Connells group

Q4

Market **Report** /

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Methodology

Connells Group analyses detailed data from its estate agency, land & new homes, lettings, mortgage, survey & valuation and asset management businesses from October 2012 to today. Each month, the researchers analyse tens of thousands of registrations, instructions, applications, approvals and valuations and use these trends to publish a quarterly report which reflects trends across the entire property spectrum. Where commercial sensitivity may be an issue, figures are indexed to show trends without publishing raw data.

Q4

David Livesey
GROUP CHIEF EXECUTIVE

INTRODUCTION

The market continued to deteriorate during the final quarter of 2018 as the prospect of our exit from the EU remained as uncertain as ever. Whilst a seasonal Q4 slowdown was to be expected, the reductions seen in the quarter, particularly in sales activity, were more marked than we expected and give further evidence that Brexit is weighing heavily on customers' minds.

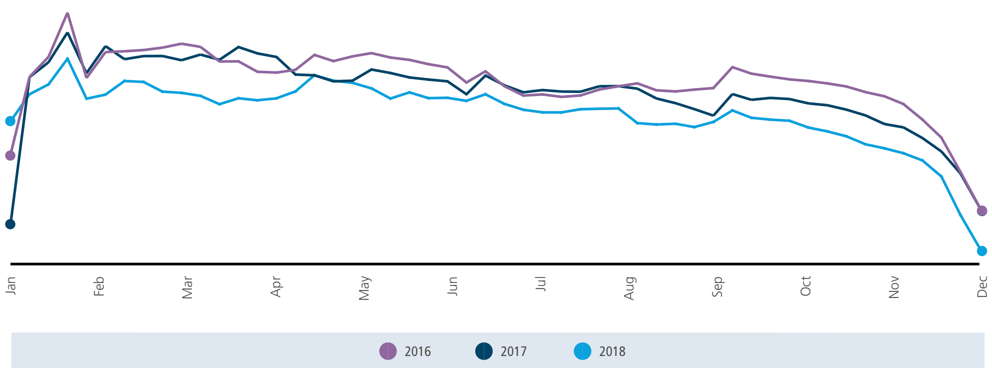
Although 2019 has started off in encouraging fashion in respect of market appraisals and instructions - both of which are ahead of the first two weeks of last year - there still remains a shortage of buyers despite having more available stock, and this is more pronounced in London and the East. Brexit concerns are, of course, the cause for hesitancy amongst buyers, suggesting that the current challenging market conditions are set to be with us for the foreseeable future.

Market appraisal activity during the quarter was 12% below Q4 2017. Whilst this continued the declining trend that we had seen in earlier quarters of the year, this was the first quarter in which appraisal activity fell below the comparable period in 2017. Underlying demand is still there, but we see fewer homeowners actively considering selling, with many lacking the confidence to take action and put their property on the market. Against this background, we saw new instructions 7% below Q4 2017.

The new homes market is not immune to the sentiment within the wider housing market and, whilst we have seen a full year sales number that matches our record performance in 2017, the final quarter of 2018 saw new instructions fall 4% behind Q4 2017. Increasing the housing stock remains a government priority and we have a healthy pipeline of new homes instructions for 2019, but Brexit again will be the main variable.

Despite some improvement in the number of properties available for sale, and a positive end to the year as enquiry levels increased post-Boxing Day - Rightmove announced 25 million hits on its site on Boxing Day alone! - the number of new applicant registrations reduced as the quarter progressed. We ended the quarter with applicant registrations 18% lower than Q4 2017. Buyer confidence remains weak with prospective buyers undertaking fewer viewings. This has led to a further deterioration in sales activity and, irrespective of the expected seasonal slowdown, it was very disappointing to see sales in the final quarter of the year 17% below Q4 2017.The average time from sale to exchange is now 83 days, up 4 days from Q4 2017. This is a real structural issue for the market and we continue to develop tools to improve this for the benefit of all participants in the residential market. With the reduced level of sales activity, we have seen stock levels increase and we end the year with 3% more properties available for sale than at the end of 2017.

