

Housing Insight

May 2025

RESIDENTIAL SALES

11.5

On average, there were around 11.5 homes placed for sale per member branch in May 2025.

37%

We are seeing an average of 37% of housing transactions taking longer than 17 weeks to complete. The timescales are starting to trend downwards again from a high in summer 2022.

RESIDENTIAL LETTINGS

3
WEEKS

The average void period reported by member agents increased to just over three weeks in May 2025.

2.9%

Arrears showed a slight increase in May 2025 to an average of 2.9% up from 2.2% the month beforehand.

“

As we progress further into the year, it is encouraging to witness the impressive resilience within the housing sector.



Nathan Emerson
Propertymark CEO

Despite inflation remaining stubborn relative to the Bank of England's 2% target – and the subsequent influence this continues to have on base rate decisions – the market has still delivered house price growth. These factors have certainly not discouraged consumers from entering the buying and selling process. It is especially positive to see the average number of viewings per property available for sale trending upwards so far this year.

Within the lettings sector, many challenges and uncertainties remain. Over the coming months, it is braced for change with the introduction of the Renters' Rights Bill. While the new legislation aims to provide better protection for tenants across England and Wales, it also brings considerable uncertainty for many landlords regarding how they can successfully provide and maintain sustainable, high-quality accommodation under the proposed framework going forward.

“

As we progress into the summer months, more homes come to market, and we haven't been fortunate enough to witness multiple base rate cuts from the Bank of England, as many had hoped. Nonetheless it's welcome to see overall stability. Alongside this, with some lenders now offering sub-4% mortgage deals, this is good for those who qualify for these products.



Phil Spencer
 Founder of Move iQ

When looking at the lettings market, we are finally starting to see a slowing of rental price inflation which is welcome news. However, it remains fair to say there are still many challenges to overcome regarding the balance between rental supply and demand.

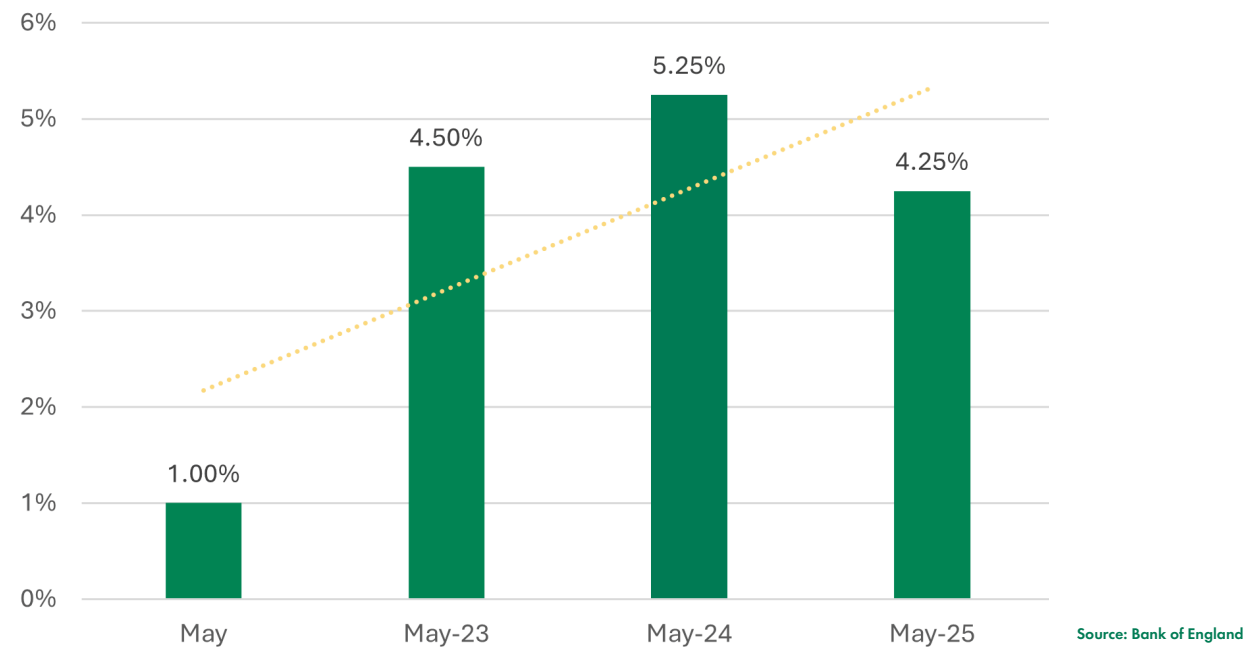
The lettings market is about to undergo its biggest evolution in over thirty years with the introduction of the Renters' Rights Bill, and there may be a period of adjustment in how the market functions following its planned implementation.”

Economic outlook

BASE RATE SEES A SLIGHT REDUCTION

The Bank of England base rate was cut by 0.25% to 4.5% in May 2025 (Figure 1).

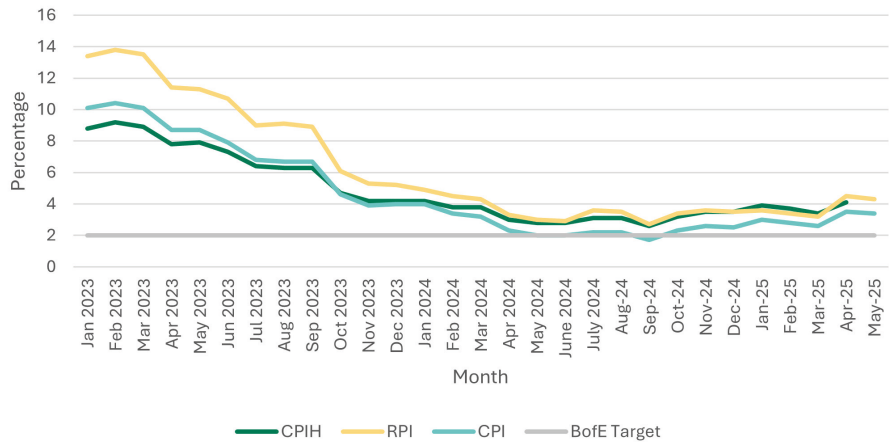
Figure 1: Bank of England base rate



INFLATION MOVES BACK DOWNWARDS

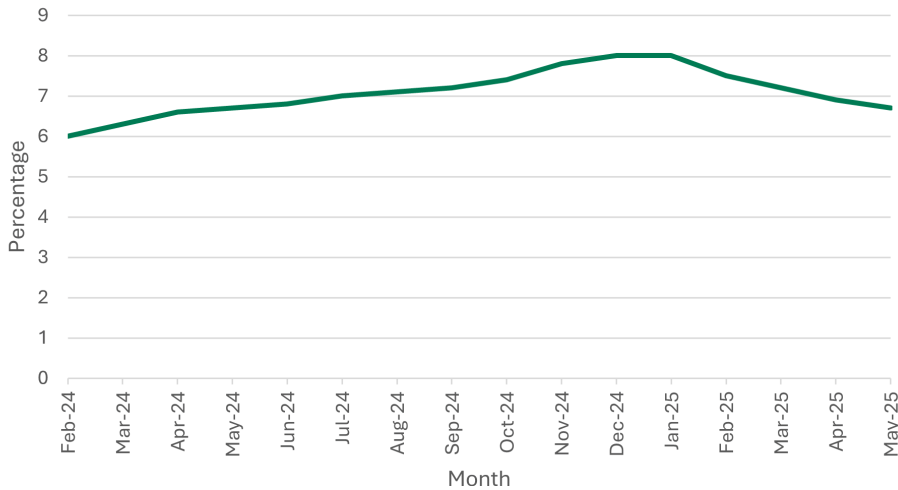
In May 2025, inflation officially fell by 0.1% to 3.4%. However, records do not account for a reporting error from the month prior, which would have resulted in the figure remaining static when compared to the previous month.

