

Housing Insight

December 2025

in partnership with

Phil Spencer's
move ^{iq}

RESIDENTIAL SALES

30.4

In December 2025, on average, we saw around **30.4 % of housing transactions take longer than 17 weeks to complete.**

74

The average number of new prospective buyers registered per member branch saw an upward trend, with an average of **74 in December.**

RESIDENTIAL LETTINGS

3.1

The average void period reported by member agents was **3.1 weeks in December 2025.**

7.31

The average number of new tenancies agreed per member branch sits at an average of **7.31 in December 2025.**

“

December's figures highlight a sales market that is showing pockets of resilience but remains constrained by ongoing challenges. Buyer registrations improved, and sales volumes are higher than a year ago, pointing to underlying demand. However, transaction times remain unacceptably long, with over 30% of sales taking more than 17 weeks to reach exchange, and supply continues to soften. Falling stock levels and fewer market appraisals are limiting choice and contributing to a slower, more cautious market environment.

Although the base rate has eased and mortgage lending remains broadly stable, inflationary pressures and wider economic uncertainty are still impacting affordability and confidence. As we move into 2026, clearer economic signals and policy stability will be essential to support both buyer commitment and smoother transaction flows.



Nathan Emerson
Propertymark CEO

“In the lettings sector, demand continues to significantly outpace supply, despite a modest uplift in available stock and fully managed instructions. Void periods remain relatively short, underlining how competitive the rental market still is, while rents continue to rise year on year, albeit at a slowing pace.

“Affordability pressures are becoming more visible, with rental arrears increasing and many landlords expressing concern around forthcoming legislative changes. Greater clarity around rental reform is urgently needed to reassure landlords and prevent further contraction in supply, which would only intensify pressures for tenants.”

“

“For buyers and sellers, this feels like a market that’s active but fragile. More buyers are registering, but viewings have dipped, and a high proportion of properties are still selling below asking price. That tells us people are interested, but they’re being very price-sensitive and far less willing to overstretch themselves. Long transaction times are also taking their toll, increasing the risk of fall-throughs and adding stress to what is already a demanding process.



Phil Spencer
Founder of Move iQ

“While lower interest rates offer some encouragement, affordability remains stretched for many households, meaning buyers are proceeding carefully and sellers need to be realistic on pricing if they want to secure a sale.

“For renters, the picture remains tough. Demand is still far higher than supply, and although rental growth is slowing, average rents remain elevated across the UK. Short void periods show that well-priced homes are being snapped up quickly, leaving tenants with limited choice and little negotiating power.

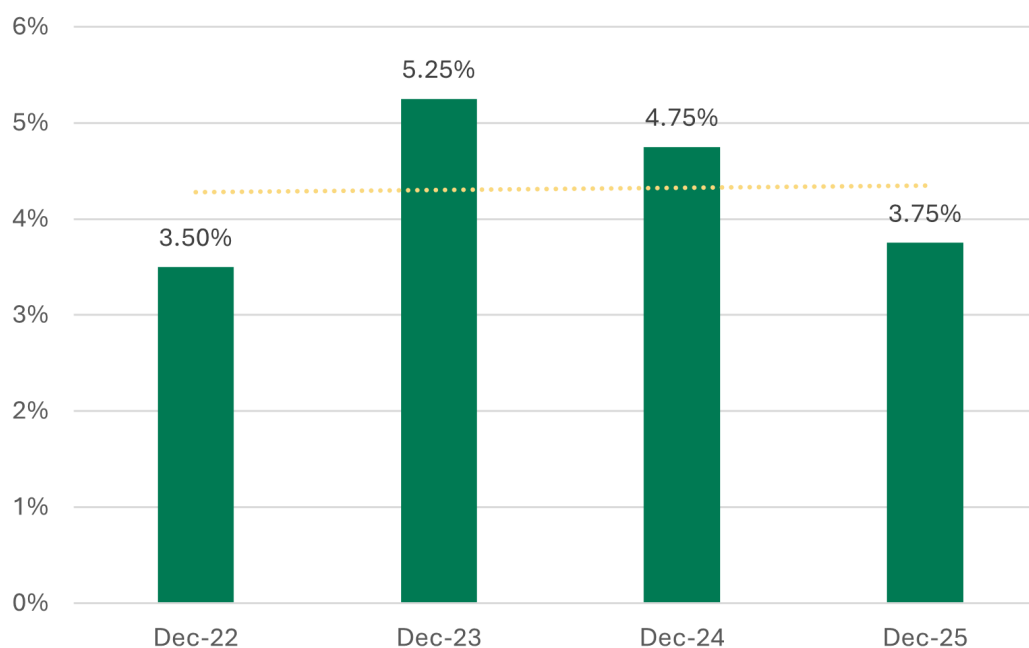
“At the same time, uncertainty around the Renters’ Rights Act is making some landlords hesitant to re-let or expand their portfolios. Until there is greater clarity and confidence in the regulatory environment, renters are likely to continue feeling the impact of a highly pressured and competitive market.”

Economic outlook

THE BASE RATE DROPPED TO 3.75%

The Bank of England base rate sat at 3.75% in December 2025 (Figure 1).