Weekly house sales



Property remains an important part of the UK economy and there will always be an underlying level of activity that is driven by an individual's personal circumstances and a need to move. However, the discretionary movers, supported by positive economic factors such as high levels of employment, wage growth, low interest rates, availability of finance, cost of living, are the people that drive overall transaction volumes. Unless the final Brexit agreement brings clarity to both vendors and purchasers, the outlook for transaction volumes in the near future looks negative.

With vendor price reductions over the summer period starting to be reflected in the Q4 completions, we saw average house prices in the quarter 2% below Q3 2018, a slightly higher reduction than we had expected. On an annual basis, Connells Group saw **house prices rise by 3%** in 2018, this is in line with our forecast at the beginning of the year. On a regional basis, London prices were 2% lower than 2017, with the Midlands seeing the largest annual increase at 5%. As we look towards 2019, the outlook for house prices is heavily dependent upon the timing and detail of our final Brexit arrangements. At best, and following an orderly negotiated exit from the EU, we would **expect house price inflation of 2%**. However, a delayed or no-deal Brexit could lead to a modest drop in house prices.

In line with the rest of 2018, the lettings market saw new applicant registrations running behind those seen in 2017 with Q4 down by 8% on Q4 2017. Whilst new instructions fared better, showing a 4% reduction on Q4 2017, we ended the year with 9% fewer properties available to rent than at the end of 2017. Despite these reductions, the market remains very active and as we continue to see rental demand outstrip supply, the outlook for rental values appears positive. As landlords continue to refinance their portfolios, the predicted exodus from the market has failed to materialise and we expect many to maintain their current portfolios ahead of the tenant fee ban coming into effect on 1st June 2019.

The mortgage market delivered another strong quarterly performance supported by the continued appetite within the remortgage and product transfer sector. In 2018, our Group placed over £13bn of mortgage business, a good representative sample of activity in the sector. Whilst homeowner remortgage activity eased slightly during the quarter, the full year figures show a 36% uplift on 2017. When taking account of buy-to-let activity, remortgages accounted for nearly half of all business during Q4. This shows the changing mix of business within the market as the underlying level of house sales has declined, a dynamic that is also evident within the surveying sector.

As first-time buyer registrations declined, we saw their mortgage activity in Q4 drop 14% below that seen in Q4 2017. Alongside this, all regions saw a reduction in the share of activity accounted for by first-time buyers. First-time buyers play an important role in the market and we will be watching closely for the uplift in interest that we usually see from these customers during the first quarter of the new year.

As expected, 2018 was a challenging year for the UK housing market and one that was increasingly impacted by the uncertainties surrounding Brexit. Unfortunately, we end the year with an expectation of more of the same in early 2019 and the possibility that the current market conditions will continue, and possibly worsen, as we get further into the year. As the challenges continue, we rely on the knowledge and market expertise of our staff to guide and support our customers. Clarity and agreement over the final Brexit arrangements will certainly help resolve the current customer uncertainties, but it is too early to say whether or not we will ultimately see any form of 'post-Brexit bounce' or how long it will take for market conditions to return to some degree of normality.

ESTATE AGENCY

David Plumtree
GROUP CHIEF EXECUTIVE
(ESTATE AGENCY)

Market conditions were particularly challenging in Q4 as the uncertainty around Brexit became more pronounced and weakened market sentiment further. Most discretionary buyers and sellers are opting to 'wait and see' how/when/if we exit from the EU before entering the housing market with any real commitment.

We continued to see a real shortage of committed buyers across our branch network, consequently price reduction activity on existing stock is predominant and a material level of reduction from the latest asking price is required in order to attract buyer interest. There have been signs of a re-emergence of investment buyers, as yields become more attractive due to some discounting of asking prices and the continued strengthening of average rents.

The relative shortage of available stock continued to prop up asking prices, with new instructions showing a modest 1% increase in asking prices over the quarter.