Figure 2: Inflation percentage change



Source: ONS

Figure 3: CIPH owner-occupiers' housing costs component percentage change



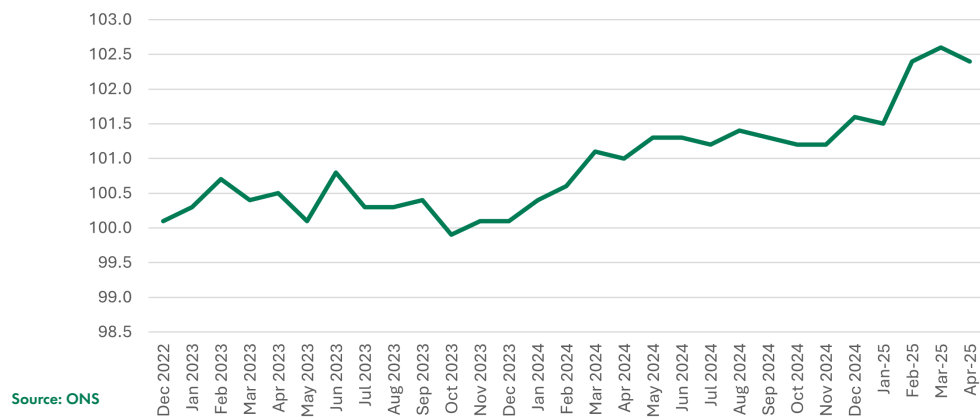
Inflation in the owner-occupiers' housing costs component of CPIH edged down to 6.7% in May 2025 (Figure 3).

Source: ONS

GDP SHOWS A SLIGHT DECREASE

GDP is estimated to have contracted by 0.2% to 102.4% in April 2025 (latest figures available) (Figure 4).

Figure 4: UK GDP

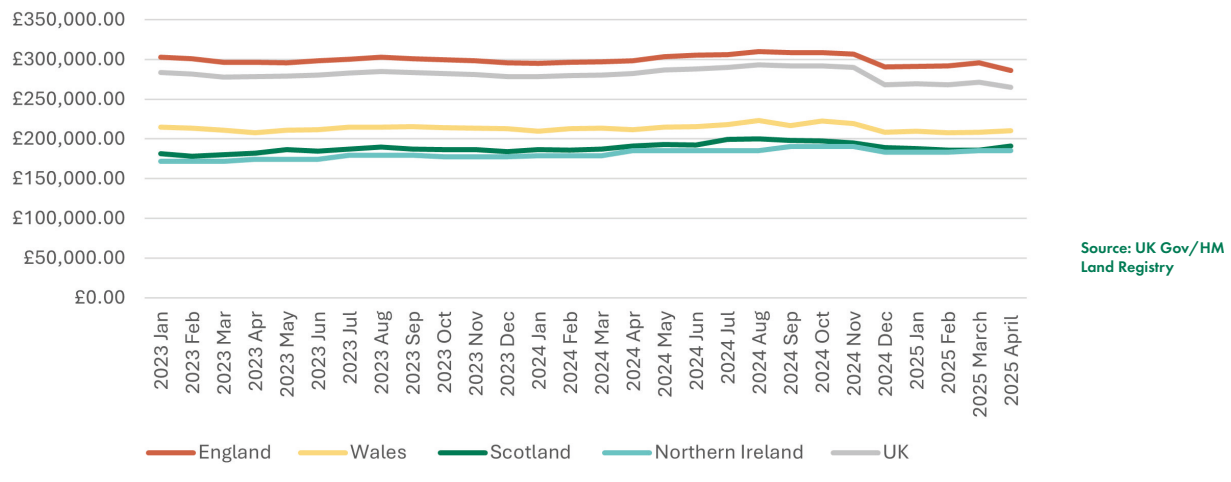


Source: ONS

UK average sees month-on-month fluctuation

The average UK house price stood at £265,000 in April 2025 (latest figures available) (Figure 5).

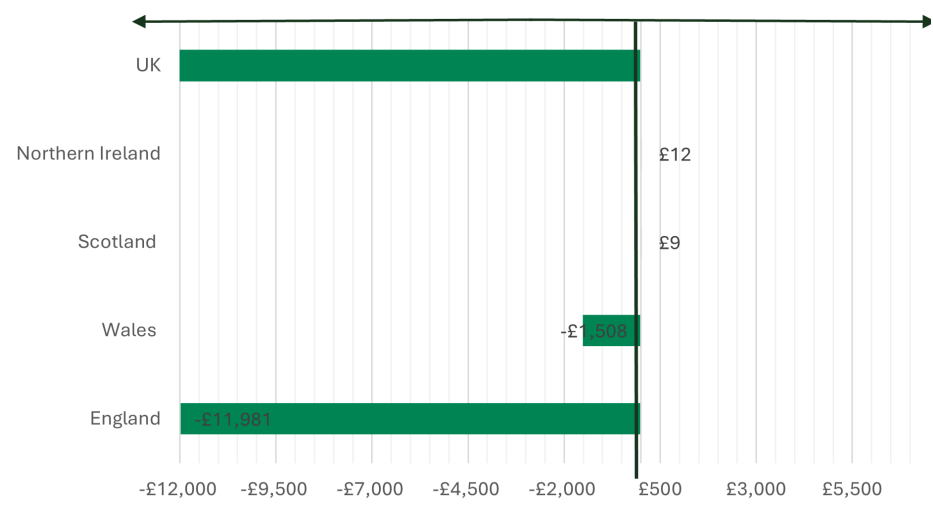
Figure 5: Average house price by country (non-seasonally adjusted)



Source: UK Gov/HM Land Registry

Figure 6: Year-on-year difference in average house price to April 2025

Figure 6 shows changes in the average house price year-on-year to April 2025, with only Northern Ireland and Scotland recording extremely marginal growth.