Figure 1: Bank of England base rate

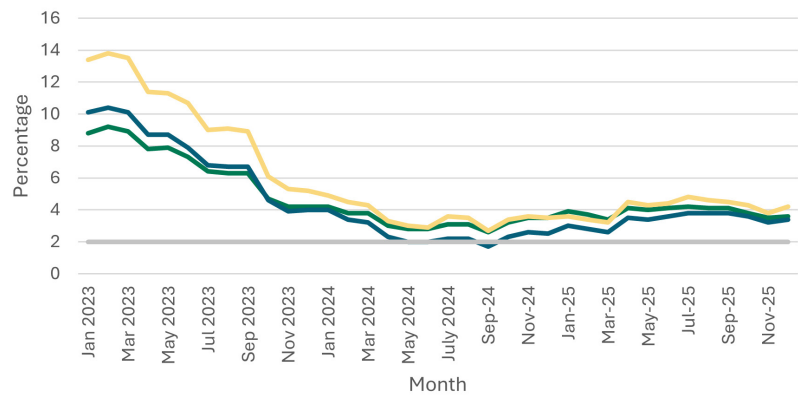


Source: Bank of England

INFLATION ROSE UPWARD IN DECEMBER 2025

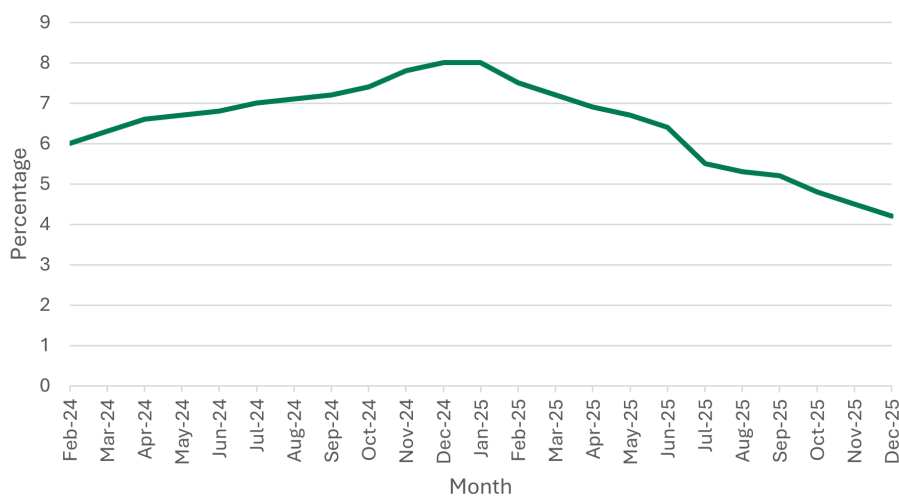
In December 2025, inflation increased to 3.4%. This continued to remain significantly above the Bank of England’s targeted figure of 2%.

Figure 2: Inflation percentage change



Source: ONS

Figure 3: CPIH owner-occupiers’ housing costs component percentage change



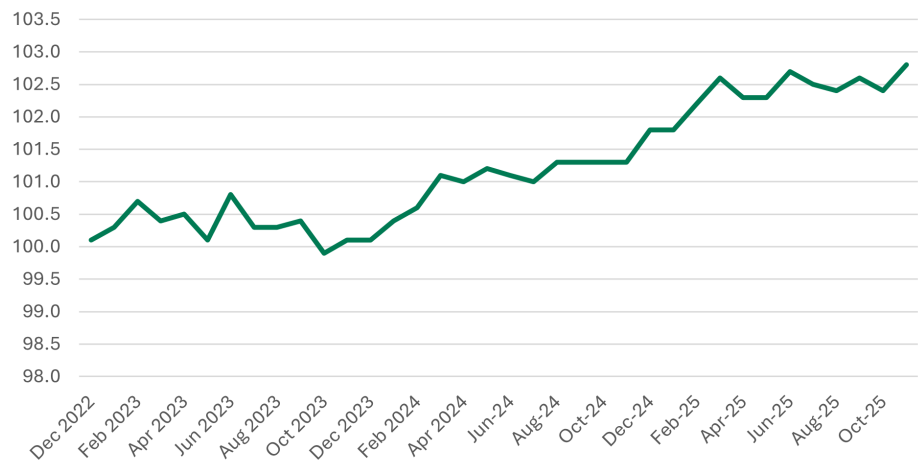
Inflation in the owner-occupiers’ housing costs component of CPIH reduced further to 4.2% in December 2025 (Figure 3).

Source: ONS

GDP SEES A SLIGHT INCREASE

GDP is estimated to increase to 102.8% in December 2025 (using the latest figures available) (Figure 4).

Figure 4: UK GDP

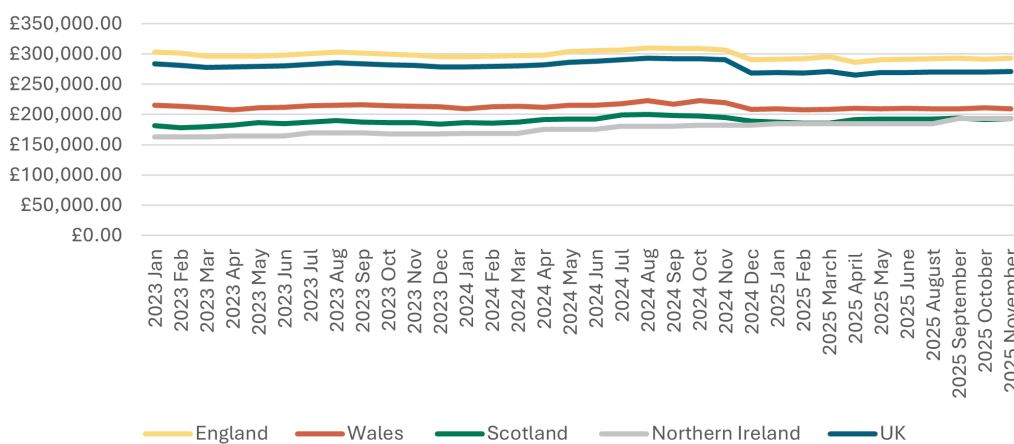


Source: ONS

The UK average house price showed slight growth month on month

Using the latest data available, the average UK house price stood at £271,000 for November 2025 (Figure 5)

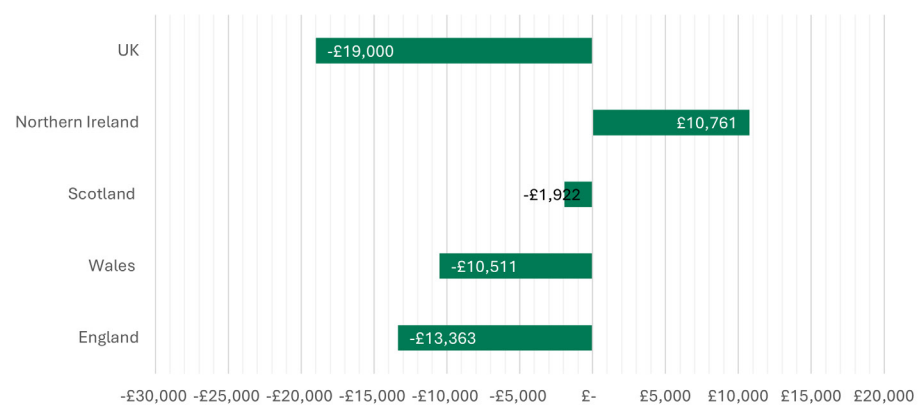
Figure 5: Average house price by country (non-seasonally adjusted)



Source: UK Gov/HM Land Registry

Figure 6: Year on year difference in average house price

The average house price, when compared year on year, demonstrates that only Northern Ireland is achieving progression when compared directly to the previous period.



