

propertymark

Auctions Barometer

Q3

2025



Stuart Collar-Brown

(NAVA Propertymark
President)

"Despite an uneven year for the economy, it remains extremely upbeat to see the auctioneering profession forging forward. Continued investment in new technology has helped transform how people interact with auctioneers and helped generate new growth opportunities.

"Although anxieties regarding potential taxation specific to property loom for many consumers ahead of the Autumn Budget, it remains pleasing to see that over half of those responding to our quarterly survey feel that the number of lots across the third quarter of 2025 had shown positive headway.

"As we head towards the first half of 2026, there is widespread optimism we may see inflation nudge down towards the Bank of England target rate of 2%, and should this become a reality, it will prove enormously beneficial in terms of affordability and enhanced market confidence."

"It is extremely positive to see such buoyancy across the auctioneering profession, with people becoming ever more attracted to how streamlined the process is in terms of overall speed and efficiency. Consumer habits have changed vastly since the inception of smart technology, and it's fantastic to see compelling figures regarding online interaction and functionality.

"With regards to property specific auctioneering, we are about to embark on a wide-scale government consultation, which, in time, is hoped will bring greater levels of digitalisation and productivity within the home buying and selling process, with the profession well placed to swiftly move forwards with such evolution."



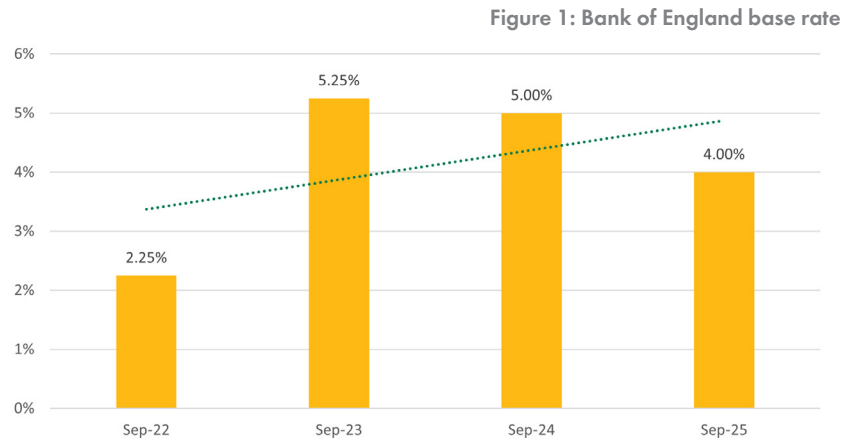
Nathan Emerson

Propertymark CEO

Economic outlook

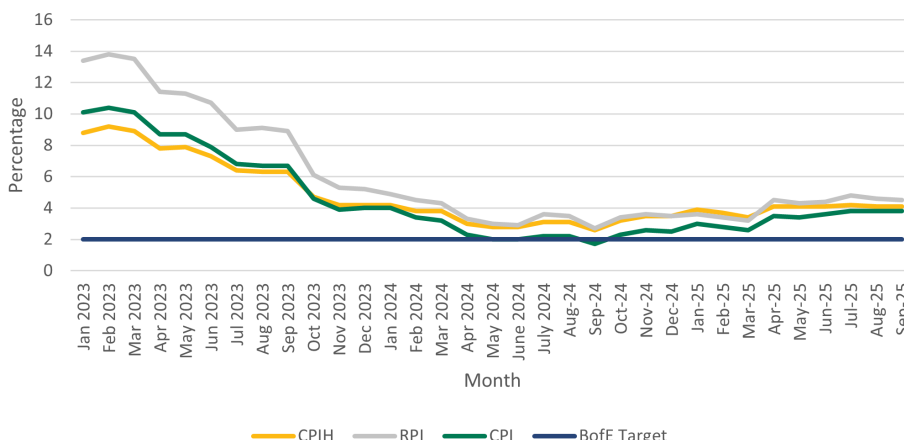
BASE RATE STANDS

The Bank of England base rate stood at 4% by the end of September 2025. This stood lower than a year previous (Figure 1).