Source: UK Gov/HM Land Registry

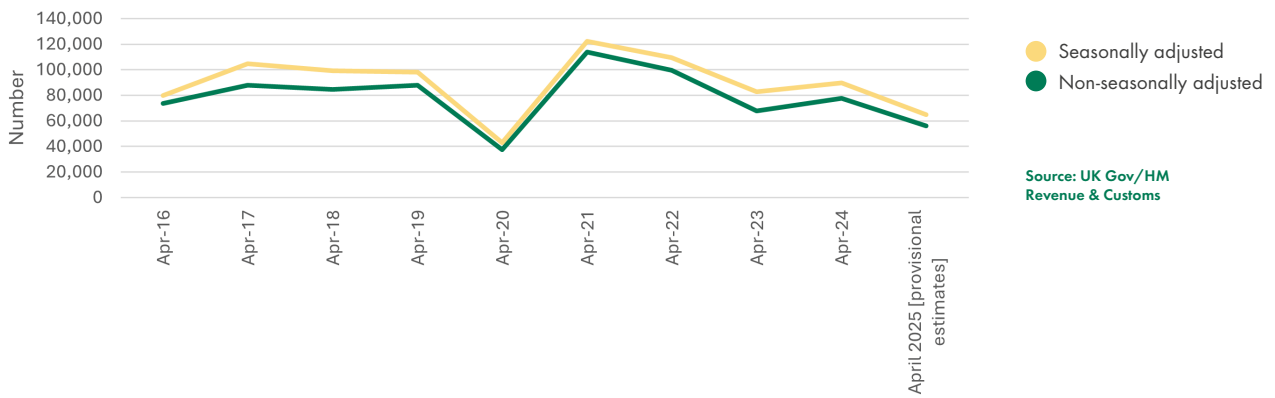
Stamp Duty threshold change drives rush

SALES VOLUMES

Sales volume data is a lagging measure reflecting UK residential transactions completed in the month. Provisional data for April 2025 shows a reduction compared to April 2024 (Figure 7).

This trend was driven by a rush to complete property sales before Stamp Duty threshold changes in England and Northern Ireland at the start of April 2025, subsequently demonstrating a market slowdown.

Figure 7: Number of December UK residential transactions (seasonally adjusted and non-seasonally adjusted)

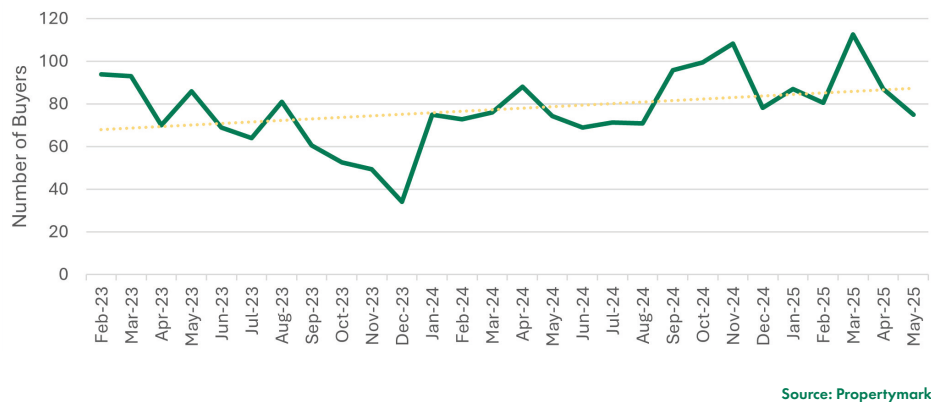


Prospective buyer registrations

DEMAND

The average number of new prospective buyers registered per member branch fell to 75 in May 2025, likely due to the Stamp Duty threshold changes across England and Northern Ireland at the start of April 2025. However, this figure is expected to resume growth over the summer months (Figure 8).

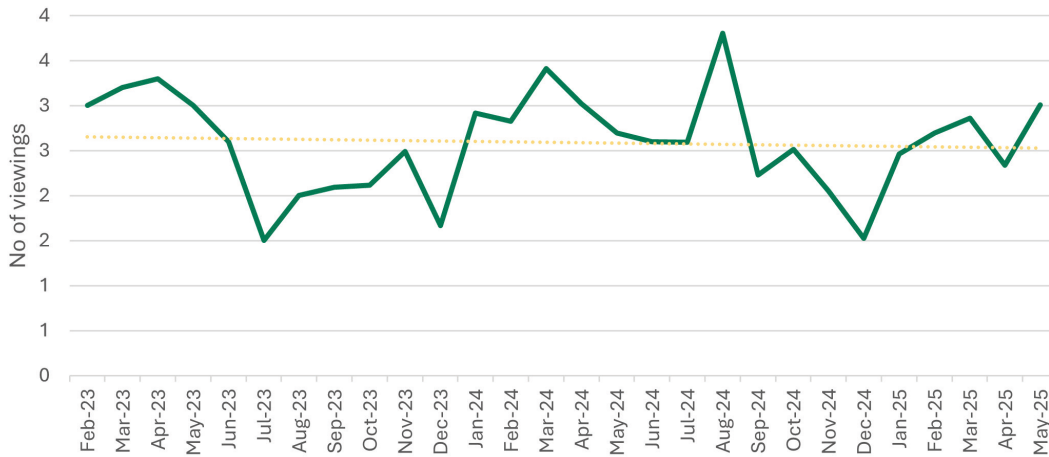
Figure 8: Average no of prospective buyers registered per member branch



VIEWING NUMBERS RISE FOLLOWING STAMP DUTY CHANGES

The average number of viewings per available property in May 2025 increased compared to the month before, reaching an average of 3 viewings per property (Figure 9).

Figure 9: The average number of viewings per available property per member branch



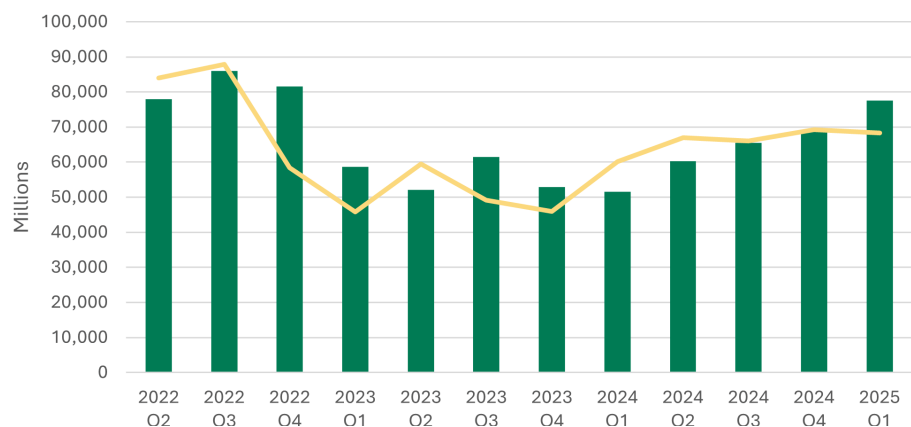
Source: Propertymark

Gross mortgage advances continue to climb

MORTGAGE INDICATORS

Data for Q1 2025 shows an increase in gross mortgage advances alongside stability in the value of new mortgage commitments (Figure 10).