Source: UK Gov/HM Land Registry

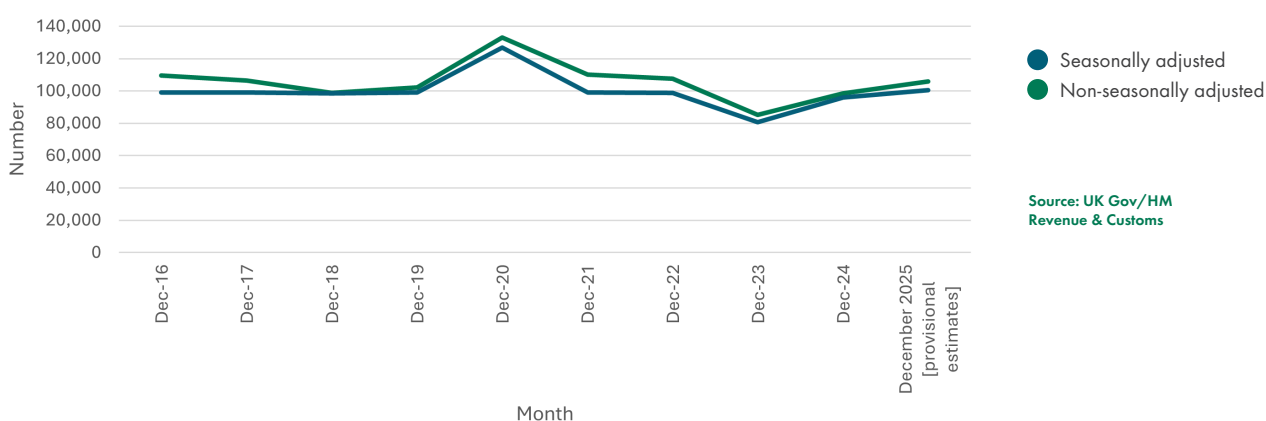
UK sales volumes show an increase in December 2025 when compared year on year

SALES VOLUMES

Sales volume data is a lagging measure that reflects the UK residential sales transactions completed in the month. Provisional data in December 2025,

non-seasonally adjusted sales volume shows an increase compared to a year earlier in December 2024 (105,730 vs 98,370).

Figure 7: Number of residential transactions (seasonally adjusted and non-seasonally adjusted)

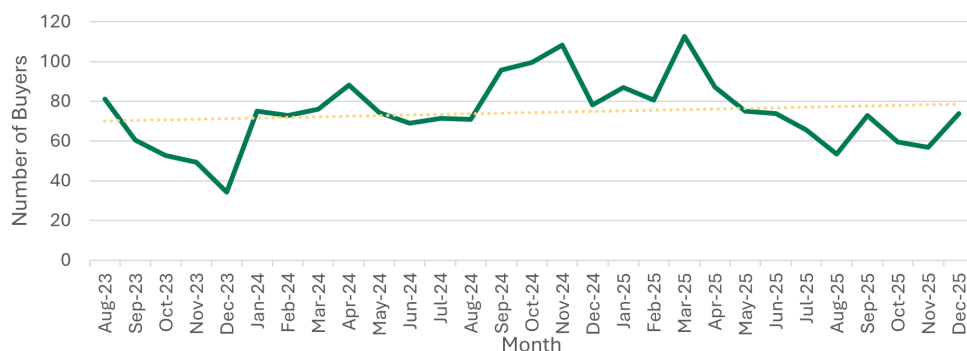


Prospective buyer registrations increased in December 2025

DEMAND

The average number of new prospective buyers registered per member branch showed an uplift, with an average of 74 in December 2025. (Figure 8).

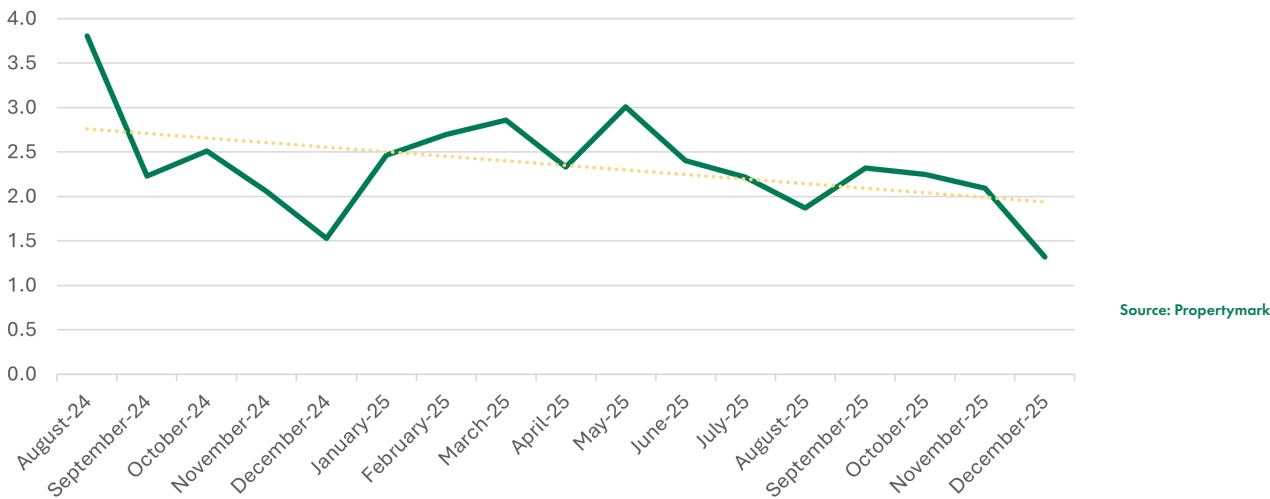
Figure 8: Average no of prospective buyers registered per member branch



VIEWING NUMBERS FELL WHEN COMPARED TO THE MONTH PREVIOUS ACROSS DECEMBER 2025

The average number of viewings per available property in December 2025 fell to 1.3, compared with the previous month (see Figure 9).