New buyer registrations were down by

18%

versus Q4 2017

New instructions were

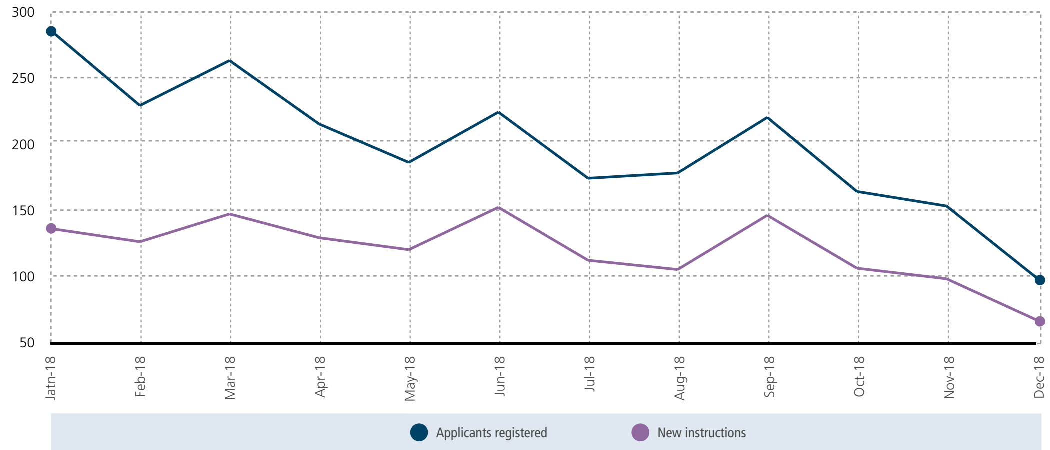
7%

lower than Q4 2017

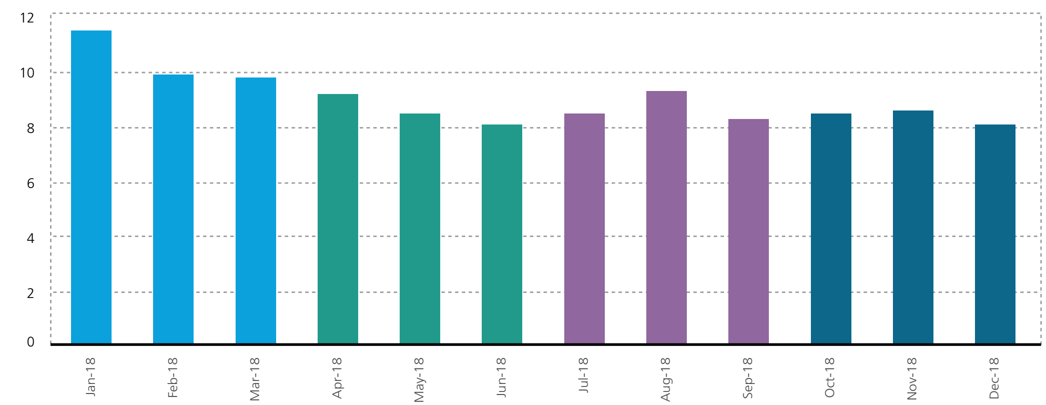
New buyers and instructions

- With the expected seasonal slowdown and ongoing Brexit uncertainty weighing heavily on customer sentiment, Q4 saw a drop in activity levels across several key measures. As we edge closer to Brexit, we see customers become even more hesitant to take positive action to enter the market.
- Market appraisal activity during the quarter was 12% lower than Q4 2017, a sharper drop than previous quarters and a reduction that goes beyond the normal seasonal slowdown. Despite this, on an annual basis, 2018 saw market appraisal activity slightly ahead of 2017.
- During Q4, the level of new instructions continued to lag behind market appraisal activity, with new instructions 7% lower than Q4 2017, reflecting the deteriorating position in the second half of the year.
- Applicant registrations dropped sharply as the quarter progressed, with registrations during the quarter 18% below Q4 2017.
- The ratio of applicants registered to new instructions decreased to 8.4 during the quarter, this figure is below the 9.4 seen in Q4 2017.