Figure 10: Gross mortgage advances and new mortgage commitments

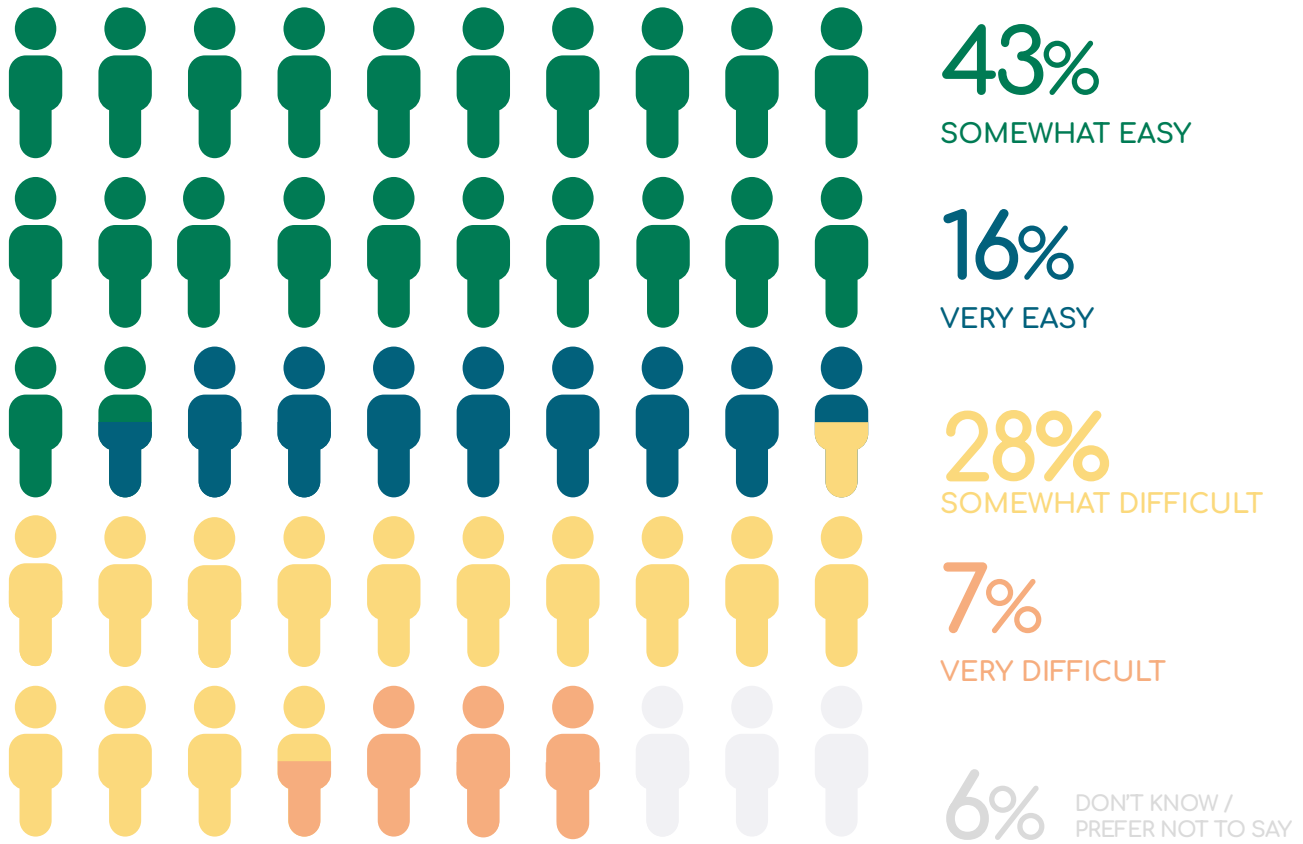


Source: Financial Conduct Authority

OVERALL, AFFORDABILITY REMAINS A CHALLENGE

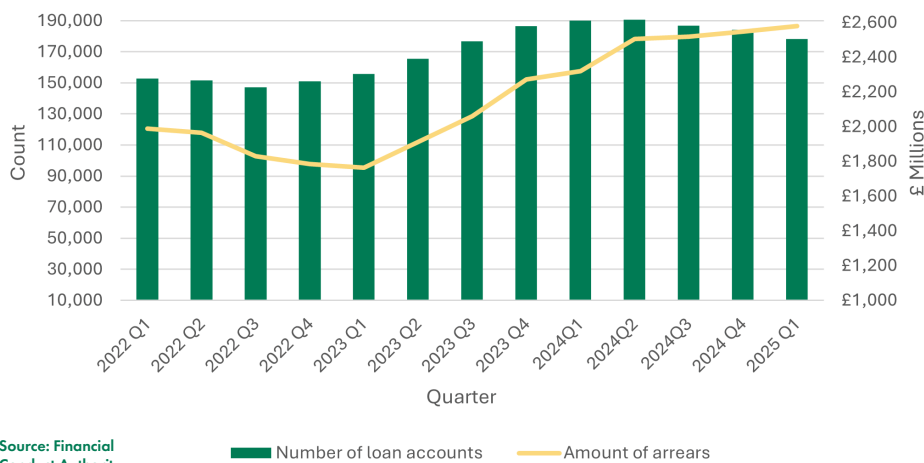
35% of adults reported finding it 'very or somewhat difficult' to afford their rent or mortgage payments between 7 May and 1 June 2025 (Figure 11).

Figure 11: Adults reporting it very or somewhat difficult to pay their rent or mortgage



Source: ONS

Figure 12: Loan arrears at the end of the quarter (Residential loans to individuals (unsecured and securitised))



Source: Financial Conduct Authority

■ Number of loan accounts — Amount of arrears

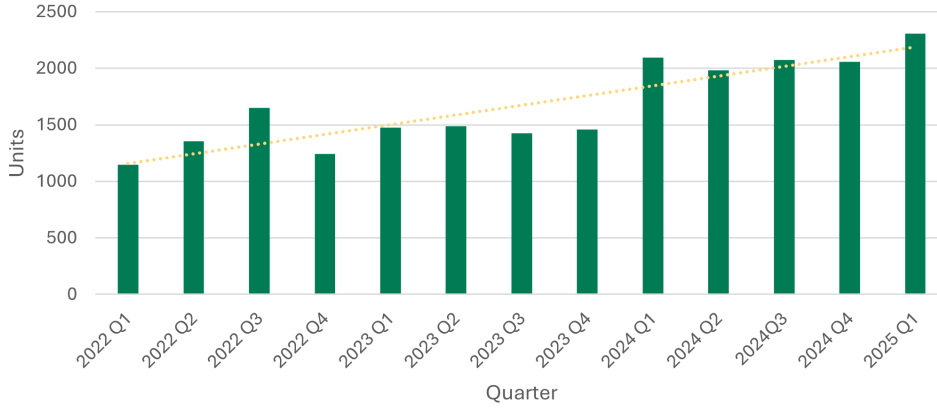
MORTGAGE ARREARS SHOW MIXED CHANGES

The number of loan accounts in arrears remained broadly stable in Q1 2025, while the overall value of arrears rose slightly (Figure 12).