Figure 9: The average number of viewings per available property per member branch

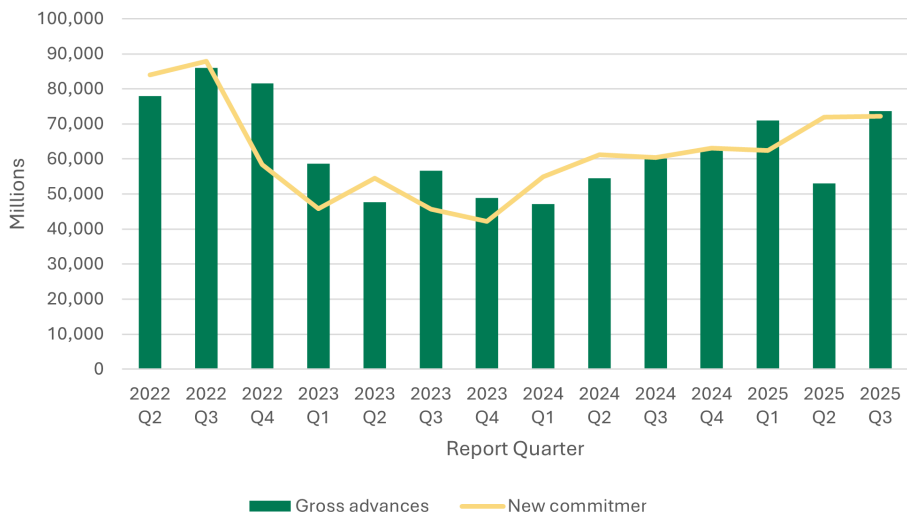


Gross mortgage advances show a slight increase

MORTGAGE INDICATORS

Looking at the latest data (Q3 2025), mortgage stats show an increase in gross mortgage advances and a resilience in the value of new mortgage commitments quarter on quarter.

Figure 10: Gross mortgage advances and new mortgage commitments



Source: Financial Conduct Authority

OVERALL AFFORDABILITY
REMAINS A CHALLENGE
OF PEOPLE

31% of adults reported finding it 'very or somewhat difficult' to afford their rent or mortgage payments between 3 December 2025 and 4 January 2026.

Figure 11: Adults reporting it very or somewhat difficult to pay their rent or mortgage

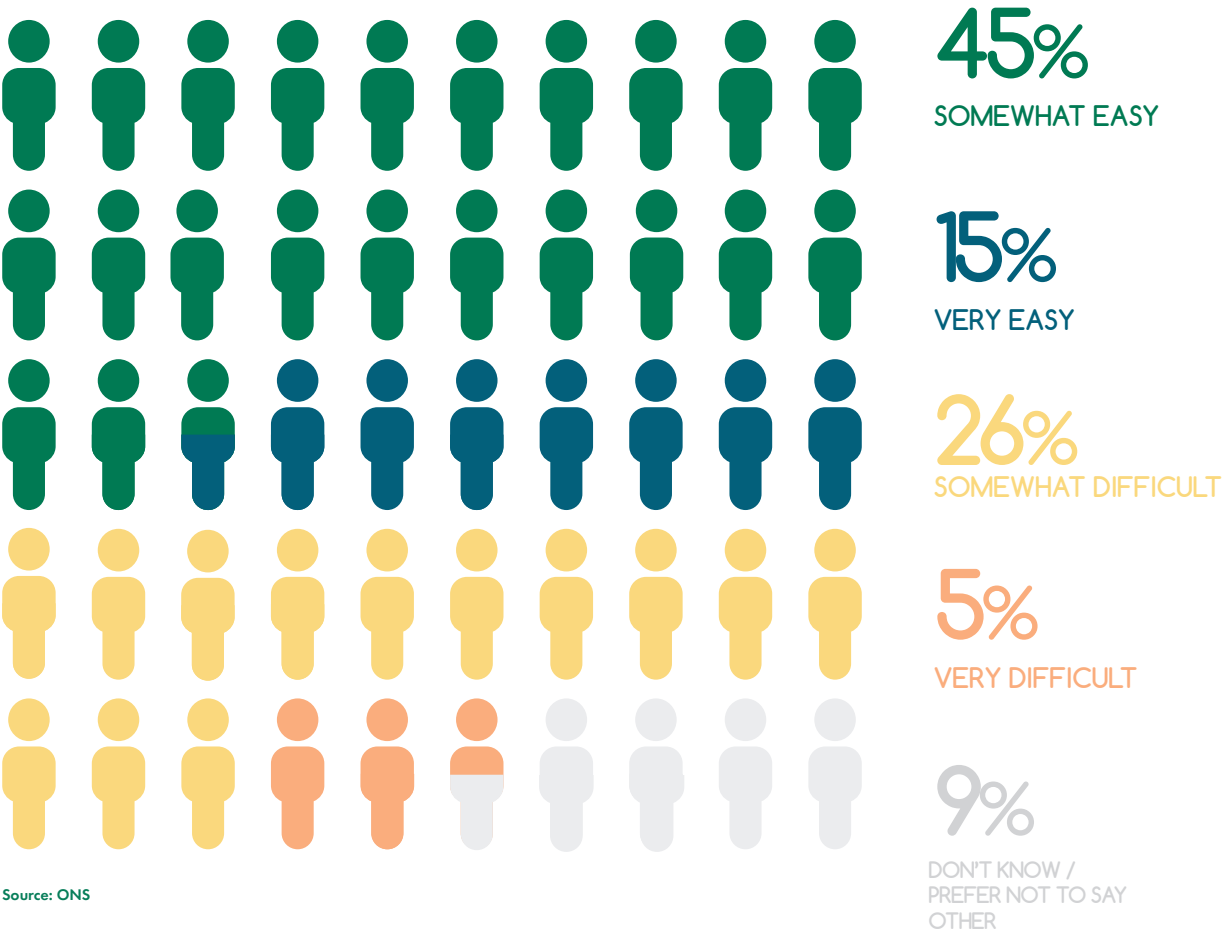
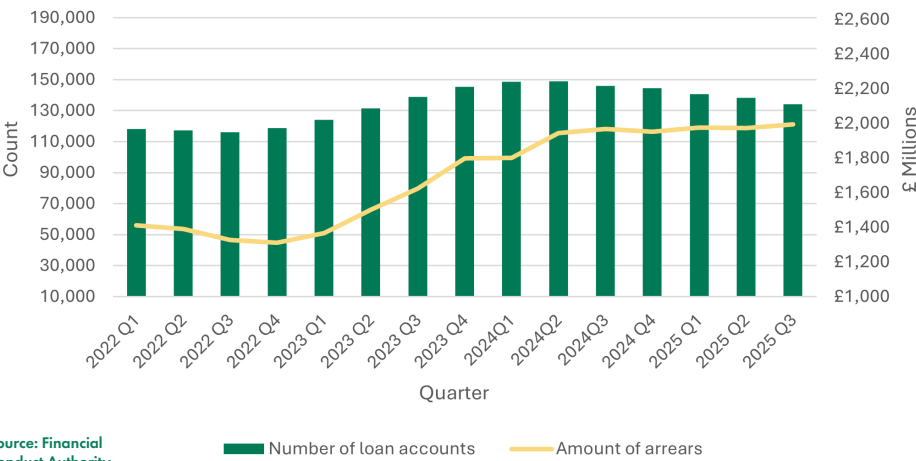


