



naea | propertymark

# Housing Report

April 2019



## April 2019 Housing Report

# NUMBER OF PROPERTY TRANSACTIONS INCREASES DESPITE FALL IN SUPPLY AND DEMAND

### Key Findings

- The number of sales agreed per branch increased for the first time this year
- Demand from prospective buyers and supply of properties fell
- Sales to first-time buyers (FTBs) increased
- More than four in five properties sold for less than the original asking price

### SALES AGREED

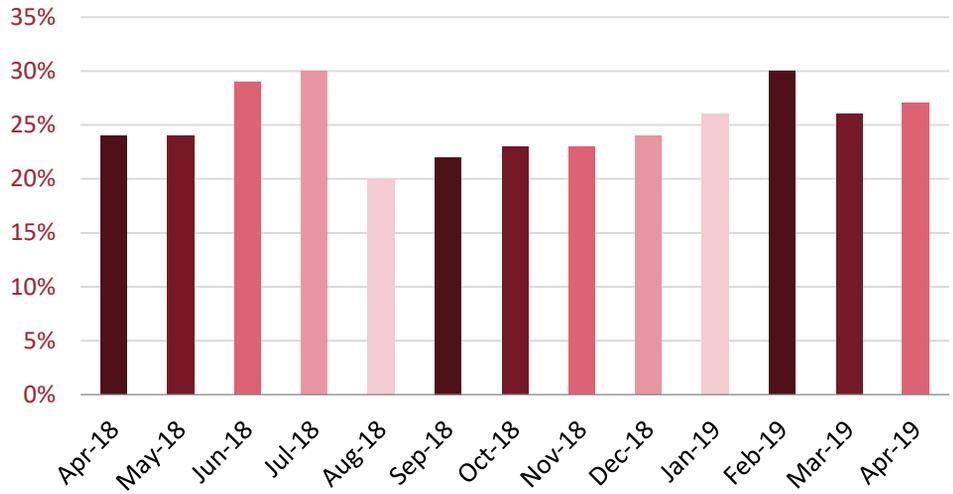
*There were **eight** sales were agreed per branch in April*



The number of sales agreed increased for the first time this year, to an average of eight per branch in April. This is the highest level seen since October 2018, when the same number of sales were recorded per branch. Year-on-year, the number of property transactions remains the same.

The number of sales made to FTBs in April increased marginally, rising from 26 per cent in March, to 27 per cent. Year-on-year, this is an increase of three percentage points from 24 per cent.

Figure 1: Number of sales made to FTBs



## HOUSES AVAILABLE TO BUY

*There were **35** houses available to buy per member branch in **April***



The number of properties available per member branch fell in April, from 37 in March, to 35. Year-on-year housing supply has increased, with only 33 properties available to buy in April 2018.

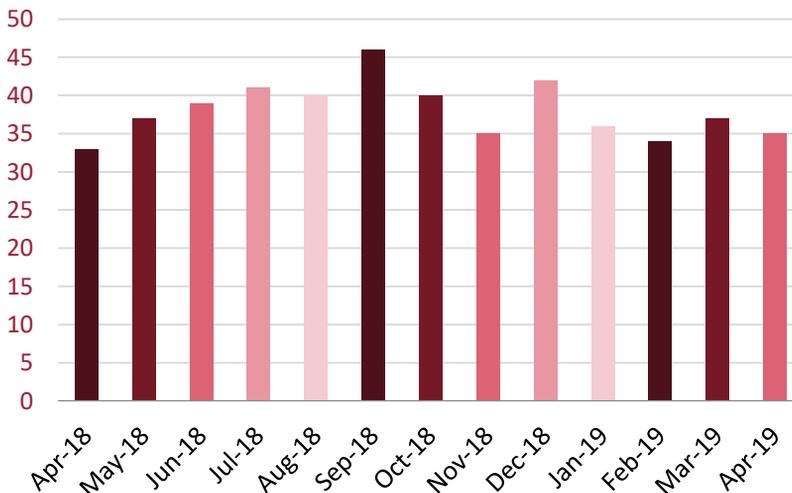


Figure 2: Number of properties available per branch

## DEMAND FROM HOUSE HUNTERS

There were **265** house hunters registered per branch in **April**



After a rise in demand in March, the number of house hunters registered per estate agent branch fell by 10 per cent in April, from 296 to 265.

Year-on-year, demand was at the lowest level recorded for the month of April since 2008, when 237 prospective buyers were registered on average per branch. Housing demand also fell by a fifth (21 per cent) from April 2018 when there were 337 house hunters per branch.

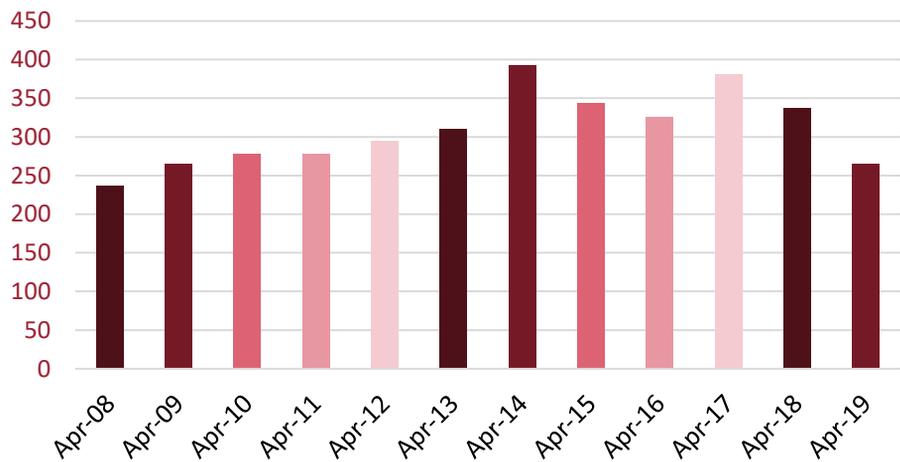


Figure 3: Number of house hunters per branch for April

## WHAT PROPERTIES SOLD FOR

**83 per cent** of properties sold for less than the asking price in **April**



In April, more than four in five (83 per cent) properties sold for less than the original asking price and five per cent sold for more.

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**ENDS**

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**Editor Notes:**

**For further information contact:**

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

**About NAEA Propertymark**

NAEA Propertymark (formally National Association of Estate Agents) 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.