



propertymark
Auctions
Barometer

Q1

2025

“Considering the many factors currently within the wider global economy, all of which have the potential to affect the auctioneering profession, we have witnessed a strong first quarter during 2025.

“Across England and Northern Ireland there was increased momentum as many people worked with urgency to both buy and sell stock before Stamp Duty threshold changes took effect. However, with interest rates gradually starting to track downwards, we expect to see a robust second quarter regarding property heading through the auctions system.”



Stuart Collar-Brown

(NAVA Propertymark
President)

“It is massively encouraging to see the popularity of auctioneering continuing to show momentum, with the profession continuing a transformational push towards offering an even wider selection of targeted solutions that resonate with client demand.

“It is particularly pleasing to see that 72% of our members report that online methods of interaction are the most popular way to conduct their business. It is also positive to see that 24% of our members reported that lots had exceeded initial reserve prices, which is a true compliment to the ability that auctioneers have to deliver value to sellers”.



Nathan Emerson

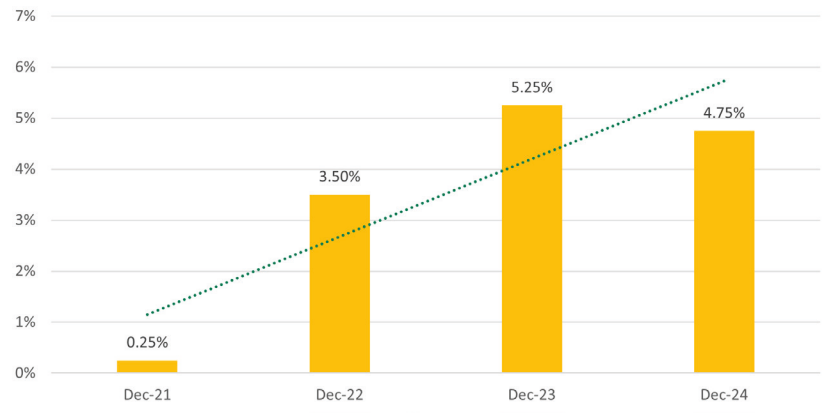
Propertymark CEO

Economic outlook

BASE RATE

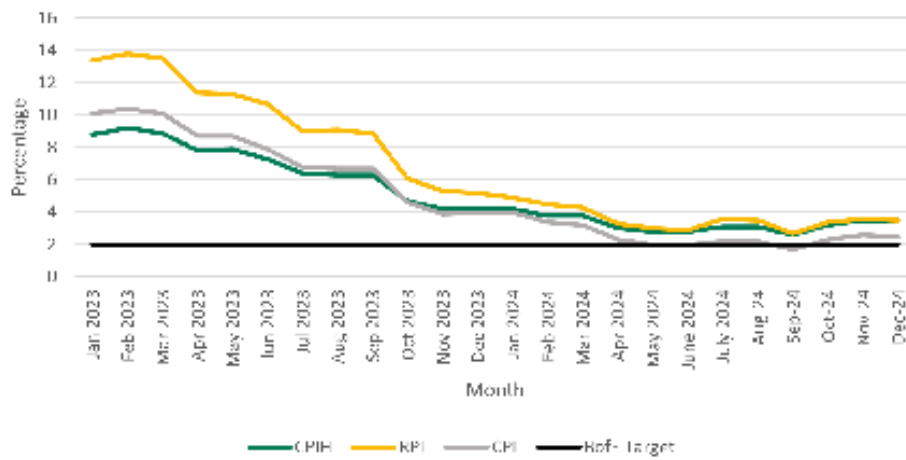
The Bank of England base rate stood at 4.5% in March 2025. This stood lower than a year previous (Figure 1).