Figure 12: Loan arrears at the end of the quarter (residential loans to individuals (unsecuritised and securitised))

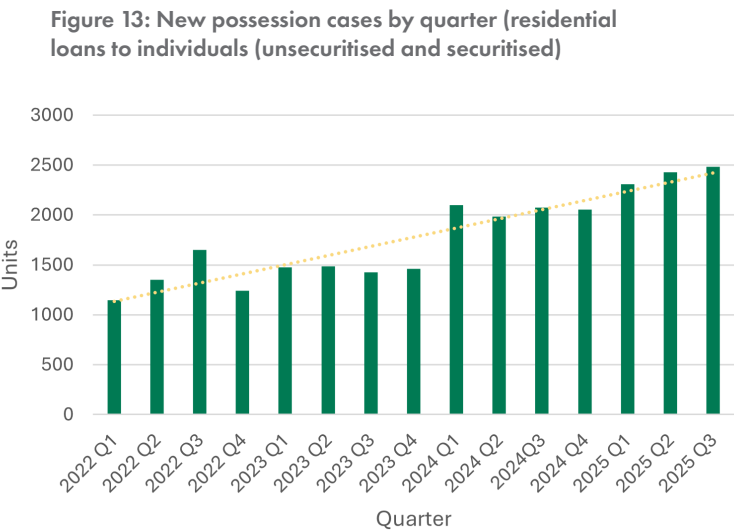


MORTGAGE
ARREARS SEE
MIXED PICTURE
IN Q3 2025

Using the latest data available, the number of loan accounts in arrears receded slightly in Q3 2025, while the amount of arrears increased slightly (latest data available).

NEW POSSESSIONS SEE A SLIGHT INCREASE

There was a slight climb in possession cases in Q3 2025 (latest data currently available) (Figure 13).

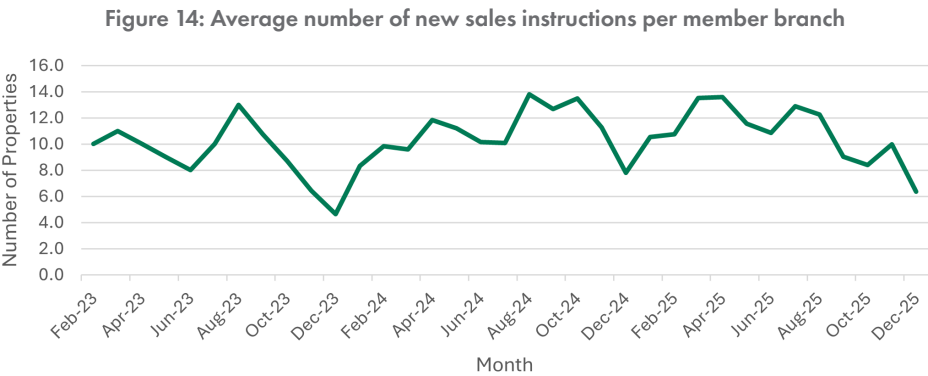


Source: Financial Conduct Authority

New supply descended across December 2025

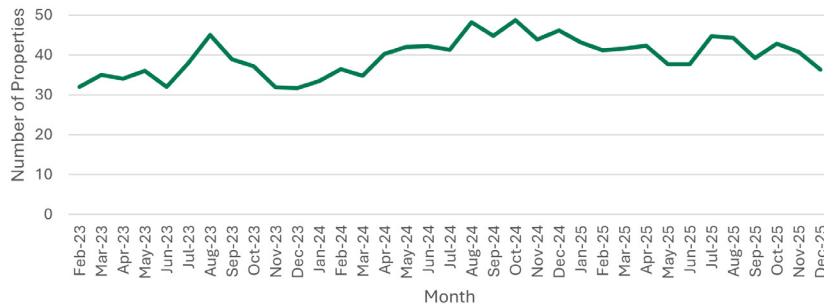
SUPPLY

On average, there were around 6.4 homes per member branch placed for sale across December 2025 (Figure 14).



Source: Propertymark

Figure 15: Average number of properties available for sale per member branch



STOCK LEVELS FELL ACROSS DECEMBER 2025

Stock levels reflect the average number of properties available for sale at each member branch. In December 2025, stock levels declined with an overall average of 36 properties for sale at each member branch. (Figure 15).

Source: Propertymark

MARKET APPRAISALS SAW A DECLINE IN DECEMBER 2025

Market appraisal volumes provide an indicator of future supply. The average number of market appraisals conducted per member branch in December 2025 stood at an average of 14 (Figure 16).

Figure 16: The average number of appraisals conducted per member branch



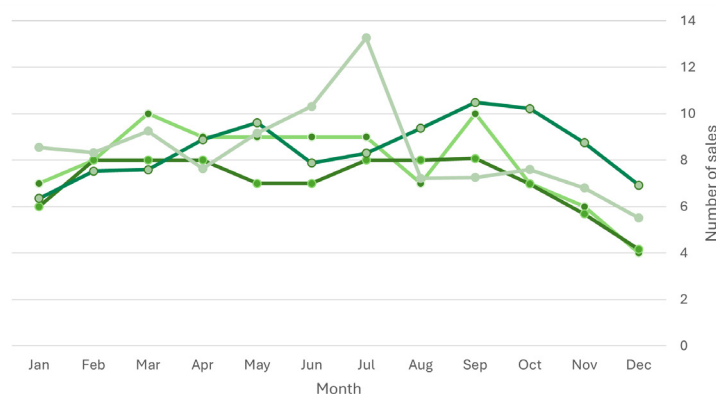
Source: Propertymark

Number of sales agreed saw a decline in December 2025

PERFORMANCE

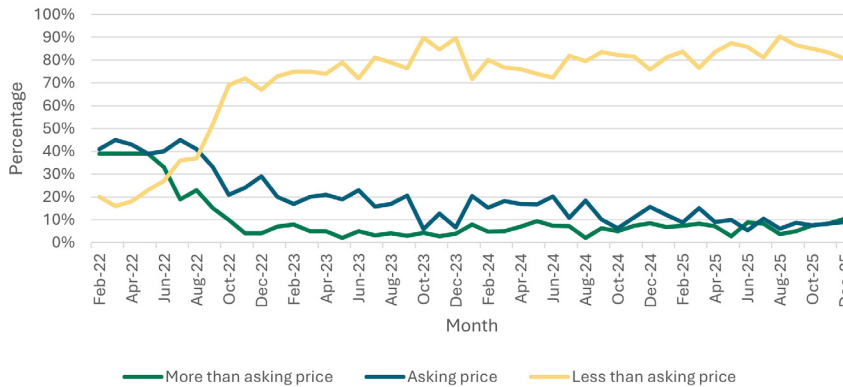
The average number of sales agreed per member branch saw a slight dip in November 2025 at an average of 6.8.

