

propertymark

Auctions Barometer

Q1

2026



Stuart Collar-Brown

(NAVA Propertymark
President)

“While the year began with confidence, global economic uncertainty has led to more cautious investment and consumer spending. Despite these challenges, the profession has remained resilient during this period.

“Encouragingly, 80% of members surveyed said the number of lots achieving their reserve price stayed the same or increased in Q1 2026, demonstrating the ability of auctioneering to deliver strong results even in uncertain conditions.

“With continued investment in technology and digital innovation, the profession is well positioned for sustainable growth. There has also been enhanced initiatives to connect with younger demographics and ensure they grow into the concept of considering auctioneer as a tempting route for both purchase and sale.”

“As the year began, there was quiet confidence within the economy, though global uncertainty tempered sentiment and prompted many consumers and investors to apply caution.

“While inflation fluctuated during the period surveyed, the stability of the Bank of England base rate did provide a level of reassurance for many.

“Looking ahead, it is hoped the global economy will further settle, helping better provision the housing market for potential growth and provide enhanced opportunity for those who chose to buy and sell within the auctioneering ecosystem.”



Nathan Emerson

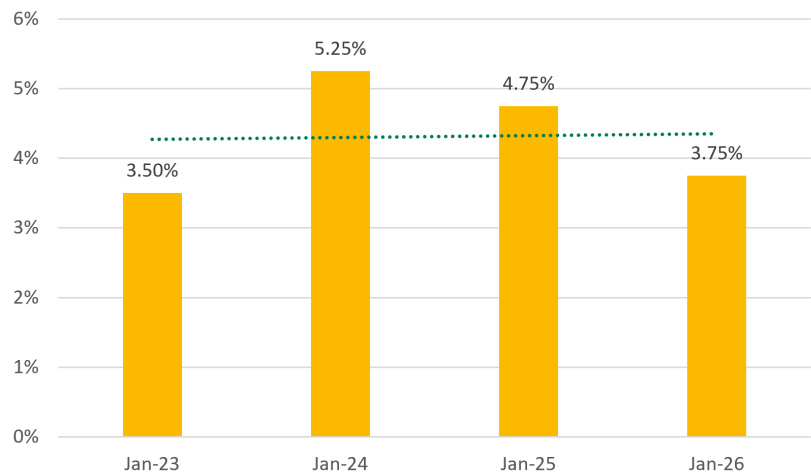
Propertymark CEO

Economic outlook

BASE RATE REMAINS AT 3.75%

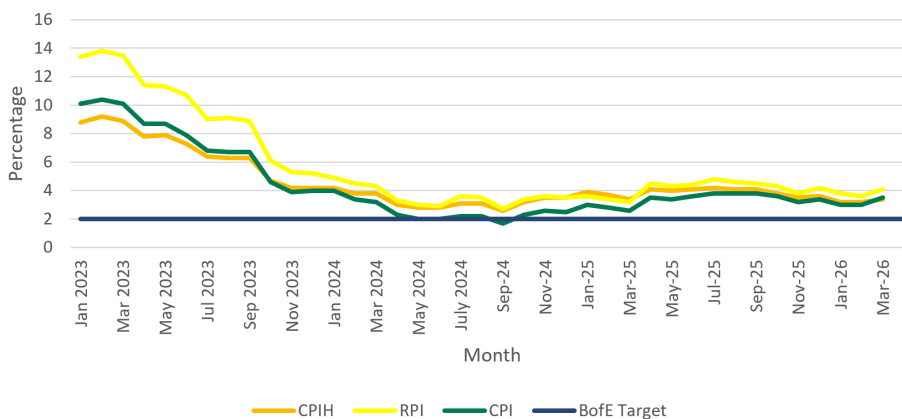
The Bank of England base rate sat at 3.75% in March 2026 (Figure 1).