Source: Bank of England

Figure 2: Inflation percentage change (12-month period)



Source: Office of National Statistics

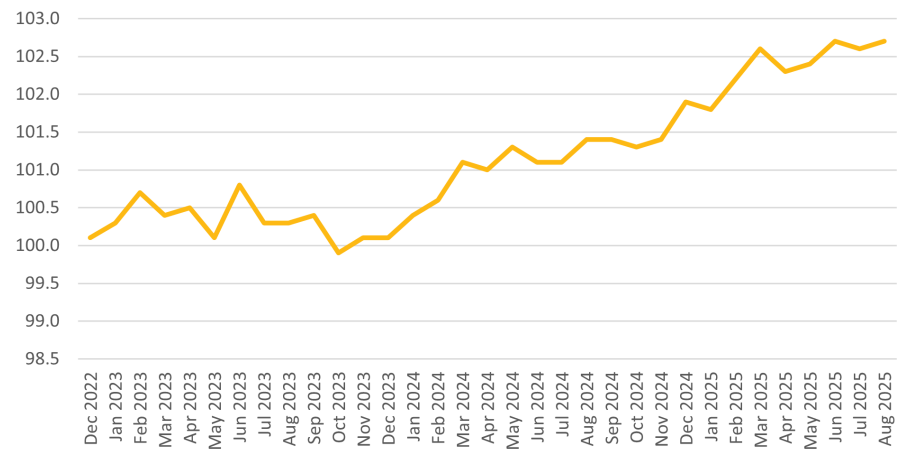
INFLATION REMAINED STEADY

In September 2025, inflation sat at 3.8%, which remained significantly above the Bank of England target rate of 2% (Figure 2).

GDP CLIMBS SLIGHTLY

Using the latest figures available, GDP is estimated to have increased towards the end of August 2025 when compared to the previous quarter. (Figure 3).

Figure 3: UK GDP



Source: Office for National Statistics

Location of survey participants

This quarter's survey responses came from across the country. Respondent locations are denoted on the Propertymark regional map below (Figure 4).

Figure 4: Location of Survey Responders



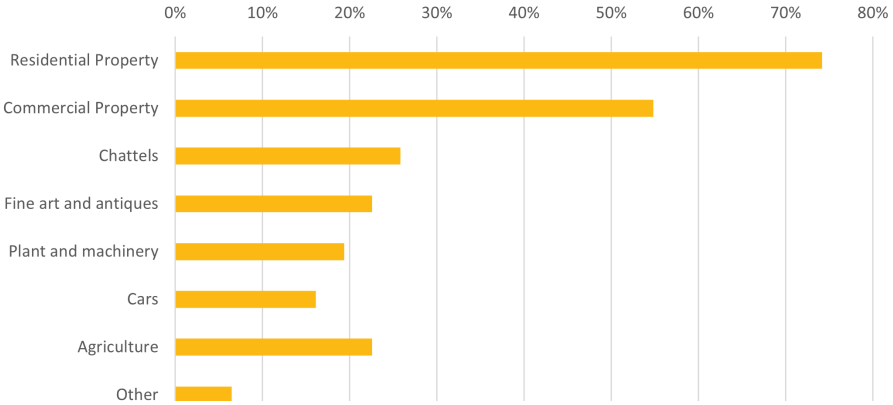
Source: Propertymark

Our Members' activities

SECTORS

Members with a variety of auction expertise provided our survey responses across the third quarter of 2025. Figure 5 shows the breadth of our member activity and highlights that many operate in multiple sectors.

Figure 5: Respondent auction market sector participation



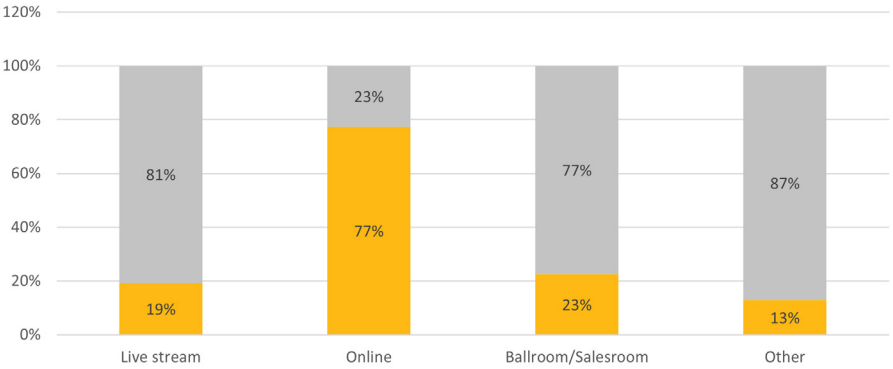
Source: Propertymark

Operational overview

AUCTION FORMATS UTILISED

We asked our members how they conduct their auctions. Figure 6 demonstrates that this quarter has shown online activity remains by some distance the most popular, with traditional in-the-room auctions weighing in at second place during the third quarter of 2025.