NEW POSSESSIONS SEE SLIGHT INCREASE

There was a modest rise in possession cases in Q1 2025 (latest data available) (Figure 13).

Figure 13: New possession cases by quarter (Residential loans to individuals (unsecured and secured))



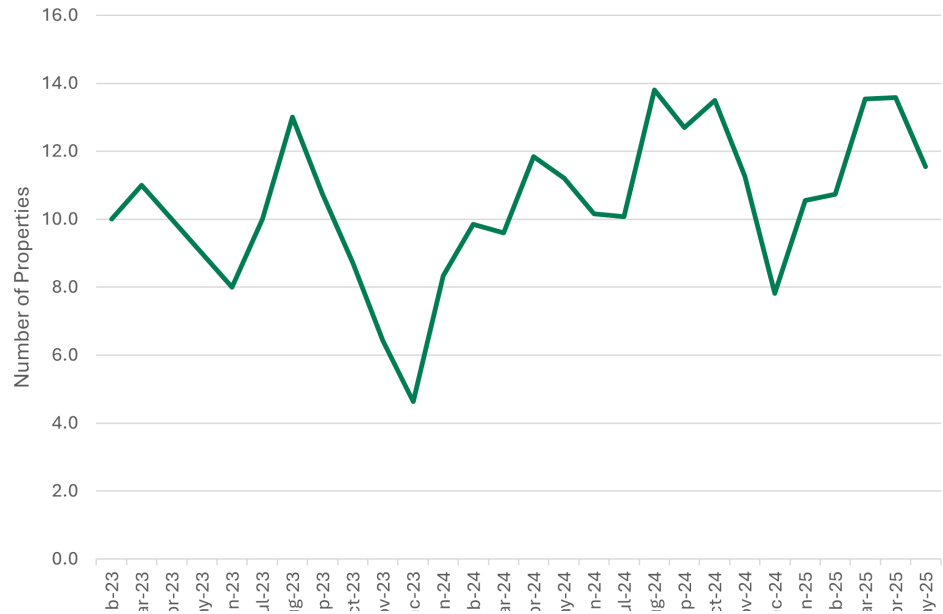
Source: Financial Conduct Authority

New supply is slightly lower

SUPPLY

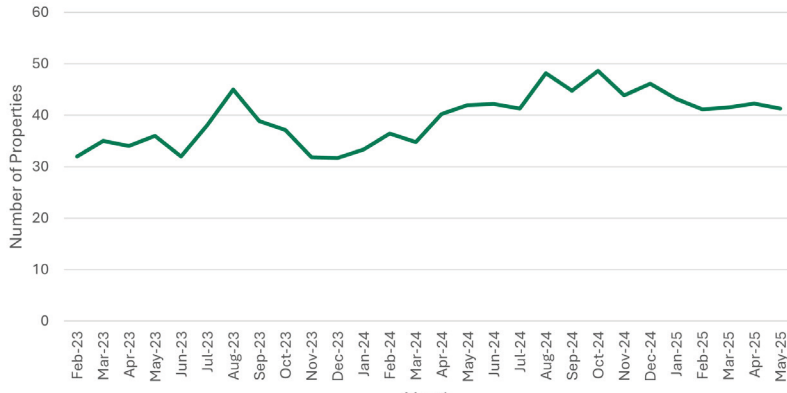
On average, around 11.5 homes were placed for sale per member branch in May 2025 (Figure 14).

Figure 14: Average number of new sales instructions per member branch



Source: Propertymark

Figure 15: Average number of properties available for sale per member branch



Source: Propertymark

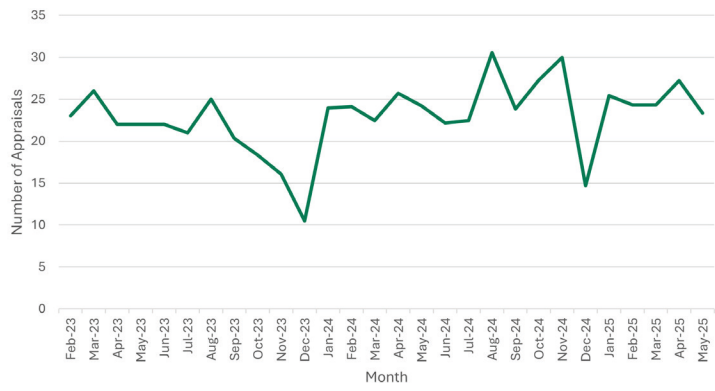
STOCK LEVELS REMAIN STATIC

Stock levels averaged 41 properties for sale per member branch in May 2025, showing little change from the previous month (Figure 15).

MARKET APPRAISALS DECLINE IN MAY

The average number of market appraisals conducted per member branch in May 2025 was 23, down from 27 the month before (Figure 16).

Figure 16: The average number of appraisals conducted per member branch



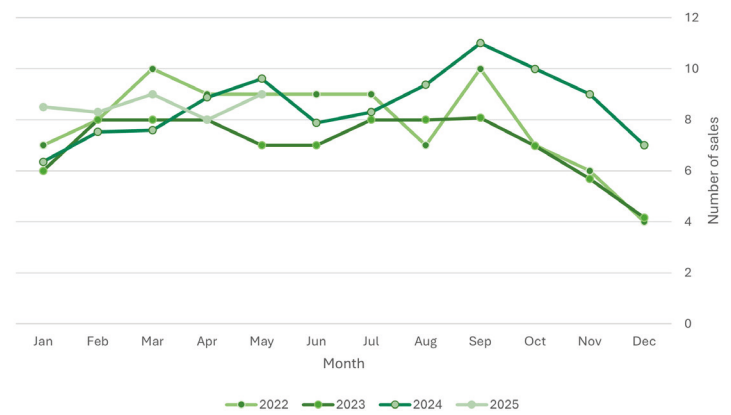
Source: Propertymark

Sales agreed rose compared to last month

PERFORMANCE

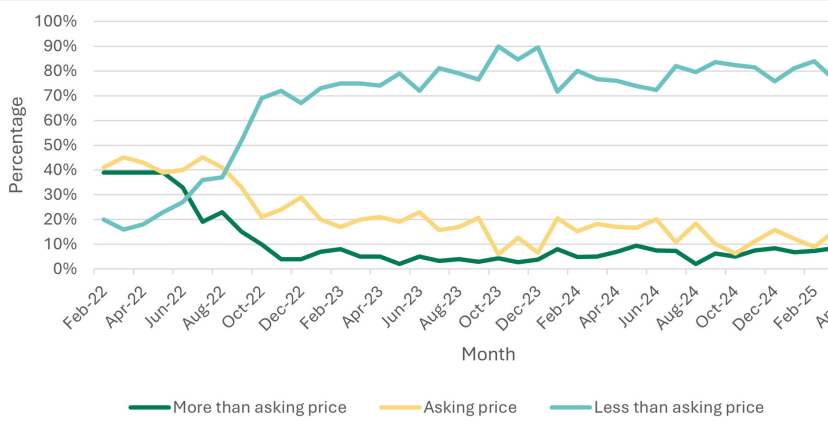
The average number of sales agreed per member branch increased in May 2025 (Figure 17).

