

propertymark

Auctions Barometer

Q2

2025



Stuart Collar-Brown

(NAVA Propertymark
President)

"We continue to see positive sentiment within the auctioneering profession, despite a backdrop of economic uncertainty. It remains especially upbeat to witness progression in the number of lots available during the second quarter of the year.

"It is also extremely encouraging to see growing numbers of prospective buyers interact online to complete their transactions. The profession has placed great emphasis and investment in providing innovative new ways to exceed expectations for both buyers and sellers.

"There are still challenges ahead in terms of higher than ideal inflation, which is continuing to strongly influence base rate decisions from the Bank of England. However, there is optimism within the marketplace on growing consumer affordability, which should prove direct steer on performance for the second half of 2025."

"It's encouraging to see auctioneering witness yet more positive progression, very much catalysed via focused investment in new technology-based solutions. We are seeing continued growth in participation from both a buying and selling viewpoint via the likes of people using smart phones to interact. Across the last few years, the profession has successfully streamlined a customer-centric experience that connects with ever evolving user demand.

"It is incredible to witness that 81% of members surveyed state that lots met or exceeded their reserve price across quarter two in 2025. This is a true tribute to how dynamic the process is and how it delivers results for all involved. It is also fantastic to see the highest percentage of lots continue to be residential and commercial properties demonstrating the high degree of trust consumers have in dealing with high value and more complicated transactions via auctioning."



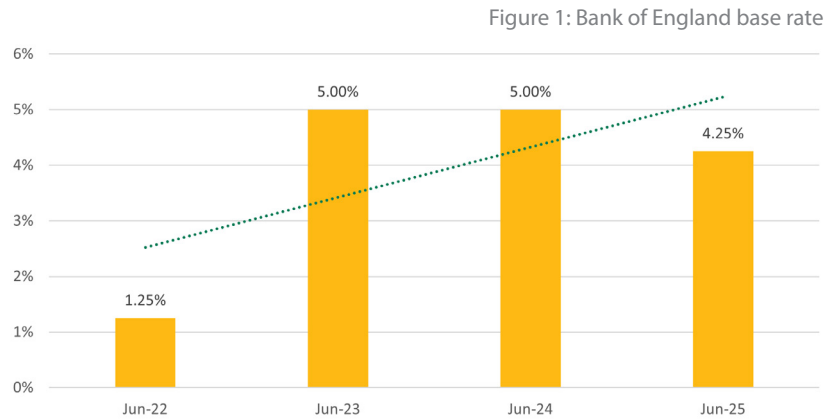
Nathan Emerson

Propertymark CEO

Economic outlook

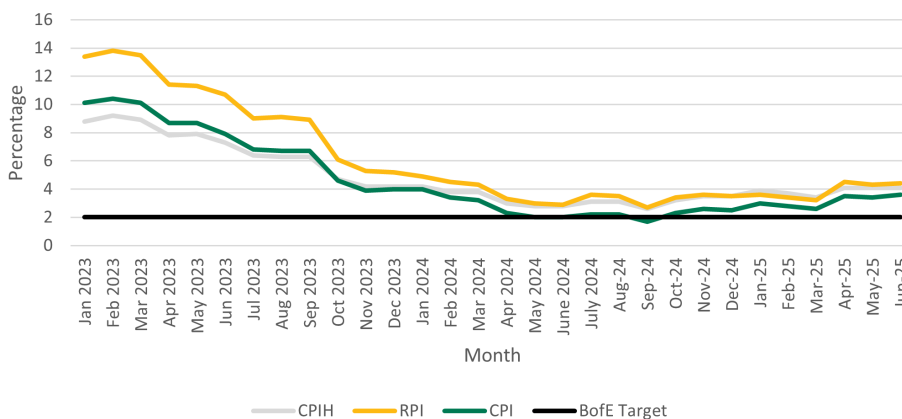
BASE RATE STANDS

The Bank of England base rate stood at 4.25% by the end of June 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