Figure 6: Respondent auction formats

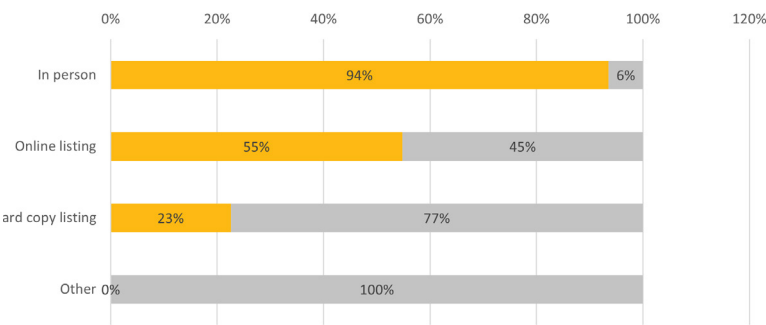


Source: Propertymark

HOW ARE LOTS FOR SALE VIEWED?

Despite the growing popularity of online activity within the profession overall, in-person viewings continue to prove the most popular choice by a vast distance. (Figure 7).

Figure 7: How many lots for sale are viewed



Source: Propertymark

Performance overview

NUMBER OF LOTS

The highest percentage of those surveyed (53%) said that the number of lots available (for all auction types) had increased in Q3 2025 in comparison to Q2 2025 (Figure 8).

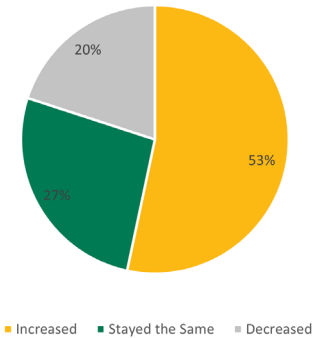


Figure 8: The number of auction lots in Q3 2025 compared to Q2 2025

Source: Propertymark

NUMBER OF LOTS ACHIEVING THEIR RESERVE PRICE

77% of members said that the number of lots achieving their reserve price stayed the same or increased in Q3 2025 in comparison to the previous quarter (Figure 9).

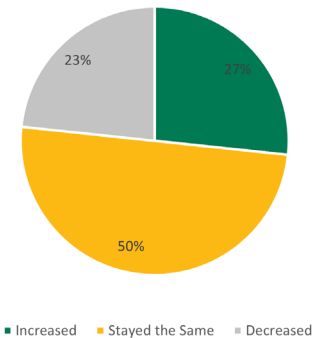


Figure 9: The number of auction lots achieving their reserve price in Q3 2025 compared to Q2 2025

Source: Propertymark

NUMBER OF LOTS EXCEEDING THEIR RESERVE PRICE

30% of members said that the number of lots exceeding their reserve price increased in Q3 2025 in comparison to the previous quarter, with 20% reporting a decrease (Figure 10).

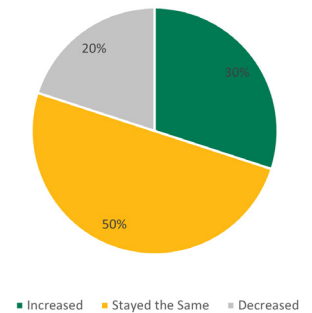


Figure 10: The number of auction lots exceeding their reserve price in Q3 2025 compared to Q2 2025

Source: Propertymark

Biggest issues

facing Auctioneers and Valuers

We asked our members what issues they faced in Q3 2025. Several concerns were discussed, including subjects such as the forthcoming Autumn Budget, seller expectations regarding price, and legal reforms.

The politicians are making claims that alterations are happening in the Budget, but with no certainty, making some buyers and sellers nervous about making decisions.

Lack of stock and constant legal reforms.

Changes in legislation and the Budget are creating nervousness in the market.

What are your predictions for the markets you serve in 2026?

Unsettled with further uncertainty in the market, buyers are being more cautious with how they spend their money.

Static market, few good lots coming, but may delay until 2026, depending on the Budget reaction.

The auction market will increase slightly as buyers who need to sell come into the market more.

ABOUT THIS REPORT

This report is based on responses to a survey of Propertymark member agents conducted in Q1 2024. The analysis is based on data provided by around 30 agents across the UK. The report also contains a variety of third-party data including data from the Bank of England, the Office for National Statistics and HM Land Registry. Where relevant the data is used under the Open Government Licence v3.0 and is referenced at the point of use. Each of these sources has its strengths, limitations and caveats and we would recommend visiting the sources directly to evaluate these further. Where the data includes estimates that are subsequently updated, we reflect these updates in subsequent reports. Rounding errors are due to computation methods. Figure 10 Photos and descriptions were obtained from member agent websites.

EDITOR NOTES

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ABOUT PROPERTYMARK



Propertymark is the leading professional body for estate and letting agents, commercial agents, auctioneers, valuers, and inventory providers comprising over 17,500 members. We are member-led with a board which is made up of practising agents and we work closely with our members to set professional standards through regulation, accredited and recognised qualifications, an industry-leading training programme and mandatory Continuing Professional Development.

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