

propertymark

Auctions Barometer

Q2

2026



Stuart Collar-Brown

(NAVA Propertymark
President)

"The latest findings highlight the auction profession's ability to respond to evolving market conditions while continuing to deliver results for both buyers and sellers. More than half of members surveyed (55%) reported an increase in the number of lots selling above their reserve price, reflecting encouraging levels of competition, and demonstrating the value auctions can offer in achieving strong sales outcomes.

"Looking ahead, continued investment in digital innovation will be important in making auctions more accessible, efficient, and appealing to a wider audience.

"Alongside this, the sector must focus on raising awareness of the advantages of auction sales and engaging younger generations to ensure the profession continues to attract new buyers and sellers in the years ahead."

"The year began with cautious optimism, although ongoing global uncertainty has continued to influence sentiment across the property market. Against this backdrop, it is incredibly encouraging that 90% of respondents reported that the number of lots achieving their reserve price either remained stable or increased during the second quarter of 2026. This demonstrates the resilience of the auctioneering profession and its continued ability to deliver positive outcomes for sellers, even when wider economic conditions remain challenging.

"Although inflation fluctuated during the period surveyed, the stability of the Bank of England's base rate offered some reassurance. However, affordability, borrowing costs and wider economic confidence continue to shape consumer and investor attitudes and behaviour.

"Auction sales continue to provide an important route to market, connecting motivated buyers and sellers and helping transactions progress with a high degree of efficiency and certainty."



Nathan Emerson

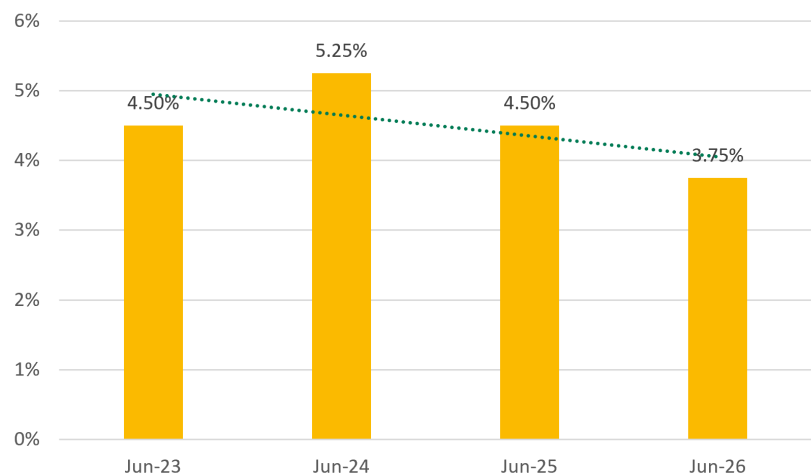
Propertymark CEO

Economic outlook

BASE RATE REMAINS AT 3.75%

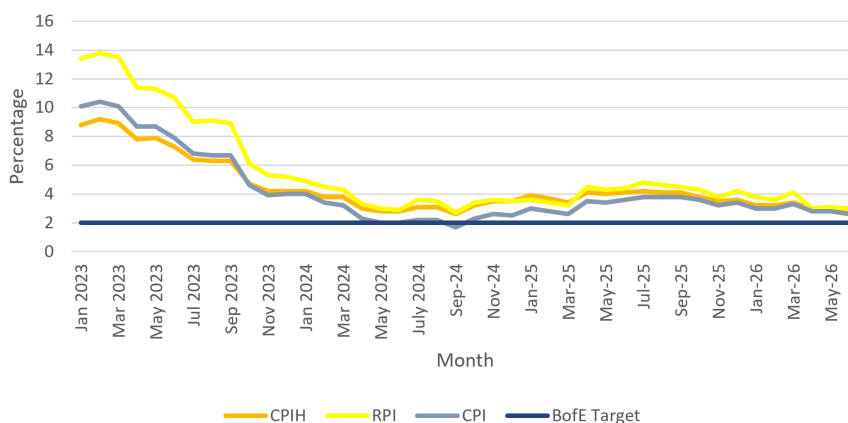
The Bank of England base rate stood at 3.75% throughout June 2026 (Figure 1), providing a key indicator of the prevailing monetary policy environment. Its level continued to shape expectations across the property market, with the cost of borrowing playing a significant role in investment decisions, property transactions and wider market confidence.