Figure 17: Average number of sales agreed per member branch



Source: Propertymark

Figure 18: The % of agents reporting properties achieving above asking, at or below asking price



Source: Propertymark

THE NUMBER OF PROPERTIES ACHIEVING THE ASKING PRICE REMAINS BROADLY STATIC

The overall number of member agents reporting that properties achieved the asking price in December 2025 stood at 9%, while the number of member agents reporting properties achieved less than the asking price sat at an average of 81% (Figure 18).

TIME TAKEN TO EXCHANGE REMAINS HIGH BUT IS SHOWING SIGNS OF REACHING ITS OVERALL PEAK.

In December 2025, on average, we saw around 30.4% of housing transactions taking longer than 17 weeks to complete. This number continues to slowly tail downwards, but remains persistently high.

Figure 19: Number of agents reporting that the average time from offer acceptance to exchanging contracts = 17 weeks+



Source: Propertymark

Member comments

Each month, a selection of members provides varying insights and opinions from different parts of the UK.



SURREY

Very quiet indeed, after the Budget, a few buyers who were holding back decided to move ahead on purchases, but with Xmas approaching we did not see any great activity increase. Hopefully 2026 will see some 'pent up anger' in the marketplace generate action!

KENT

Buyers seemed to have relaxed after the budget and are still keen to buy (at their perceived price).

BERKSHIRE

The end of the year showed how much the budget had impacted Q4 and the buyers and sellers who have sat out the market are now making decisions and the lack of movement in Q4 2025 is now turning into strong action in 2026.

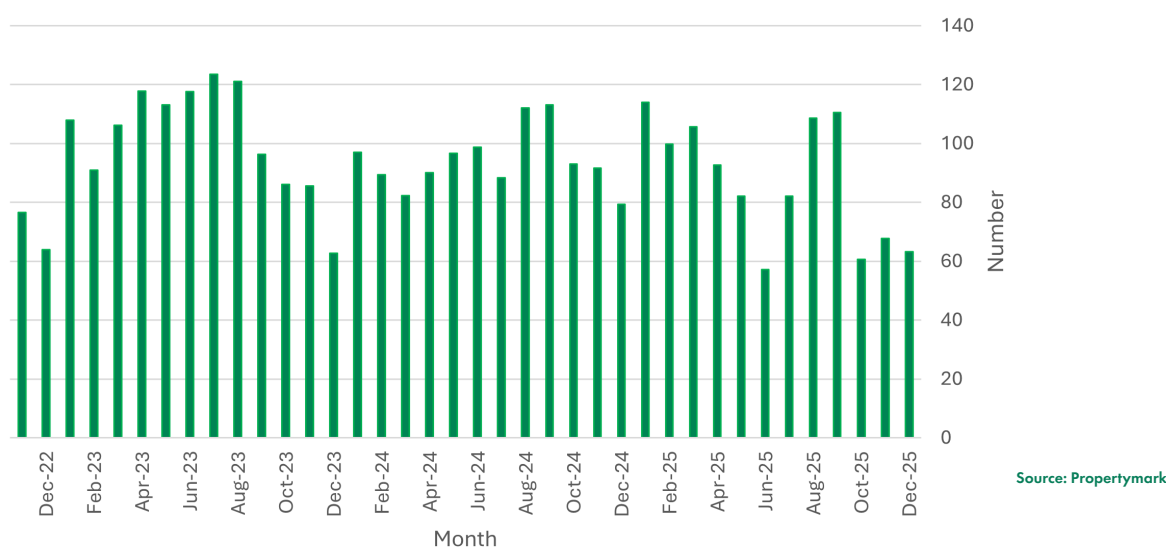
LINCOLNSHIRE

Northern Lincolnshire continues to remain robust. Whilst overall stock levels are behind year over year, sales activity is up. Coupled with improved transaction/ completion times compared to the national average and improving mortgage rates, we are seeing a market that is benefiting both buyers and sellers at present.

Tenant demand reduces

The average number of new prospective tenants registered per member branch indicates market demand. The average number of registrations per member branch drops slightly to an average of 63 in December 2025 (Figure 20).

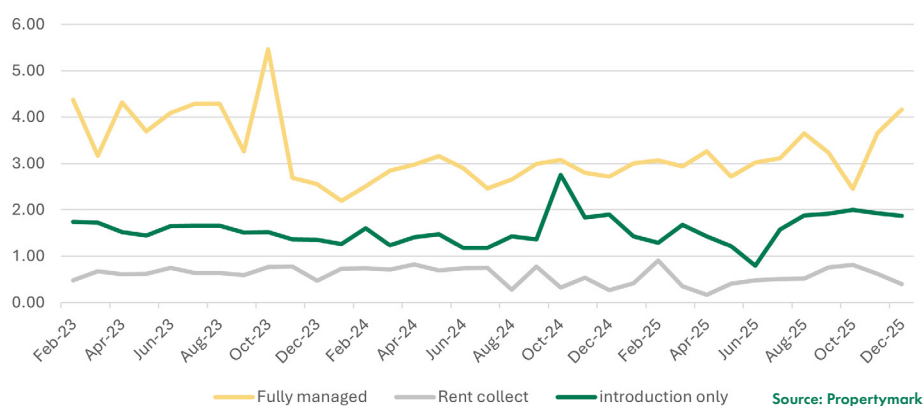
Figure 20: Average number of new applicants registered per member branch



Fully managed instructions saw an uplift in December 2025

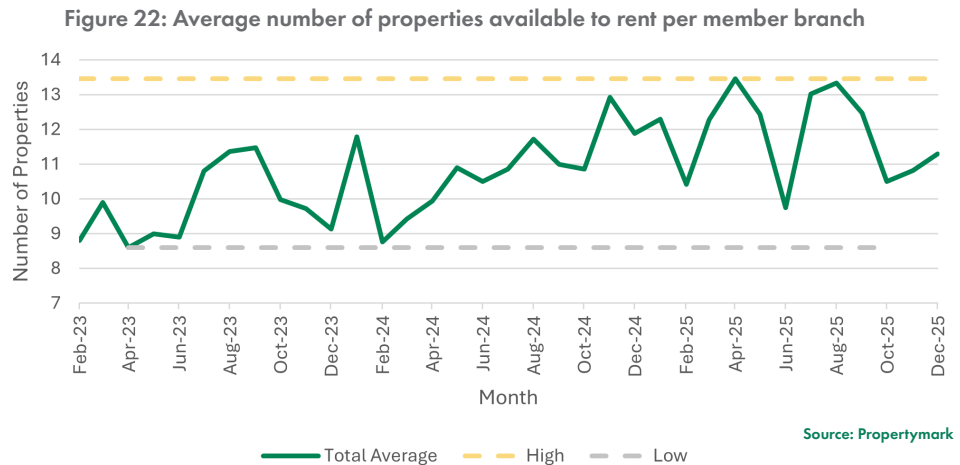
The average number of new property instructions (fully managed) saw an increase in December 2025, standing at an average of just over 4.16 per member branch (Figure 21).