Figure 1: Bank of England base rate



Source: Bank of England

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



Source: Office of National Statistics

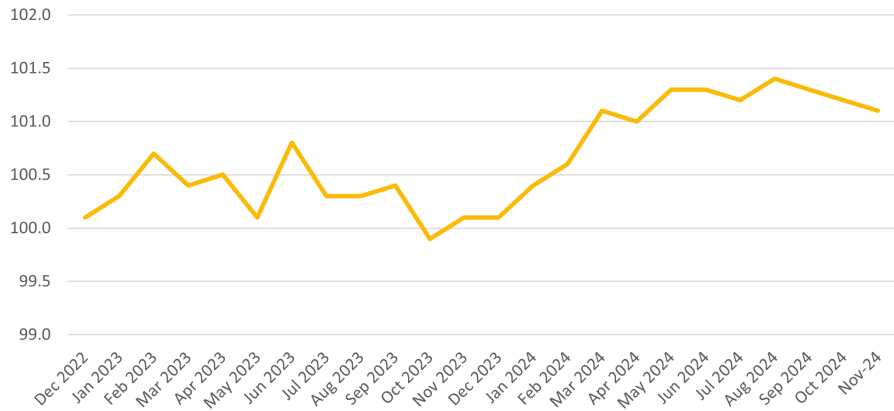
INFLATION

In March 2025, inflation sat at 2.6%, which remained above the Bank of England target rate of 2% (Figure 2).

GDP

Using the latest figures available, GDP is estimated to have increased leading towards March 2025 when compared to March 2024 (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

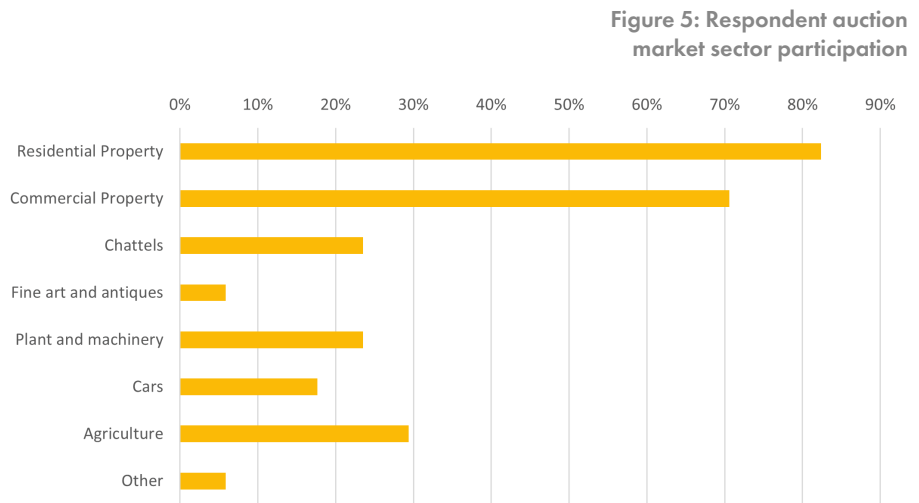


Source: Propertymark

Our Members' activities

SECTORS

Members with a variety of auction expertise provided our survey responses across the first quarter of the year. Figure 5 shows the breadth of activities of our members and highlights that many operate in multiple sectors.

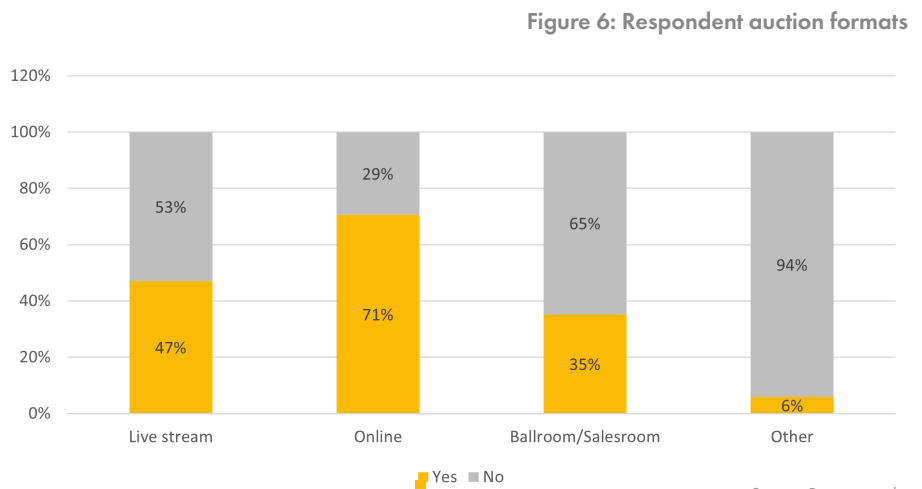


Source: Propertymark

Operational overview

AUCTION FORMATS UTILISED

We asked our members how they conduct their auctions. Online activity remains the most popular, with live streaming and traditional in-the-room actions jointly second during the first quarter of 2025.