Figure 1: Bank of England base rate



Source: Bank of England

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



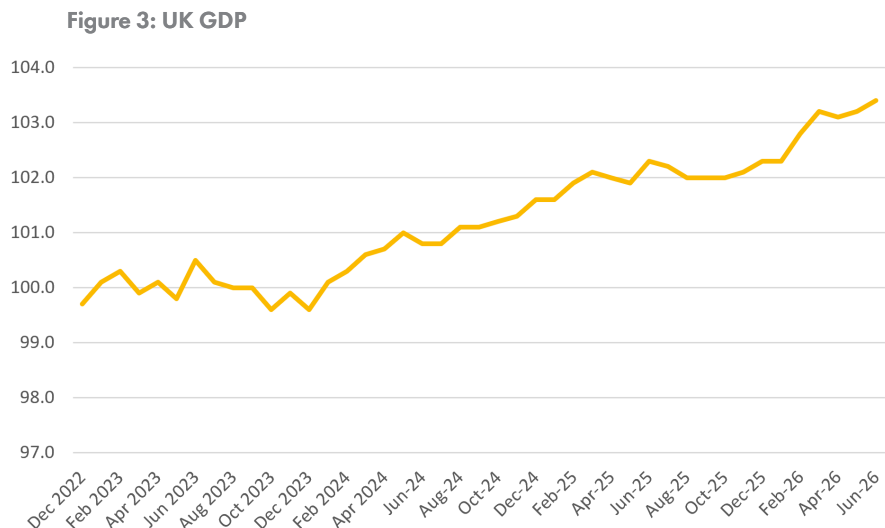
Source: Office of National Statistics

INFLATION STOOD AT 3.4% IN MARCH 2026

In June 2026, inflation stood at 2.6%, remaining above the Bank of England's target of 2%. Although this represents a relatively modest level of inflation, the continued overshoot highlights that price pressures remain within the UK economy. The persistence of inflation above target also has implications for potential investment, business operating costs and borrowing conditions, with these factors continuing to influence wider economic confidence and decision-making.

GDP SEES FURTHER GROWTH

Using the latest available figures, UK GDP recorded a marginal increase in June 2026, indicating modest growth in overall economic output (Figure 3). While this suggests some positive movement in economic activity, the limited scale of the increase points to a relatively subdued growth environment.



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 (Figure 4).