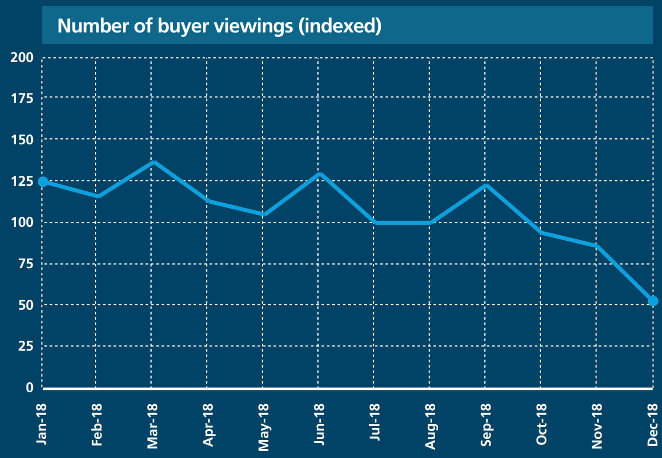
Number of applicants registered and new instructions (indexed)

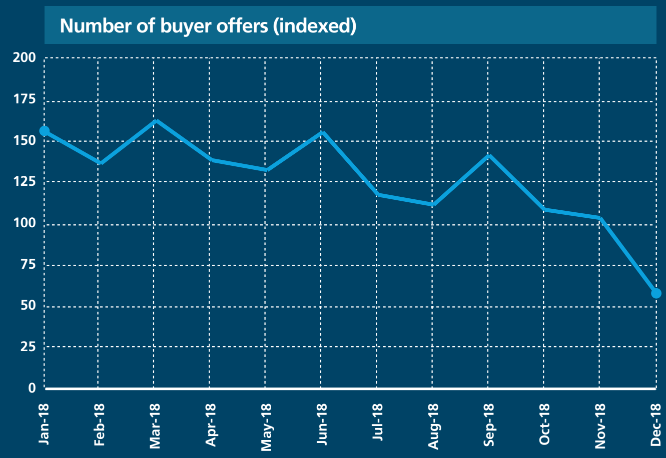


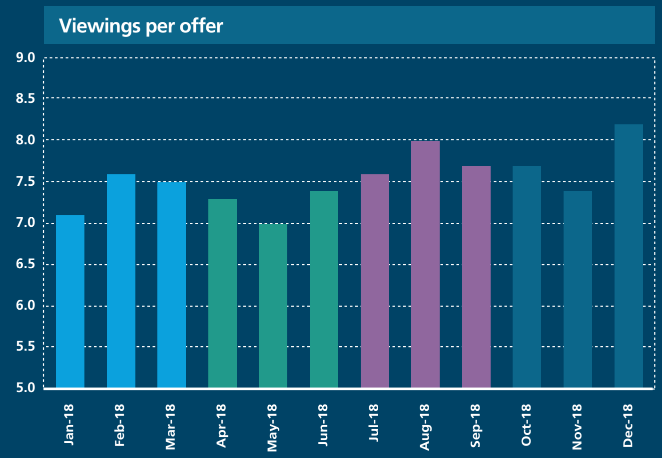
Applicants registered per new instruction