Figure 17: Average number of sales agreed per member branch



Source: Propertymark

Figure 18: The % of agents reporting properties achieving above asking, at or below asking price



PROPERTIES ACHIEVING ABOVE ASKING PRICE DECREASE SLIGHTLY

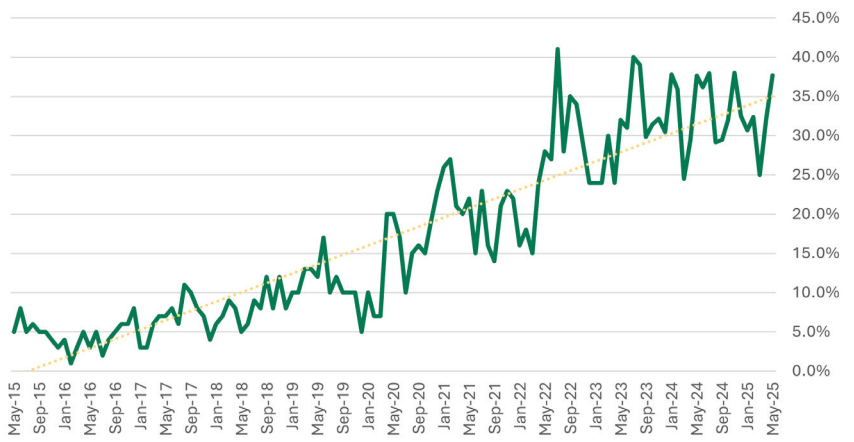
In May 2025, the proportion of properties achieving less than the asking price increased from 87% to 84% compared to the previous month (Figure 18).

Source: Propertymark

TIME TAKEN TO EXCHANGE REMAINS HIGH

Around 37% of housing transactions are taking longer than 17 weeks to complete, although this is starting to improve from peaks seen in summer 2022 (Figure 19).

Figure 19: Number of agents reporting that the average time from offer acceptance to exchanging contracts = 17 weeks+



Source: Propertymark

Member comments

Each month, a selection of members provides varying insights and opinions from different parts of the UK.



EAST OF ENGLAND

Buyers and sellers remain hesitant amid political and economic distractions, but sentiment suggests renewed activity in June.

EAST MIDLANDS

Good sales levels in Northern Lincolnshire for realistically priced properties, with hotspots in Grimsby, Scunthorpe, and Brigg.

SUSSEX

The Market remains challenging with limited new buyers, including first-time buyers and owners.

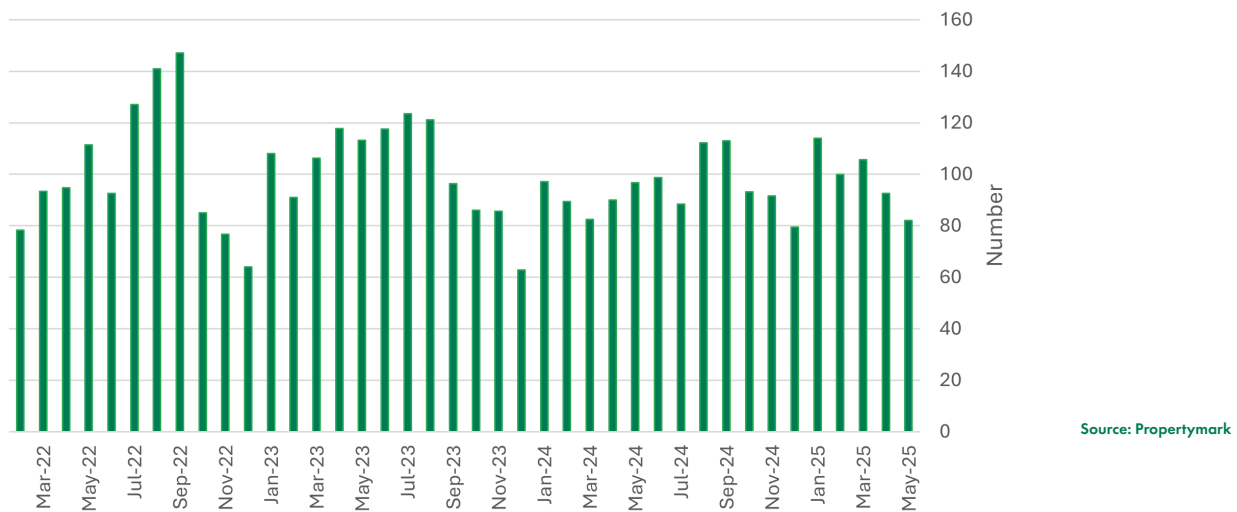
HOME COUNTIES

The Market shows apathy, with only competitively priced properties attracting viewings and offers. Many properties have seen price reductions, and only those needing to sell are committing. Further incentives are needed to stimulate the market.

Tenant demand eased in May 2025

The average number of new prospective tenants registered per member branch decreased to 82 in May 2025 (Figure 20).

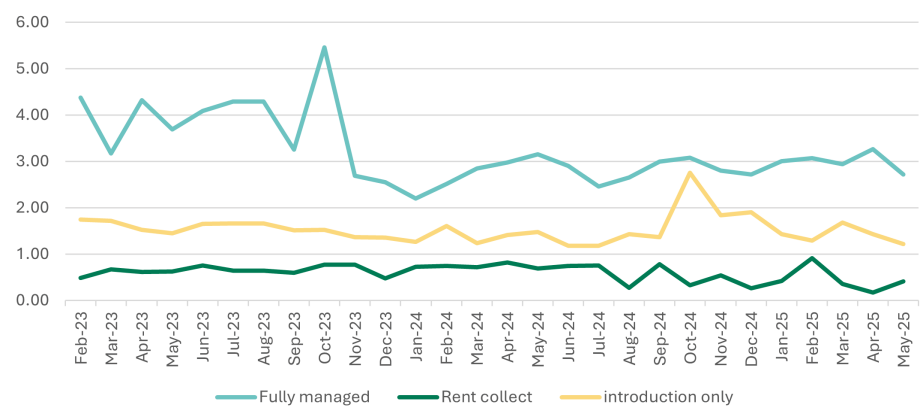
Figure 20: Average number of new applicants registered per member branch