Figure 4: Location of Survey Responders

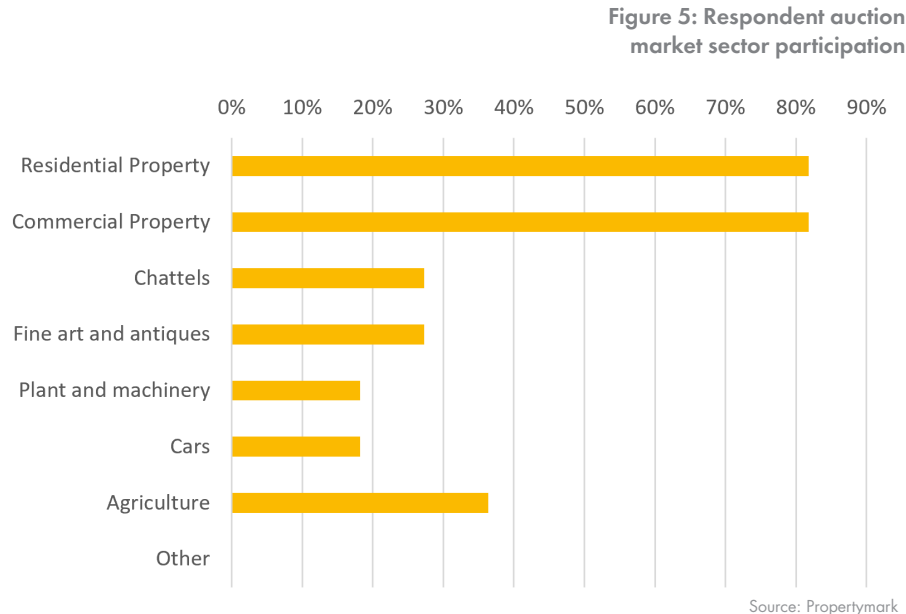


Source: Propertymark

Our Members' activities

SECTORS OUR MEMBERS OPERATE WITHIN

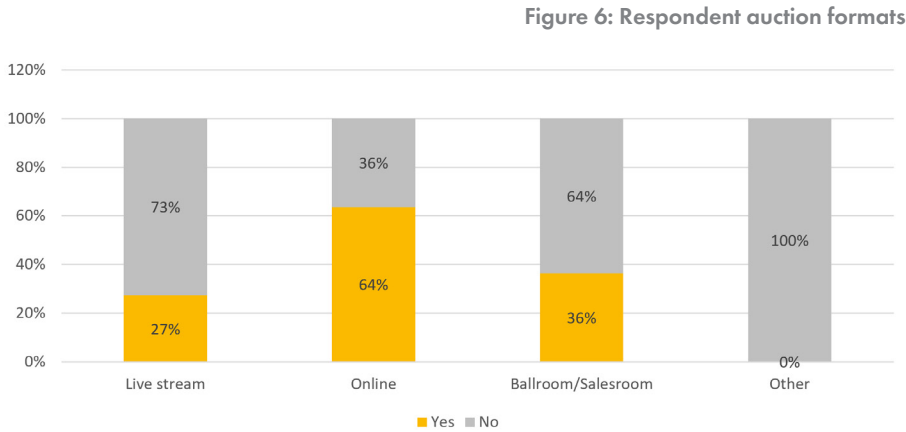
Members with a broad range of auction expertise contributed responses to our survey in the second quarter of 2026, reflecting the diversity of experience and specialisms across the sector.



Operational overview

AUCTION FORMATS UTILISED

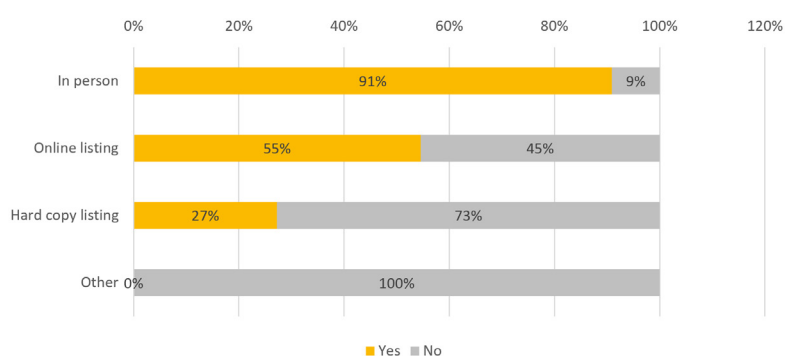
We asked our members how they conduct their auctions. As shown in Figure 6, online auctions remained the dominant method during the second quarter of 2026, followed by traditional in-room auctions.



HOW ARE LOTS FOR SALE VIEWED?

Despite the growing popularity of online auctions across the profession, in-person viewings remain the most common approach, with 91% of members reporting that they took place during the second quarter of 2026 (Figure 7).

Figure 7: How many lots for sale are viewed



Source: Propertymark

Performance overview

NUMBER OF LOTS

The largest proportion of respondents (45%) reported that the number of lots available across all auction types remained stable in the second quarter of 2026 compared with the previous quarter (Figure 8).

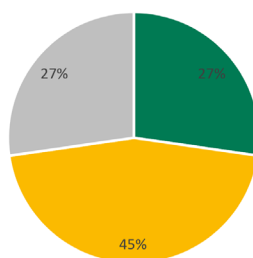


Figure 8

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

NUMBER OF LOTS ACHIEVING THEIR RESERVE PRICE

Nine in ten members surveyed (90%) reported that the number of lots achieving their reserve price either remained stable or increased in Q2 of 2026 compared with the previous quarter (Figure 9).

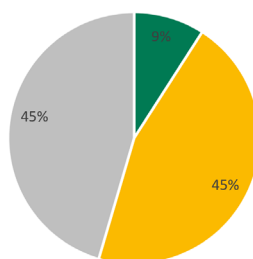


Figure 9

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

NUMBER OF LOTS EXCEEDING THEIR RESERVE PRICE

55% of members reported an increase in the number of lots exceeding their reserve price in Q2 of 2026, indicating outcomes for a significant proportion of auction sales. (Figure 10).

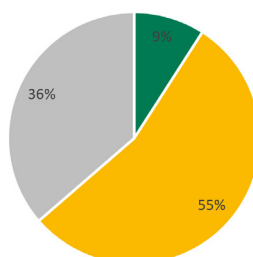


Figure 10

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

Biggest issues

facing Auctioneers and Valuers

WE ASKED OUR MEMBERS WHAT
ISSUES THEY FACED IN Q2 2026.

Limited stock levels and constant changes in legislation and government policy are creating an uncertain market.

A general lack of confidence in the market and limited access to funds are affecting activity.

The time required to prepare legal packs and obtain local searches, alongside the increasing number of properties coming to market, is creating challenges for buyers and sellers.

Government intervention in the property market and excessive taxation are creating further challenges.

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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