ESTATE AGENCY







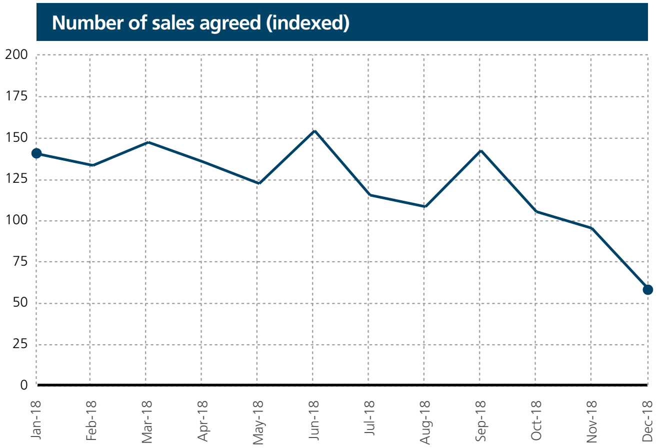
Viewings

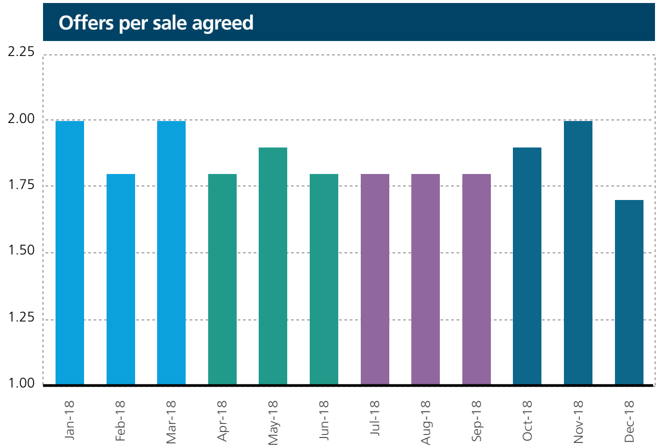
- The total number of properties available for sale at the end of December was 3% higher than at the end of December 2017.
- Despite this, viewing activity during December was 31% below the level seen in December 2017.

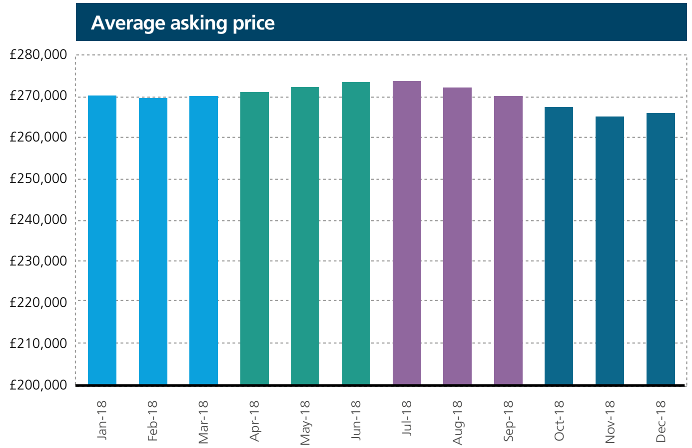
Offers

- With the continued reduction in viewing activity, the number of offers made during the quarter showed a reduction of 19% on Q4 2017.

- The average level of viewings per offer decreased to 7.7 compared to 8.0 in Q4 2017.







Sales

- The reduction in both vendor and purchaser activity was very evident in the number of sales agreed with Q4 17% behind Q4 2017.
- The average number of offers per sale agreed increased slightly to 1.9 in line with Q4 2017.

Prices

- The average asking price increased by 1% during the quarter, ending the year at £271,535.

LAND & NEW HOMES

Roger Barrett
GROUP LAND DIRECTOR

During Q3, we experienced a reduction in the volume of new home sales which accelerated in the last quarter of the year, partly as a consequence of the seasonal year end slowdown, but extenuated by the continued Brexit uncertainty.

Therefore, the difficulty in decision making for developers in trying to maintain the balance between achieving the required number of new home sales and preserving their operating margins, is still very much in play. In respect of their operating models and the fall away in sales activity, an even greater focus is being made on ensuring that the management of "work in progress" reflects the current and future new home sales picture and does not get ahead of itself.

The November Hometrack 20-city pricing index registered house price inflation of 2.6%, the lowest annual rate of growth for five years. House price inflation in London is ending the year with price falls for only the second time in 23 years, so affordability will continue to set the framework for future growth.

Against this backdrop and Brexit, the industry is striving to maintain continued access to skilled labour moving forward and a focus on delivering improved "build quality".

Figures released by the Home Builders Federation in the late autumn showed a further increase in the number of homes being built and a rise in the year on year planning approvals. The report shows that permissions for 361,971 new homes were granted in the year to October, underlining the industry's intent to build even more homes in the years ahead and deliver on the challenge laid down by government to supply 300k homes a year.