Fully managed instructions saw a slight decline

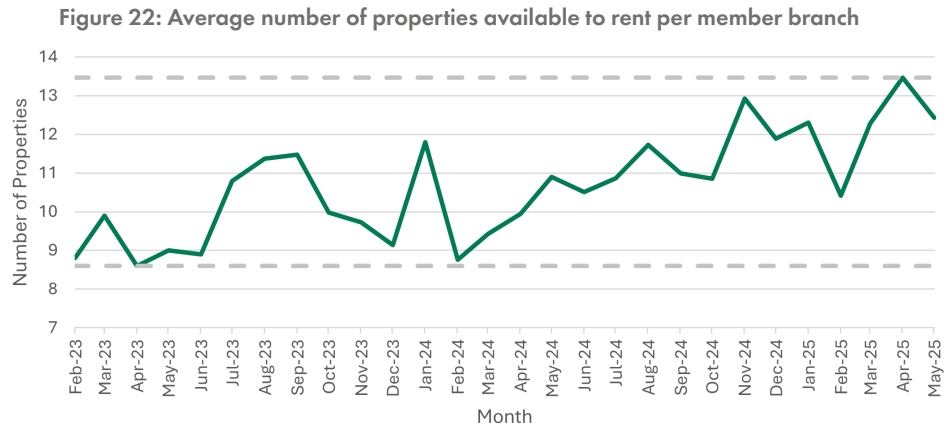
New fully managed property instructions per branch fell slightly in May 2025 to an average of 2.75 (Figure 21).

Figure 21: Average number of new property instructions per month per member branch (fully managed/rent collection only)



Overall stock levels decreased slightly

The average number of properties available to rent per member branch fell to 12.43 in May 2025 (Figure 22).



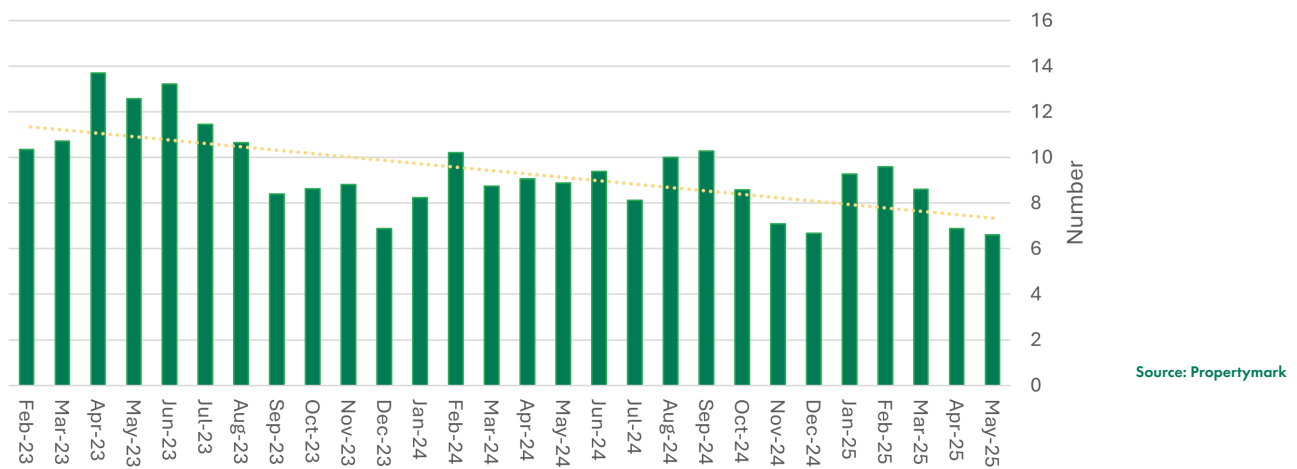
Source: Propertymark

Demand continues to exceed supply

SUPPLY AND DEMAND

The average number of applicants per member branch was around 7 per available property in May 2025 (Figure 23).

Figure 23: Average number of new prospective tenants registering per the number of properties available

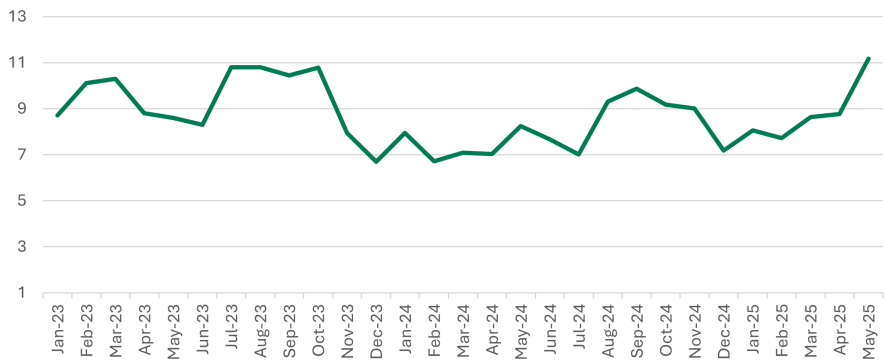


Source: Propertymark

Tenancies agreed increased compared to the previous month

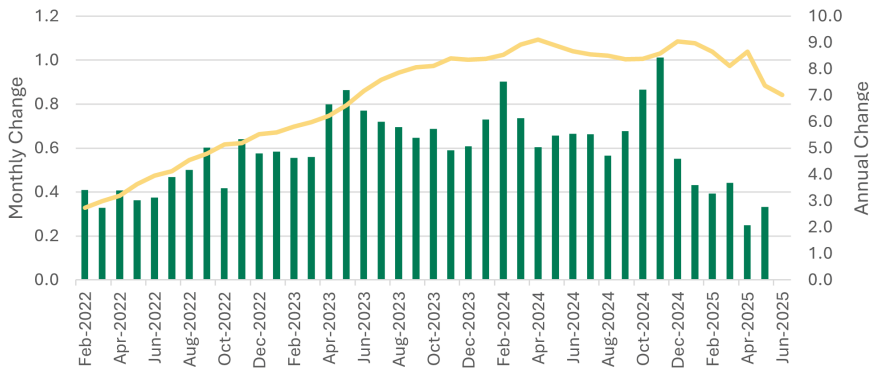
The average number of new tenancies agreed per member branch was 11.18 in May 2025 (Figure 24).