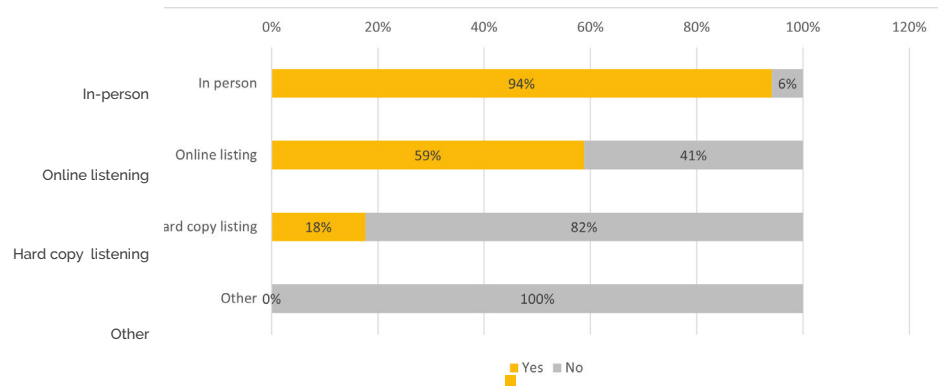


Source: Propertymark

HOW ARE LOTS FOR SALE VIEWED?

Despite the growing popularity of online activity within the profession overall, in-person viewings still lead the auction process by a considerable distance. (Figure 7).

Figure 7: How lots for sale are viewed



Source: Propertymark

Performance overview

NUMBER OF LOTS

The highest percentage of those surveyed (40%) said that the number of lots available (for all auction types) broadly remain static in Q1 2025 in comparison to Q4 2024 (Figure 8).

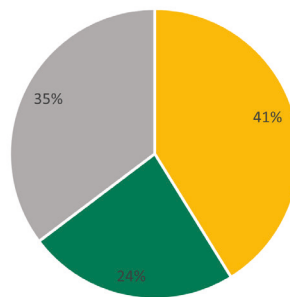


Figure 8: The number of auctions lots in Q1 2025 compared to Q4 2024

Source: Propertymark

NUMBER OF LOTS ACHIEVING THEIR RESERVE PRICE

76% of members said that the number of lots achieving their reserve price stayed the same or increased in Q1 2025 in comparison to the previous quarter (Figure 9).

■ Increased ■ Stayed the Same ■ Decreased

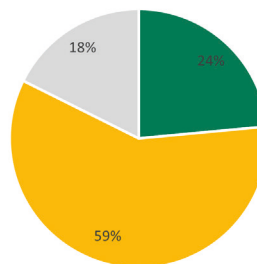


Figure 9: The number of auctions lots achieving their reserve price in Q1 2025 compared to Q4 2024

Source: Propertymark

NUMBER OF LOTS EXCEEDING THEIR RESERVE PRICE

56% of members said that the number of lots exceeding their reserve price increased in Q1 2025 in comparison to the previous quarter. With 20% reporting a decrease (Figure 10).

■ Increased ■ Stayed the Same ■ Decreased

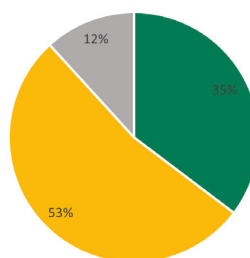


Figure 10: The number of auctions lots exceeding their reserve price in Q1 2025 compared to Q4 2024

Source: Propertymark

Biggest issues

facing Auctioneers and Valuers

We asked our members what issues they faced in Q1 2025. Several concerns were discussed, including Stamp Duty after-effects, realistic reserve pricing, and Council Tax liability.

A difficult market faced by our core consumer with increased SDLT and 200% council tax liabilities.

To convince the seller to agree on a realistic Reserve Price.

What are your predictions for the markets you serve in 2024?

Stable, but cost of living is still having a bearing on achievable prices.

Looking to be busier than ever.

We anticipate a similar year to 2024.

Interesting lots



While all our members' lots are interesting, each quarter we highlight a few that really stand out.



DONATED
32K

Saltash Road where £32,000 from the proceedings was donated to charity. Properties are sold by charities with entire proceeds being donated, but rarely is there a performance-based donation which the seller stipulates out of good will.

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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