The recent confirmation of an extension to the Help to Buy scheme provides further certainty and confidence for builders in future demand. This is enabling them to invest in more sites, their supply chains and recruit and train more people, boosting local economies across the country.

As the front end new homes sales market has continued to decline, we have certainly experienced a reduction in demand levels and value for "short-term" consented land. Demand, however, for medium-term (five year supply) and long-term strategic land across all operating areas has been strong, particularly in growth areas and strategic corridors across the UK.

New home instructions in **2018** are in line with 2017

New homes sales in 2018 **9,000**

New buyers and instructions

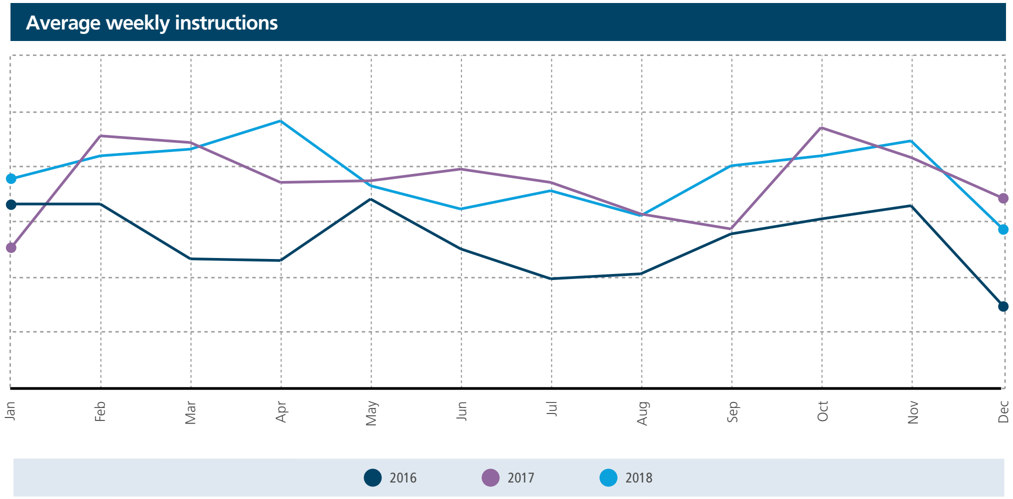
- During the first nine months of the year, momentum built in the new homes market. However, this stalled during December when the usual seasonal slowdown took hold.
- The seasonal slowdown, coupled with the "Brexit effect", was more marked than last year, with new instruction activity in December 9% lower than December 2017.
- With challenges faced by the market during 2018, it was pleasing to see a full year instruction performance in line with 2017. Maintaining and exceeding this in 2019 will no doubt have its own set of challenges.