Figure 24: Average number of new tenancies agreed in the month per member branch



Source: Propertymark

Figure 25: Average UK rent levels year on year and month on month



Source: ONS

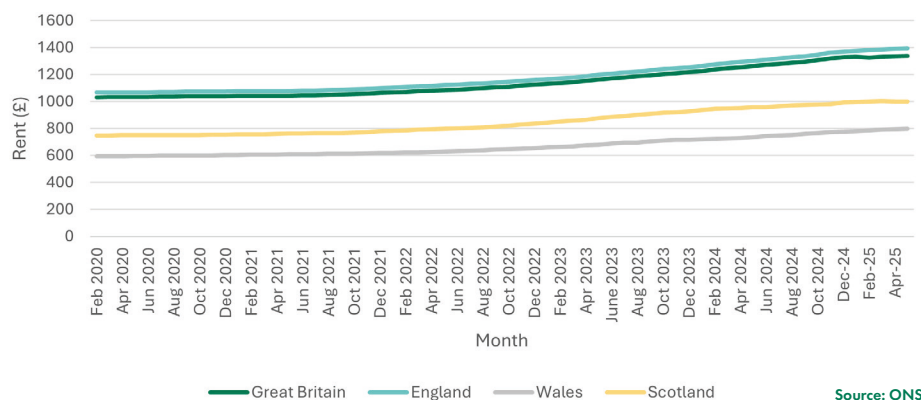
RENTS CONTINUE TO RISE OVERALL

Average UK rents were 7% higher in May 2025 compared to May 2024, and 0.3% higher than in April 2025 (Figure 25).

RENTS SHOW MODEST INCREASES ACROSS THE UK

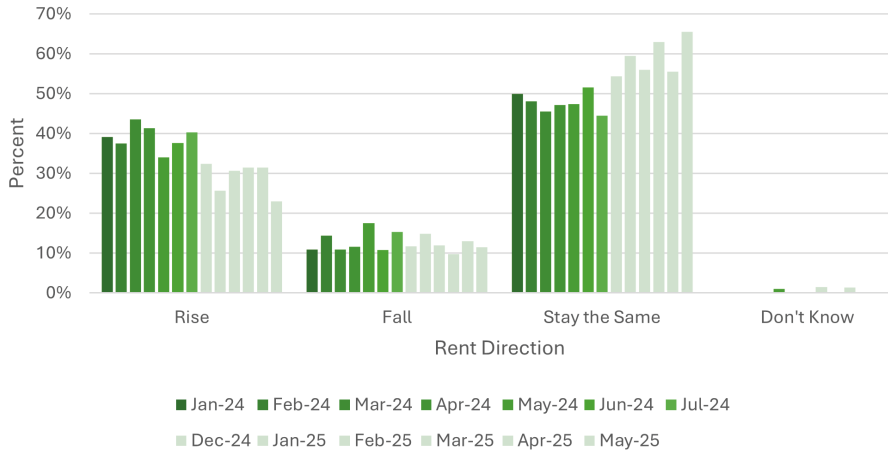
In May 2025, average rents were £1,394 in England, £999 in Scotland, and £799 in Wales (Figure 26).

Figure 26: Average private rent (£), Great Britain, England, Scotland and Wales



Source: ONS

Figure 27: % of members who reported that rents have risen, fallen or stayed the same.



RENTAL PRICES CONTINUED TO SHOW VARIATIONS

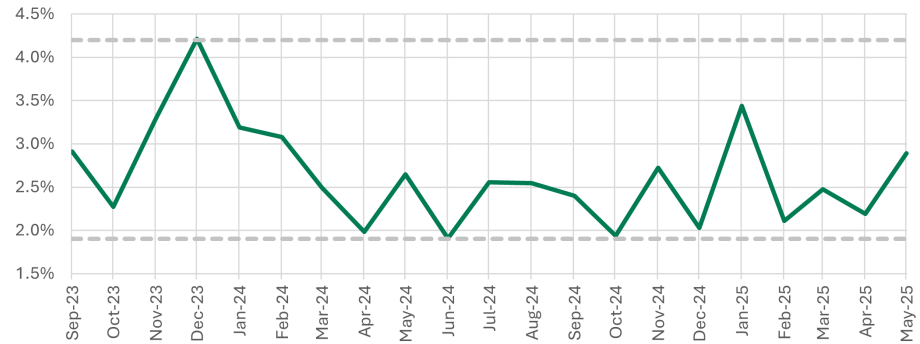
In May 2025, 66% of member agents reported that rents remained generally static. 11% reported they had seen an overall fall, and 23% reported they felt rents had increased. (Figure 27).

Source: Propertymark

RENTAL ARREARS SHOW A SLIGHT INCREASE

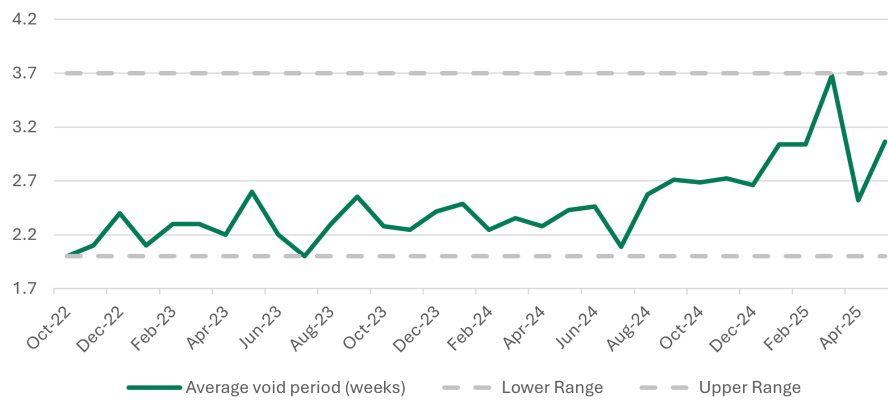
The level of rental arrears indicates the state of consumer finances. Arrears showed a slight increase in May 2025 to an average of 2.9% up from 2.2% the month beforehand. (Figure 28).

Figure 28: Average percentage of properties in rental arrears per member branch



Source: Propertymark

Figure 29: Average void period between tenancies in weeks



Source: Propertymark

VOID PERIODS SHOWED AN INCREASE IN MAY

The length of void periods is a good indicator of the dynamic market. In May 2025, the average void period reported by member agents increased to just over three weeks (Figure 29).

Member comments

Each month, a selection of members provides varying insights and opinions from across the UK.



SOUTH WEST

Rents are stabilising; however, demand, in particular for 2-bed flats, is still quite high.

NORTH WEST

The Market appears to be levelling although there are increases in certain areas.

EAST MIDLANDS

The strength of the tenants applying for properties and their financial situations has, however, been very challenging. Poor credit history was the theme last month.

SOUTH WEST

We continue to lose large amounts of properties to the sales market, with landlords now getting concerned about the Renters Rights Bill coming in the next few months.

ABOUT THIS REPORT

This report is based on responses to a monthly survey of Propertymark member agents. The analysis is based on data from around 100 sales and 100 letting agents across the UK. The report also contains various third-party data including data from the Bank of England, the Office for National Statistics and HM Land Registry. Where relevant the data is licensed under the Open Government Licence v3.0 and is referenced at the point of use.

Each source has strengths, limitations, and caveats and to evaluate further, we recommend viewing them directly (links are at the bottom of this page). Where data includes estimates which are subsequently updated, we reflect these in subsequent reports.

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