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Housing Report

October 2017



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SALES TO FIRST-TIME BUYERS HIT EIGHT MONTH LOW

Key Findings

- Sales to first-time buyers (FTBs) fell in October to the lowest level seen since February
- In October, demand for housing dropped 11 per cent from the previous month
- The number of properties on the market increased marginally yet the number of sales agreed remained the same
- The number of properties that sold for more than the asking price rose for the first time since July, to four per cent.

SALES AGREED AND SALES TO FTBs

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



The number of sales agreed per branch remained at eight in October.

The number of sales made to FTBs dropped to 22 per cent in October, the lowest level it's been since February. In September, the number of sales to FTBs stood at 23 per cent.

HOUSE HUNTERS

*There were **349** house hunters registered per branch in **October***



The number of house hunters registered per estate agent branch dropped by 11 per cent, from 394 in September to 349 in October. Year on year, this figure is down 21 per cent.

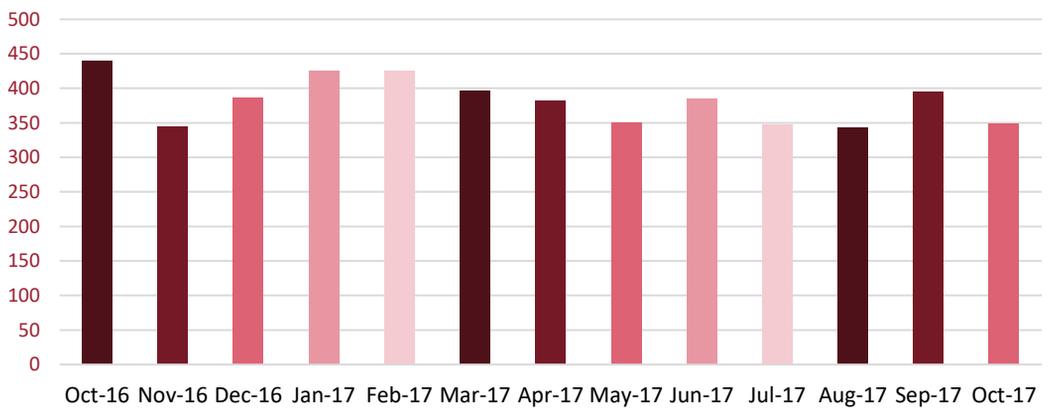


Figure 1: Number of house-hunters registered per branch

HOUSES AVAILABLE

*There were **42** properties available per branch in **October***



The number of properties available to buy on estate agents' books continued to climb, increasing marginally from 41 in September, to 42 in October – the highest recorded since February this year when agents had 44 properties available.

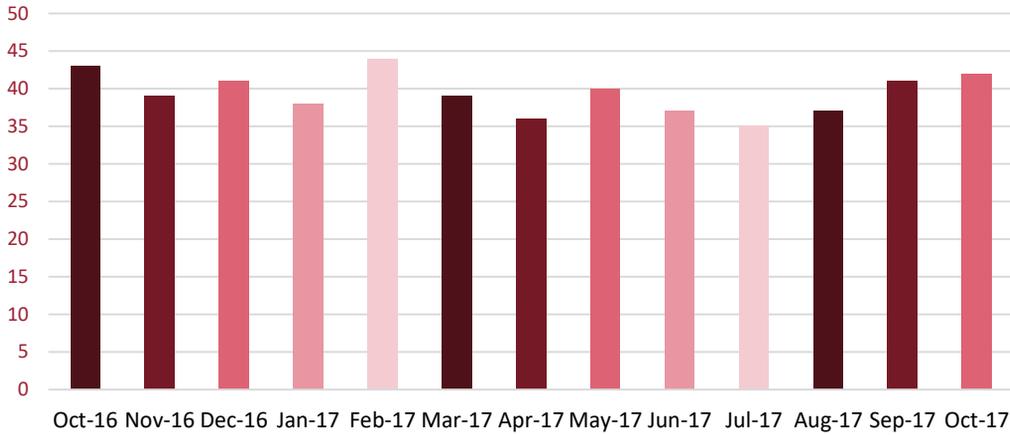


Figure 2: Number of houses available per branch since

WHAT PROPERTIES SOLD FOR

*Four per cent of properties sold for more than the original asking price in **October***



Properties selling for more than the original asking price increased for the first time since July, to four per cent. The number of homes which sold for less than asking price dropped to 78 per cent in October – down four percentage points from September when 82 per cent were sold for less than the original price.

ENDS

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.