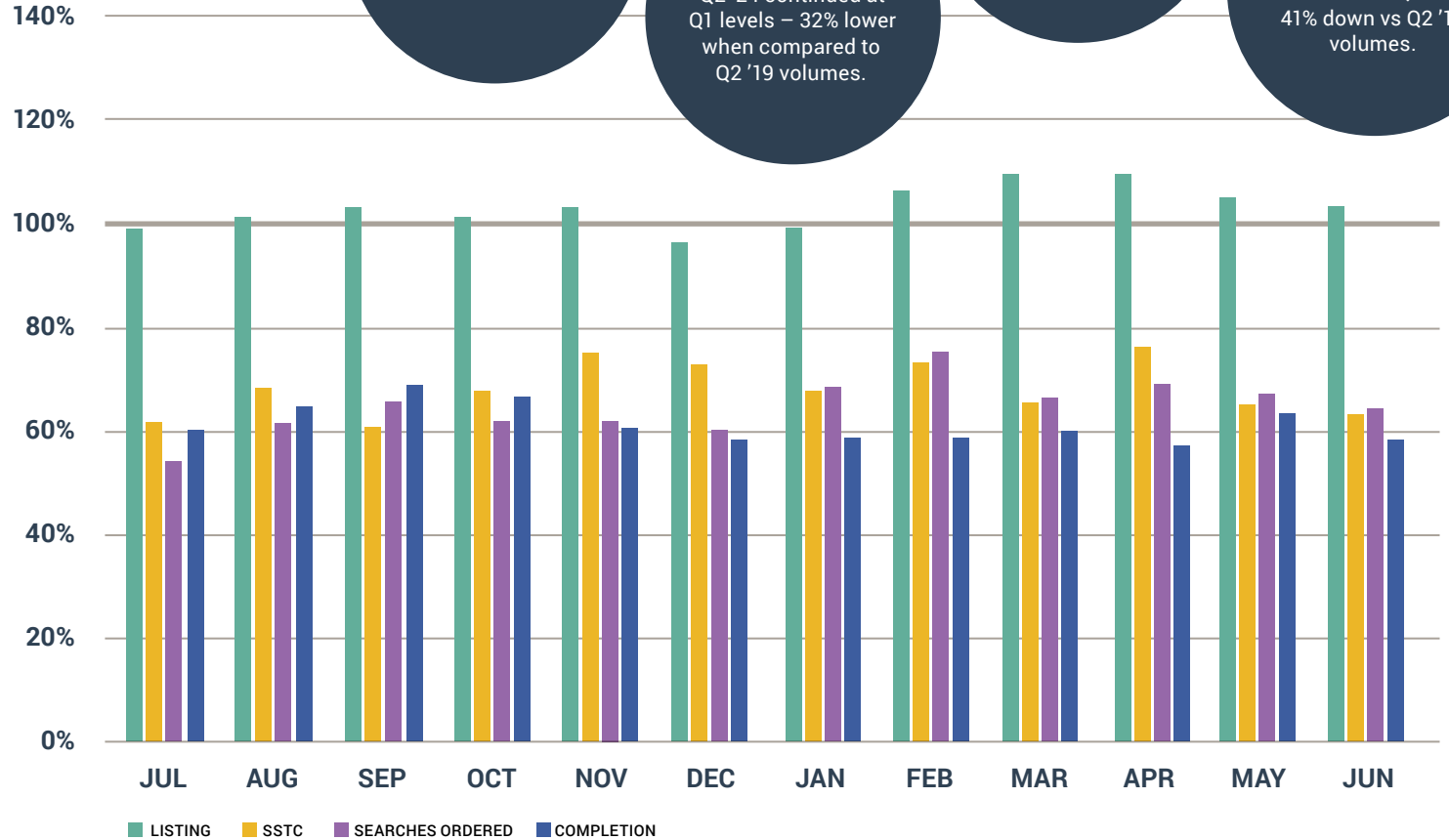
Pipeline activity variance

Looking at relative trends for four key stages in the pipeline – listings, Sold Subject to Contract (SSTC), searches ordered and completions – we get an excellent view of the whole market.

Whilst supply remained strong, with listings for the first half of 2024 up 5% vs 2019, volumes were static compared to Q1 '24 across the other transaction milestones with a notable dip in June across the board.

Transaction pipeline

100% = volumes vs 2019



Listing volumes were up 6% in Q2 '24 vs Q2 '19.

SSTC volumes in Q2 '24 continued at Q1 levels – 32% lower when compared to Q2 '19 volumes.

Search order volumes in Q2 '24 dipped down a further 3% from Q1 '24 to 33% lower than Q2 '19 levels.

Completion levels in Q2 '24 remained the same as Q1 '24 – 41% down vs Q2 '19 volumes.

NOTES:

Chart shows volumes per month in 2023/24 as a percentage of the same month in 2019.

Source: Landmark's own data to extrapolate the entire market.

The data within this report has not been adjusted for trading days. There were comparatively fewer working days in March 2024.

