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# Housing Report

September 2020



## September 2020 Housing Report

# HOUSING DEMAND ROSE BY A THIRD IN SEPTEMBER TO HIGHEST LEVEL FOR 16 YEARS

### Key Findings

- The number of prospective buyers reached the highest level recorded since June 2004
- An average of 14 sales were agreed per branch, the highest figure recorded since August 2006
- The number of sales to first-time buyers (FTBs) fell to 19 per cent, the lowest recorded in seven years

### DEMAND FROM HOUSE HUNTERS

*There were 525 house hunters registered per branch in September*



The number of house hunters registered per estate agent branch rose by a third (33 per cent) from 396 in August, to 525 in September. This is the highest number of house hunters recorded since June 2004, when 581 were recorded per branch.

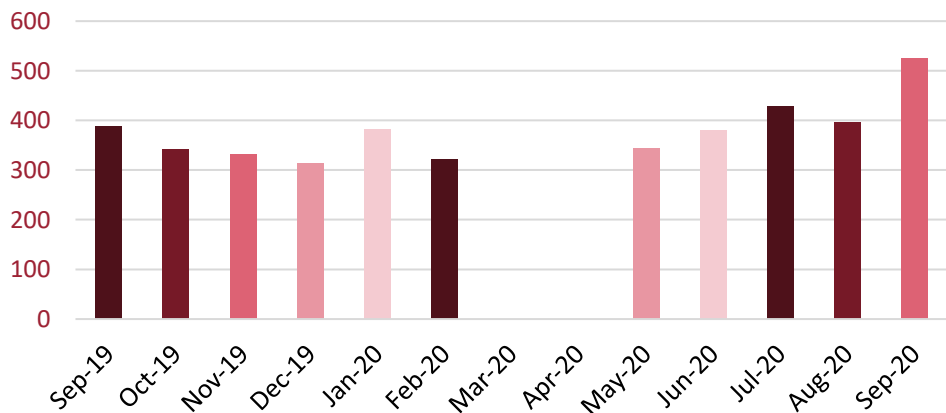


Figure 1: Number of house hunters per branch

## SALES AGREED

*There were **14** sales agreed per branch in **September***



The average number of sales agreed per estate agent branch stood at 14 in September, the highest figure recorded since August 2006. This is an increase from 12 sales agreed per branch in August.

Year-on-year, the number of sales agreed per branch has increased by 75 per cent, rising from eight in September 2019.

The number of sales made to FTBs stood at 19 per cent, falling from 23 per cent in August. This is the lowest amount recorded since March 2013, when the figure also stood at 19 per cent.

## WHAT PROPERTIES SOLD FOR

***Eight per cent** of properties sold for more than the asking price in **September***



In September, eight per cent of properties sold for more than the original asking price, a fall from the high of 13 per cent in August.

The majority (53 per cent) of properties sold for less than the original asking price in September.

## HOUSES AVAILABLE TO BUY

*There were 41 houses available to buy per member branch in September*



The number of properties available per member branch stood at 41 in September, rising marginally from 40 in August. Year-on-year, the supply of housing also increased slightly from 40 properties available per member branch in September 2019.

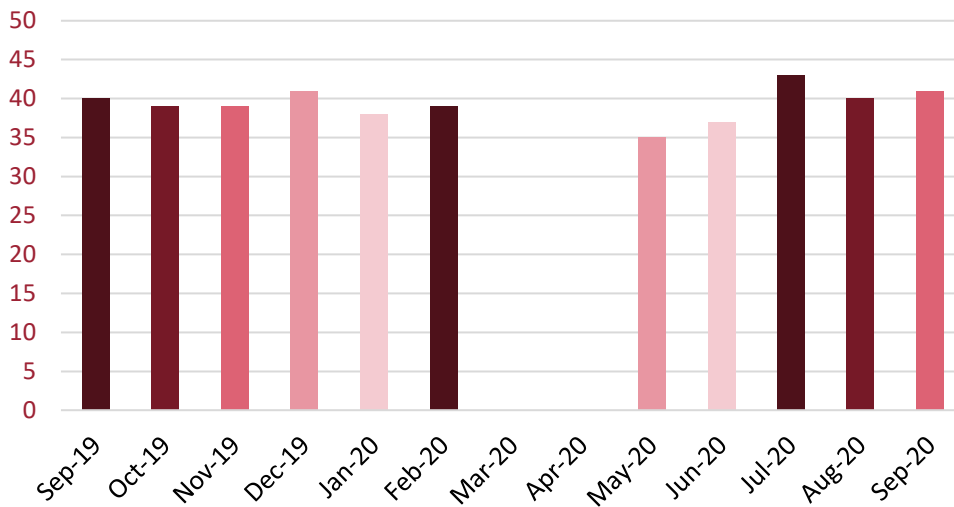


Figure 2: Number of properties available per branch

ENDS

**Editor Notes:**

**For further information contact:**

NAEA Propertymark Press Office  
020 7566 9777  
propertymark@lansons.com

**About NAEA Propertymark**

NAEA Propertymark is the UK's leading professional body for estate agency personnel; representing members who practice from over 12,000 offices in all aspects of property services. We are dedicated to the goal of professionalism within all aspects of property, estate agency and land. Our aim is to reassure the general public that by appointing a NAEA Propertymark Protected agent to represent them, they will be safeguarded and receive the highest level of integrity and service for all property matters.