Figure 1: Bank of England base rate



Source: Bank of England

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



INFLATION STOOD AT 3.4% IN MARCH 2026

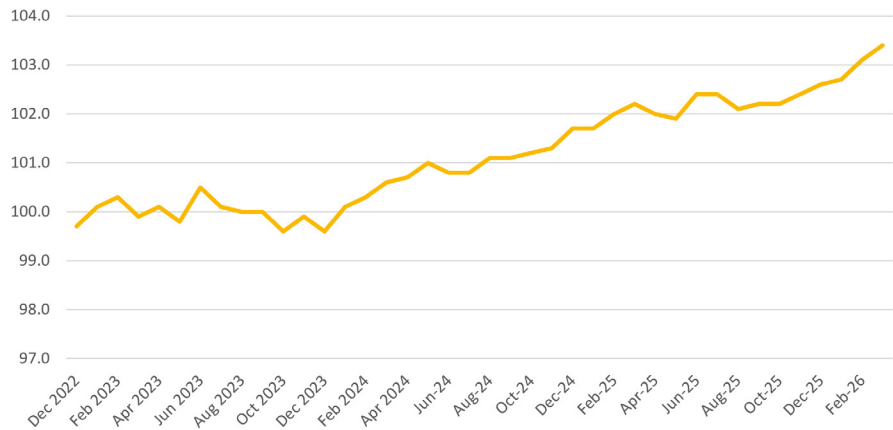
In March 2026, inflation stood at 3.4%. However, this remains significantly above the Bank of England's targeted figure of 2%.

Source: Office of National Statistics

GDP SEES GROWTH

GDP is estimated to have climbed marginally to 103.4% in March 2026.

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 (Figure 4).

Figure 4: Location of Survey Responders



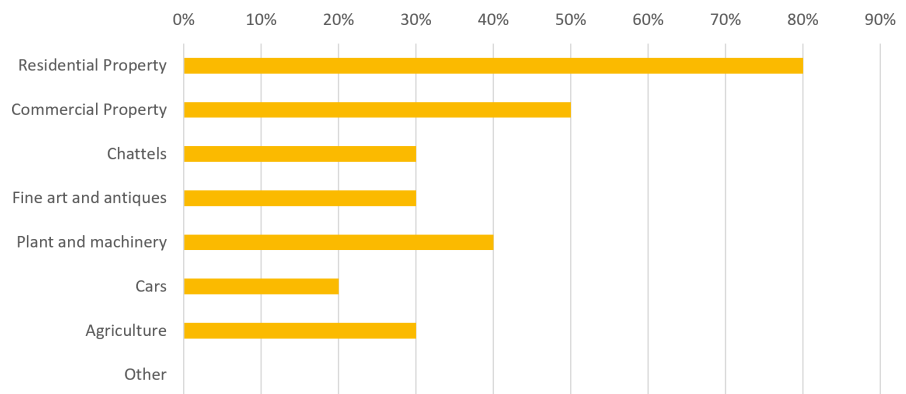
Source: Propertymark

Our Members' activities

SECTORS

Members with a variety of auction expertise responded to our survey across the first quarter of 2026. Figure 5 shows the breadth of member activities and highlights that many operate in multiple sectors.