Figure 21: Average number of new property instructions per month per member branch (fully managed/rent collection only)



Overall stock shows a slight lift compared to the previous month

The average number of properties available for rent grew slightly to 11.29 per member branch in December 2025 (Figure 22).

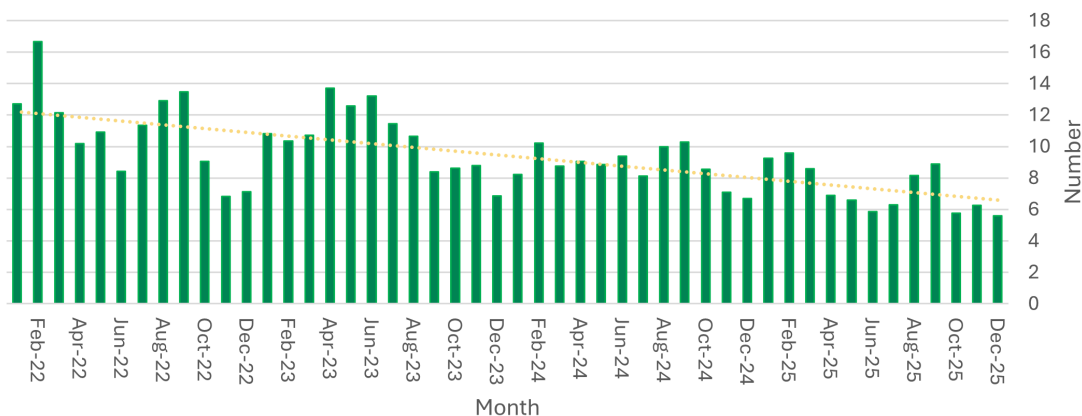


Demand continued to significantly outpace supply

SUPPLY AND DEMAND

Demand continues to outstrip supply, with the average number of applicants per member branch sitting at around six people per property available in December 2025 (Figure 23).

Figure 23: Average number of new prospective tenants registering per the number of properties available

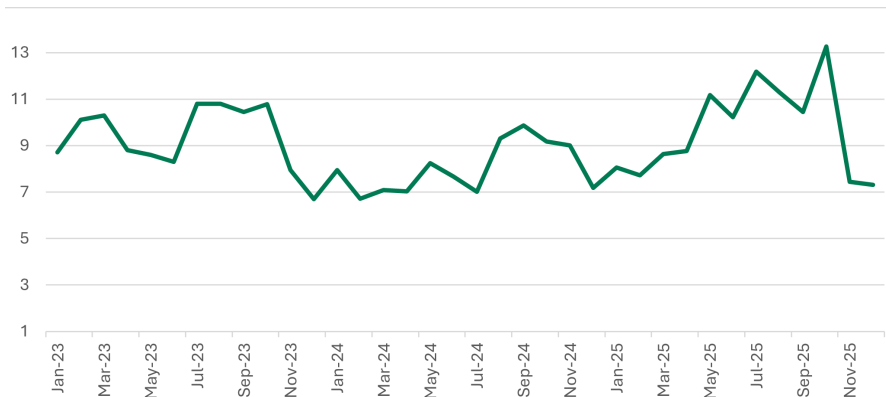


The number of tenancies agreed sees a slight decline compared to the month beforehand

PERFORMANCE

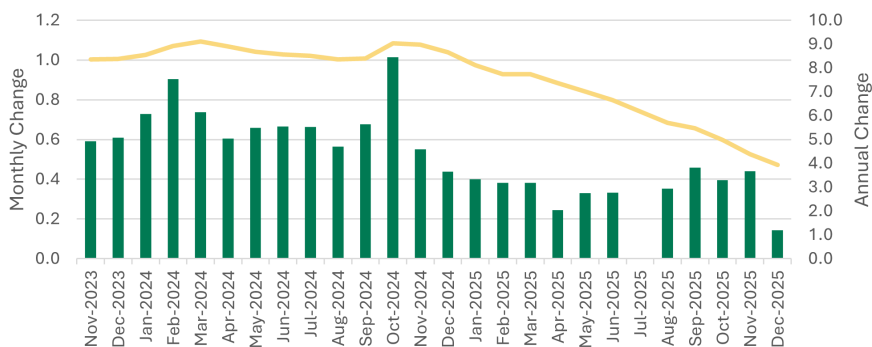
The average number of new tenancies agreed per member branch sits at an average of 7.31 in December 2025 (Figure 24).

Figure 24: Average number of new tenancies agreed in the month per member branch



Source: Propertymark

Figure 25: Average UK rent levels year on year and month on month



Source: ONS

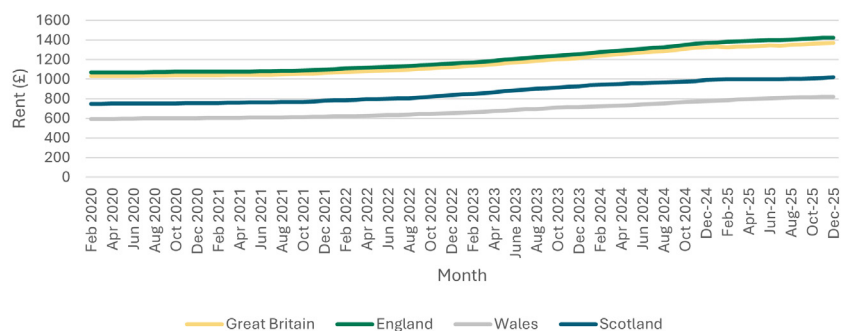
OFFICIAL DATA SHOW RENTS CLIMBED IN DECEMBER 2025, ALTHOUGH THE RATE OF INCREASE IS SLOWING

In December 2025, average UK rents were 3.9% higher than in December 2024 and 0.1% higher than in November 2025 (Figure 25).