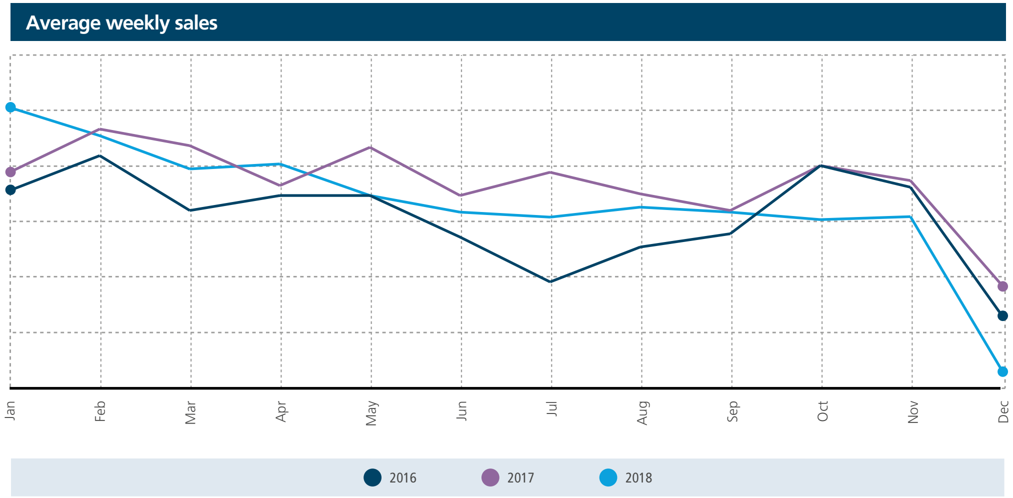
Sales activity

- Impacted by very weak December sales activity, Q4 showed a 23% reduction on Q4 2017 - this reflected the seasonal slowdown and the continuing challenges that we have seen in the wider housing market. With Brexit edging closer, purchasers continue to remain hesitant to commit to their first or next property move as we enter 2019.
- On a full year basis, sales activity matched our record 2017 performance, a better performance than the resale market despite both facing similar challenges.
- At the end of 2018, the number of new homes available for sale stood 2% higher than at the end of 2017 providing a good foundation for 2019.

Housing supply and market activity

- In line with the rest of the market, the short-term outlook for the new homes sector remains uncertain as we face the outcome of the final Brexit arrangements. Whilst politicians on all sides state that housing remains a top priority, both developers and prospective purchasers have lost some momentum at the end of 2018.
- Whilst developers will continue to release new units, the supply side of the market may slow during Q1 2019 as demand also eases as purchasers remain hesitant to commit.





RESIDENTIAL LETTINGS

Stephen Nation
GROUP LETTINGS
MANAGING DIRECTOR

Activity during Q4 followed the pattern of 2018 as a whole, with applicant numbers falling just short of 2017's results but demand still outweighing supply.

As a result, although rents dropped in Q4 against Q3 overall, and regionally, rental values have increased year on year. New landlords are still not joining the market in any great numbers and tenancies are extending in length which is restricting supply, so upward pressure on rents is likely to continue.

As we start 2019, the rental market remains robust and the gradual growth in rental values and improved yields is likely to continue. It is unlikely that new landlords in any great numbers will be attracted back to the sector in an environment of political uncertainty, but opportunities will undoubtedly exist for landlords taking a longer view.