CMA | CROSS MARKET ACTIVITY TRENDS

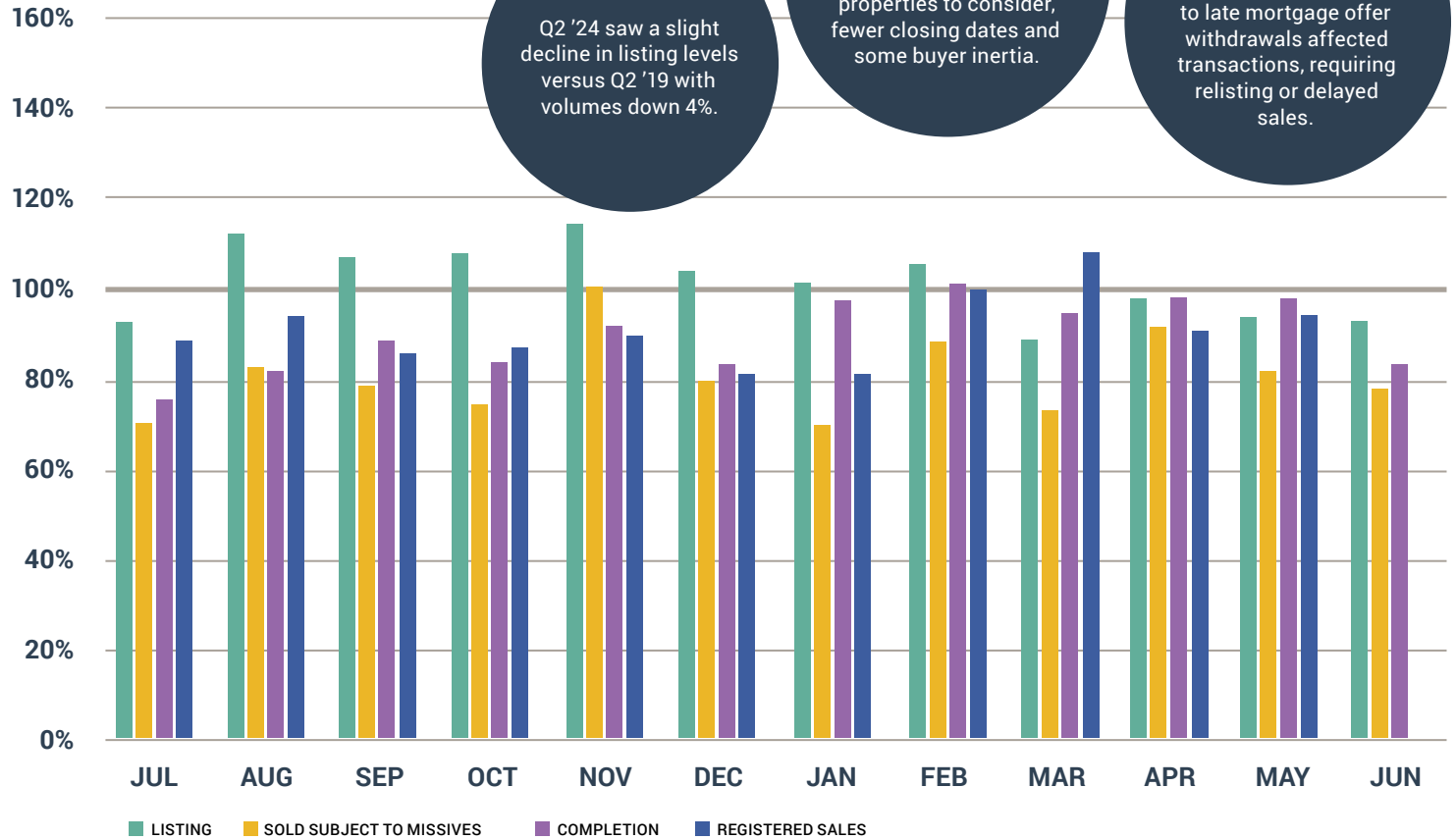
Pipeline activity variance

Looking at relative trends for four key stages in the pipeline – listings, Sold Subject to Missives (SSTM), searches ordered and completions – we get an excellent view of the whole market.

Listing to offer times continued to increase as more stock entered the market, interest rates remained high and the election was imminent.

Transaction pipeline

100% = volumes vs 2019



Q2 '24 saw a slight decline in listing levels versus Q2 '19 with volumes down 4%.

Sold subject to missives continued to slow with buyers having greater choice of properties to consider, fewer closing dates and some buyer inertia.

Completions surged, yet an uptick in fall-throughs due to late mortgage offer withdrawals affected transactions, requiring relisting or delayed sales.

NOTES:

Chart shows volume trends per month in 2023/4 as a percentage of the same month in 2019
 Source: Landmark’s own data to extrapolate the entire market (Home Report volumes proxy for Listings, Legal Report for Sold Subject to Missives, LR Update for completions) together with Registers of Scotland published data for registered sales comparisons
 Contains Registers of Scotland data © Crown copyright and database right 2021. This data is licensed under the Open Government Licence v3.0.
 The data within this report has not been adjusted for trading days. There were comparatively fewer working days in March 2024.

Thank you for reading our property trends report

This report is provided to you for general information purposes only. It may not be shared, published, reproduced or quoted in part or in whole, nor may it be used as a basis for any contract, prospectus, agreement or other document without the prior written consent of Landmark Information Group. Whilst every effort has been made to ensure its accuracy, Landmark Information Group makes no warranty about the correctness of the data included in the report. The content of this report is not to be relied upon by the intended recipient (or any third party) and Landmark Information Group does not accept any liability whatsoever for any direct, indirect or consequential loss arising from its use. This data is sourced from our operational systems and re-based to represent relative activity levels to avoid commercially sensitive data sharing.

Further cross market data is available on Landmark's Data to Go dashboard.

Click here to visit Landmark Data to Go

Further enquiries

Any enquiries regarding this report should be sent to:

 propertytrends@landmark.co.uk

 landmark.co.uk