RENTS SEE MARGINAL CLIMBS ACROSS THE UK IN DECEMBER 2025

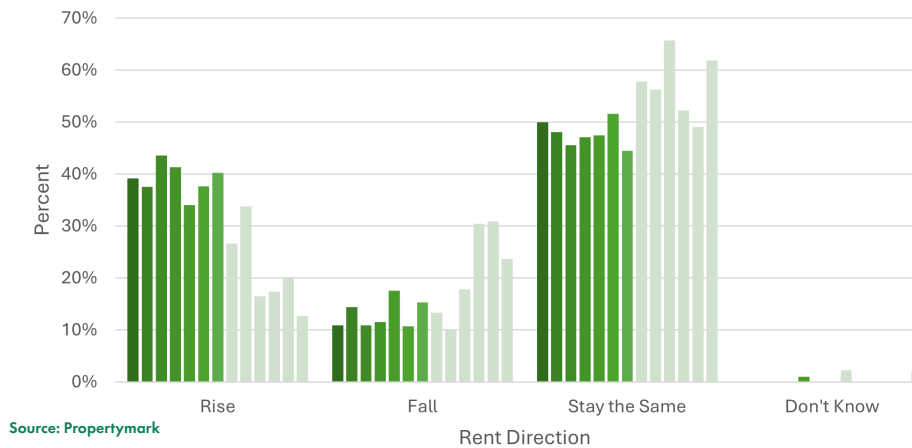
In December 2025, the average rent was £1,424 in England, £1,018 in Scotland, and £822 in Wales.

Figure 26: Average private rent (£), Great Britain, England, Scotland and Wales



Source: ONS

Figure 27: % of members who reported that rents have risen, fallen, or stayed the same.



RENTAL PRICES CONTINUED TO SHOW FLUCTUATIONS

In December 2025, 62% of member agents reported that rents remained generally static, with 24% reporting they had seen an overall fall, and 13% reporting they felt rents had increased. (Figure 27).

RENTAL ARREARS WITNESSED BY MEMBER AGENTS SHOW A JUMP IN DECEMBER 2025

The level of rental arrears indicates the state of consumer finances. The magnitude of member agents reporting problems with arrears increased to 4% in December 2025. (Figure 28).

Figure 28: Average number of properties in rental arrears per member branch

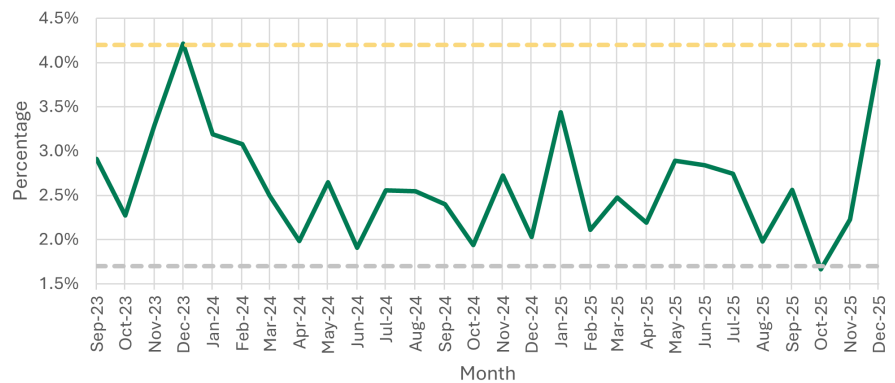
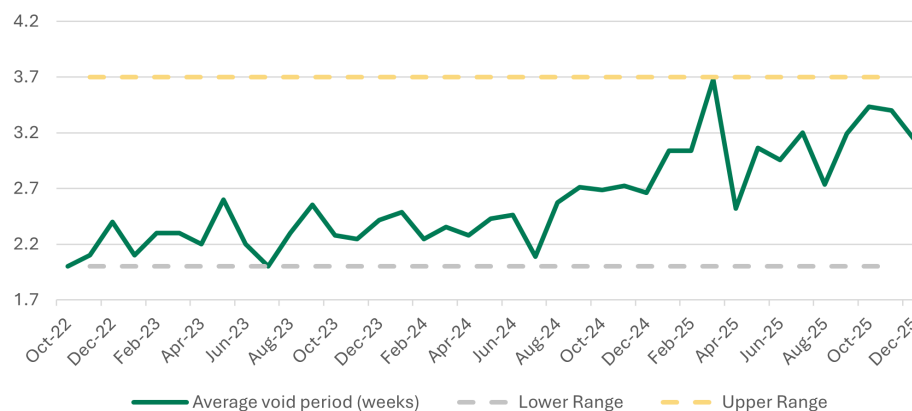


Figure 29: Average void period between tenancies in weeks



VOID PERIODS DROPPED IN DECEMBER 2025

The length of void periods is a good indicator of how dynamic the market is. The average void period reported by member agents was 3.1 weeks in December 2025 (Figure 29).

Member comments

Each month, a selection of members provides varying insights and opinions from across the UK.



SOUTH WEST

The Renters' Rights Act has made more Landlords panic and ask for notice to be served before the changes. All are selling their properties, and we do not have any other properties available to offer to existing tenants. Existing tenants are not moving due to a lack of supply, and this could lead to overcrowding as existing families grow and cannot move to a larger property, either due to financial constraints or lack of supply.

SCOTLAND

Steady, although we noticed a slowdown in properties and more properties becoming vacant.

HOME COUNTIES

: Market has stabilised slightly - 3 new property instructions are a welcome sign. Landlords are very negative about the forthcoming changes in legislation, to which I agree, although I try to give positive vibes. The new taxes and the move to Renters' Rights take me back to the pre- 1988 Housing Act.

Most Landlords are responsible, and it is the minority of bad landlords and bad tenants who are destroying the market, and the consequence will be a considerably reduced number of properties to rent, which will raise rents, which will help no one - crazy politics!

NORTH WEST

The government have created huge issues for our industry, and we are expecting to lose many landlords who are intending to sell their investment properties.

ABOUT THIS REPORT

This report is based on responses to a monthly survey of Propertymark member agents. The analysis is based on data from around 100 sales and 100 letting agents across the UK. The report also contains various third-party data including data from the Bank of England, the Office for National Statistics and HM Land Registry. Where relevant the data is licensed under the Open Government Licence v3.0 and is referenced at the point of use.

Each source has strengths, limitations, and caveats and to evaluate further, we recommend viewing them directly (links are at the bottom of this page). Where data includes estimates which are subsequently updated, we reflect these in subsequent reports.

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