Figure 5: Respondent auction market sector participation



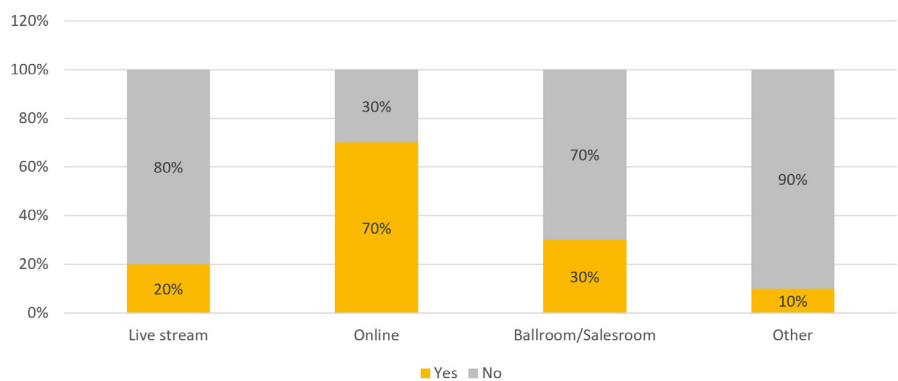
Source: Propertymark

Operational overview

AUCTION FORMATS UTILISED

We asked our members how they conduct their auctions. Figure 6 demonstrates that this quarter has shown online activity is the most dominant, with traditional in-the-room auctions placed second during the first quarter of 2026.

Figure 6: Respondent auction formats

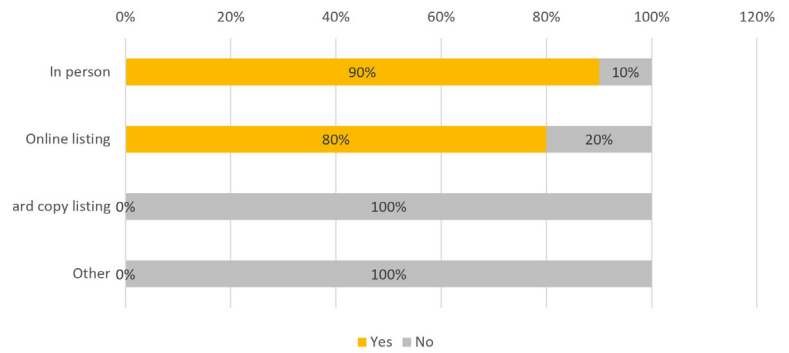


Source: Propertymark

HOW ARE LOTS FOR SALE VIEWED?

Despite the growing popularity of online activity within the profession, in-person viewings continue to dominate. 90% of members who responded noted in-person interactions is something they witnessed during the first quarter of 2026. (Figure 7)

Figure 7: How many lots for sale are viewed



Source: Propertymark

Performance overview

NUMBER OF LOTS

The highest percentage of those surveyed (50%) said that the number of lots available (for all auction types) had remained stable in Q1 2026 when compared to Q4 2025 (Figure 8).

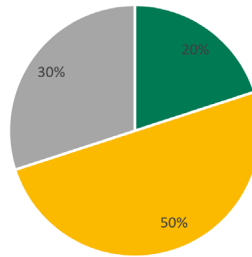


Figure 8

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

NUMBER OF LOTS ACHIEVING THEIR RESERVE PRICE

80% of members said that the number of lots achieving their reserve price stayed the same or increased in Q1 2026 in comparison to the previous quarter (Figure 9).

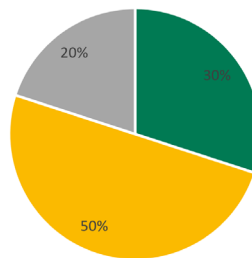


Figure 9

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

NUMBER OF LOTS EXCEEDING THEIR RESERVE PRICE

40% of members said that the number of lots exceeding their reserve price increased in Q1 2026 Figure 10).

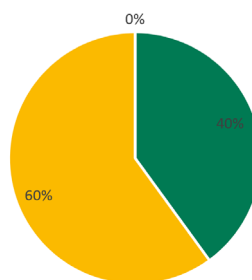


Figure 10

■ Increased ■ Stayed the Same ■ Decreased

Source: Propertymark

Biggest issues

facing Auctioneers and Valuers

WE ASKED OUR
MEMBERS WHAT
ISSUES THEY
FACED IN Q1 2026.

Global environment affecting local conditions as well as new legislation.

Highly volatile macro environment seems to be making buyers very cautious with their money.

Sourcing of stock and obtaining the right values.

Difficult to what is happening globally.

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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