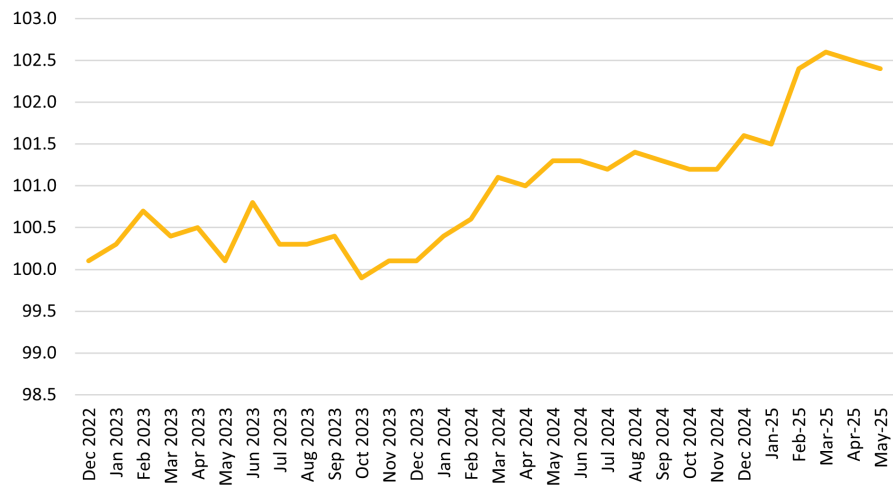
INFLATION INCREASED

In June 2025, inflation sat at 3.6%, which remained significantly above the Bank of England target rate of 2% (Figure 2).

GDP DIPS SLIGHTLY

Using the latest available figures, GDP is estimated to have decreased towards the end of June 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

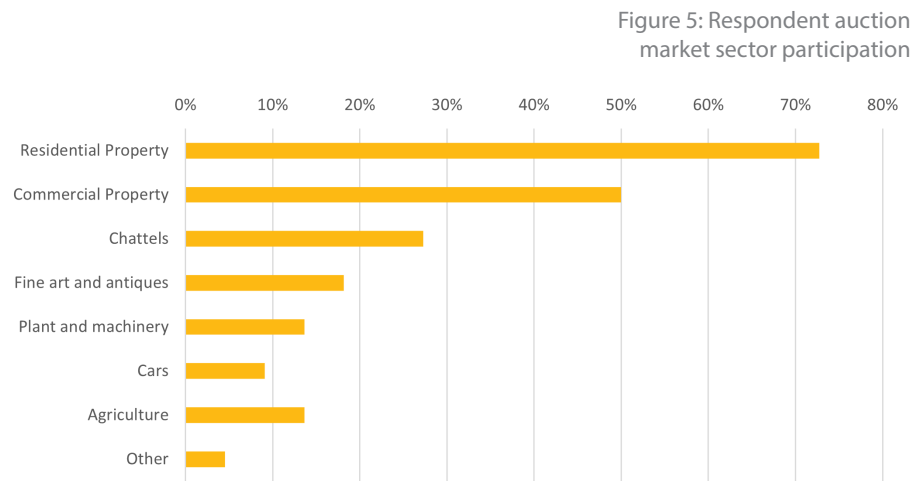


Source: Propertymark

Our Members' activities

SECTORS

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

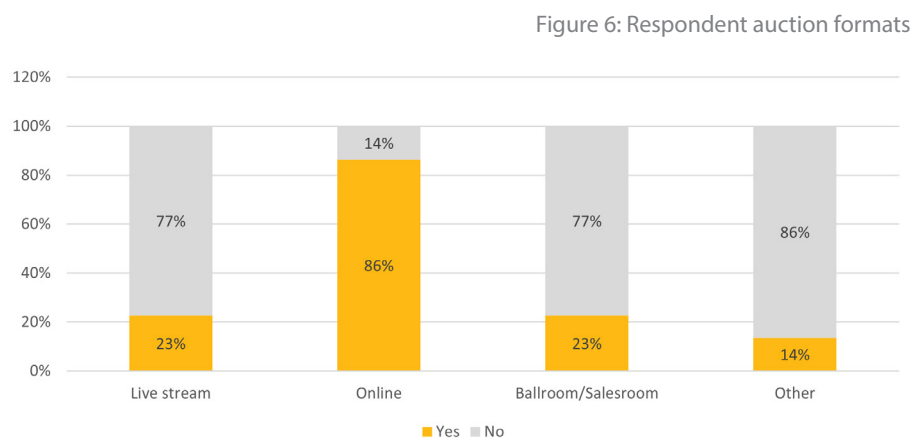


Source: Propertymark

Operational overview

AUCTION FORMATS UTILISED

We asked our members how they conduct their auctions. Figure 6 shows that online activity remains the most dominant, with live streaming and traditional, in-the-room auctions jointly second during the second quarter of 2025.

