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# Housing Report

September 2017



## September 2017 Housing Report

# ESTATE AGENTS AGREE – ‘HOUSE BUYING PROCESS IS OUTDATED’

### Key Findings

- In September, supply and demand for housing was up, but sales agreed remained flat
- Eight in 10 estate agents argued that the house-buying process is outdated
- Sales to first-time buyers (FTBs) remained the same as the previous two months, as well as sales agreed

#### HOME-BUYING PROCESS

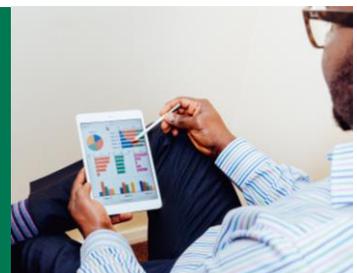
*79 per cent of estate agents think the home-buying and selling process is outdated*



As the Government announces it will consult on the home-buying and selling process, 79 per cent of estate agents believe the current process is outdated.

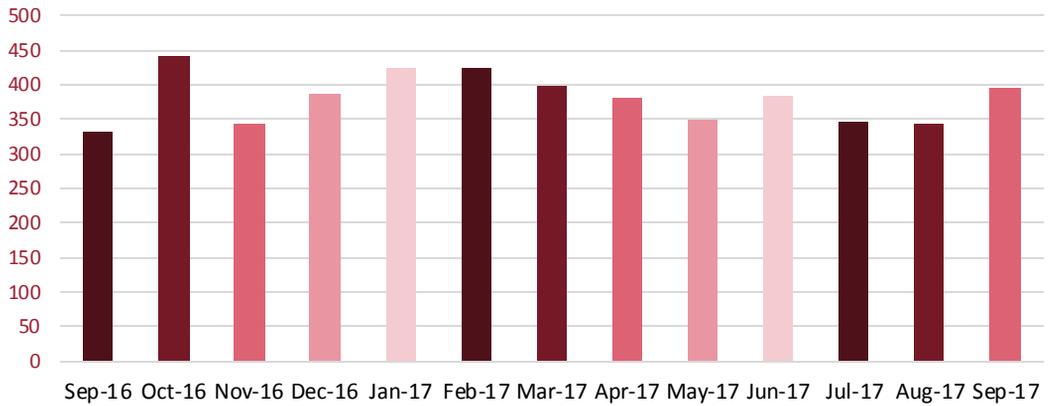
#### HOUSE HUNTERS

*There were 394 house hunters registered per branch in September*



In September, the number of house hunters registered per estate agent branch rose to the highest level seen since March this year, with 394 per branch – up from 343 in August and 347 in July. In March there were 397 prospective buyers registered per branch.

Figure 1: Number of house hunters registered per branch



### HOUSES AVAILABLE

*There were **41** properties available per branch in **September***



The number of properties available to buy on estate agents’ books increased from 37 in August, to 41 in September – the highest number recorded since February this year.

### SALES AGREED AND SALES TO FTBs

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



Despite supply and demand for properties both increasing, the number of sales agreed per branch remained at eight in September – the same as July and August.

Sales made to FTBs remained at 23 per cent in September, the same as the previous two months.

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**ENDS**

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**Editor Notes:**

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**About NAEA Propertymark**

NAEA Propertymark is the UK's leading professional body for estate agency personnel; representing members who practice from over 11,500 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.