

Property Market Report

Autumn 2023

Overall the data for the UK property market is still pointing to a correction following the property market frenzy during and after the pandemic. Whilst all the numbers show the number of buyers remains low, if you consider the market before 2020 there are actually more buyer enquiries for each available home.

House sale specialists such as Rightmove are suggesting the key for sellers is to price their properties keenly from day one, rather than follow a strategy of 'start-high-reduce-later'.

The general outlook predicted by most of the main property market commentators is that whilst asking prices, agreed mortgages, and sales, all continue to be suppressed, the next few months should be more stable than rocky, and predictable.

Asking prices are still increasing price albeit at a slower rate

Despite advice from estate agents to list property at a competitive price, there has still been a 0.5% increase in asking prices according to Rightmove. Data from across the board shows that eventual sale prices are lower, suggesting sellers are possibly being forced to compromise if they have not priced their home strategically from the outset.

The prevailing wisdom at the moment seems to be that if a home seller can get potential buyers through the door from the very start of the sales process they are far more likely to make a sale at the right price and within a short time scale.

¹ Number of buyer enquiries per available home is 8% higher than during the more 'normal' market in 2019 (October 2023 Rightmove House Price Index)

The property market to date in 2023

The value of new mortgage commitments grew for the first time since Q3 2022 to £61.7 billion (source: Bank of England).

The number of agreed house sales remains on a net balance of -25%, but this is consistent and data is suggesting a stable outlook for the rest of the year and throughout 2024 (Source: RICS monthly report).

New buyer enquiries continue on a negative net balance of -28% but this has again been relatively consistent across the year so far (Source: RICS monthly report).

In line with this there are also fewer new instructions coming to the market and fewer home owners seeking house price appraisals (Source: RICS monthly report).

What is the outlook for 2024 and beyond?

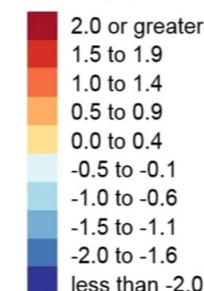
Big estate agents such as Savills and JLL are predicting a slow 2024, with small decreases in property prices and sales.

From 2025 onwards agents are expecting a rejuvenation in the market with more growth, more transactions and more demand. London, the east and the south-east may lag behind other regions slightly.

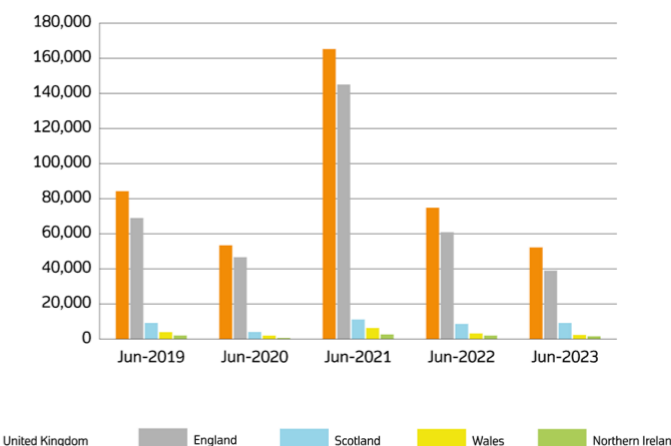
Price changes by country and government office region

Monthly price changes

Growth (%)



Sales volumes for 2019 to 2023 by country: June



Data from August 2023, <https://www.gov.uk/government/statistics/uk-house-price-index-for-august-2023/uk-house-price-index-summary-august-2023>

Crowdstacker Monthly PDL Raises