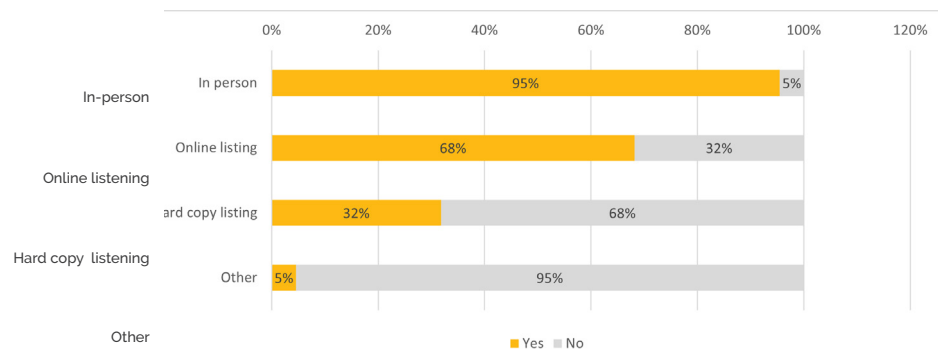


Source: Propertymark

HOW ARE LOTS FOR SALE VIEWED?

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

Figure 7: How many lots for sale are viewed



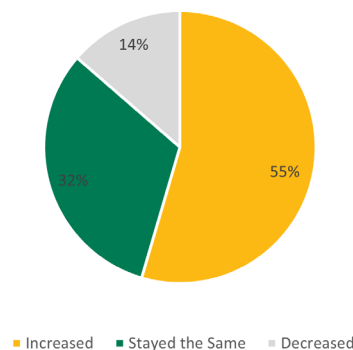
Source: Propertymark

Performance overview

NUMBER OF LOTS

The highest percentage of those surveyed (55%) said that the number of lots available (for all auction types) had increased in Q2 2025 in comparison to Q1 2025 (Figure 8).

Figure 8: The number of auction lots in Q2 2025 compared to Q1 2025

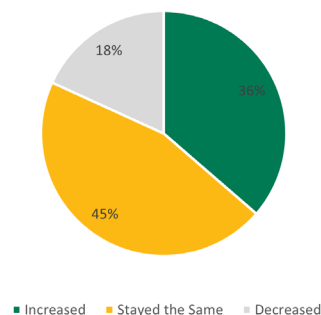


Source: Propertymark

NUMBER OF LOTS ACHIEVING THEIR RESERVE PRICE

81% of members said that the number of lots achieving their reserve price stayed the same or increased in Q2 2025 in comparison to the previous quarter (Figure 9).

Figure 9: The number of auction lots achieving their reserve price in Q2 2025 compared to Q1 2025

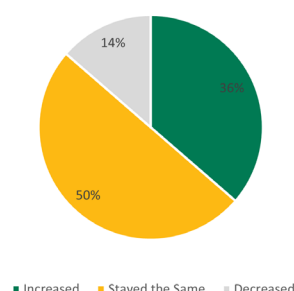


Source: Propertymark

NUMBER OF LOTS EXCEEDING THEIR RESERVE PRICE

50% of members said that the number of lots exceeding their reserve price increased in Q2 2025 in comparison to the previous quarter, with 36% reporting a decrease (Figure 10).

Figure 10: The number of auction lots exceeding their reserve price in Q2 2025 compared to Q1 2025



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 aftereffects, realistic reserve pricing, and council tax liability.

The biggest issues we come across are sellers being realistic enough on pricing to achieve sales, and parts of the market being saturated, i.e. apartments/flats at the present moment.

Market conditions, i.e. interest rates and geopolitical factors.

Ever-changing laws from the government, around tenanted properties and leasehold reform.

Market conditions, i.e. interest rates and geopolitical factors.

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

We predict an increase in Insolvency instructions in Q3 and Q4 compared to the previous two quarters. We are hearing that many companies are struggling with increased costs and that there is a general feeling that there are funds around to invest. I feel that the Govt is doing little to help small to medium businesses address the current headwinds.

Strong market for sales will continue, whilst instructions will grow YoY as more sellers look to achieve sales before the end of 2025.

To remain the same as Q1 and Q2, as more motivated sellers are looking for certainty and honest advice.

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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