Average rents increased by

4%

in Q4

Applicants reduced but still

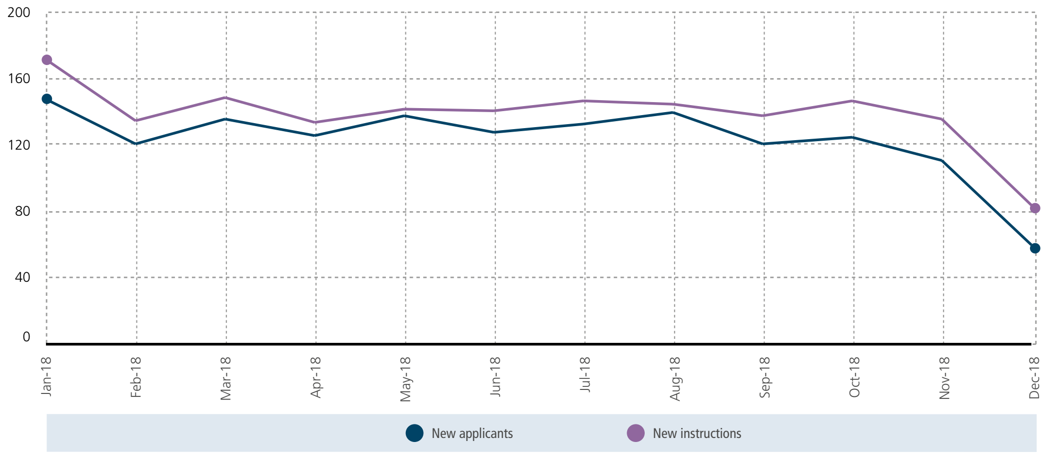
5.4

for every new instruction

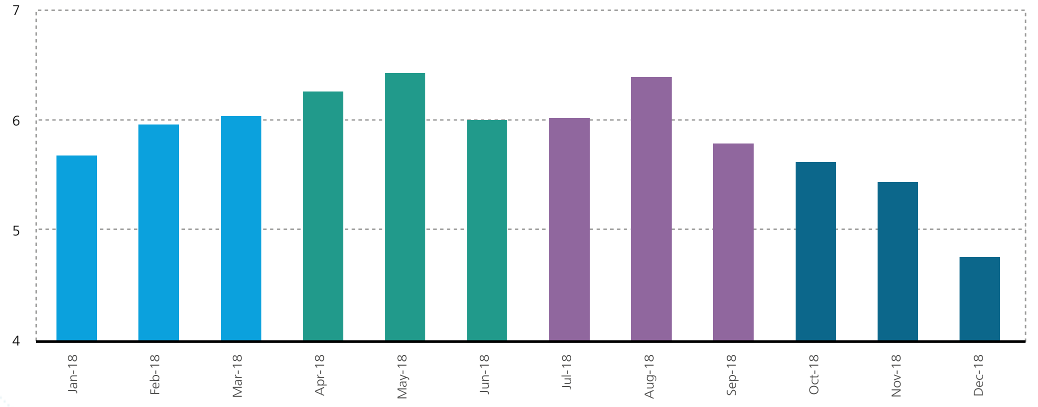
New applicants and instructions

- As experienced during the previous quarter, the number of new applicant registrations remained below the levels seen in 2017. The number of applicants registering in Q4 was 8% lower than Q4 2017.
- New instructions in the quarter fared better, reducing by 4% when compared to Q4 2017. Market appraisal activity slowed as we approached the festive break but has picked up again as we begin 2019.
- The ratio of registered applicants to new instructions reduced to 5.4 during the quarter, slightly behind the 5.6 in Q4 2017.
- Available stock levels have reduced by 5% during the quarter and we ended the year with 9% fewer properties available for rent compared to the end of 2017. With fewer landlords adding to their portfolios in recent months and the trend for longer tenancies continuing, we may see additional pressure on stock levels during 2019 which in turn may influence rental values.

Number of applicants registered and new instructions (indexed)

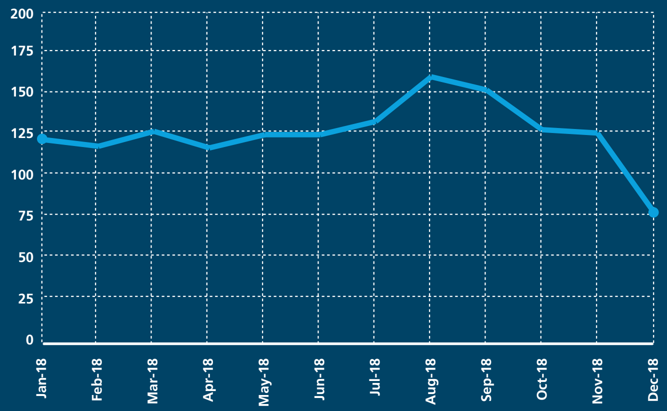


Applicants registered per new instruction

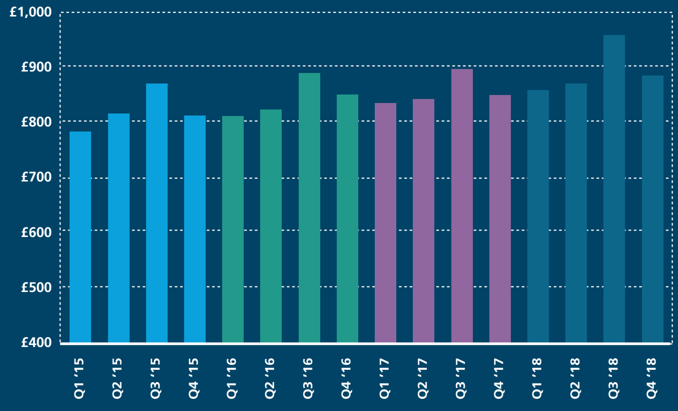


RESIDENTIAL LETTINGS

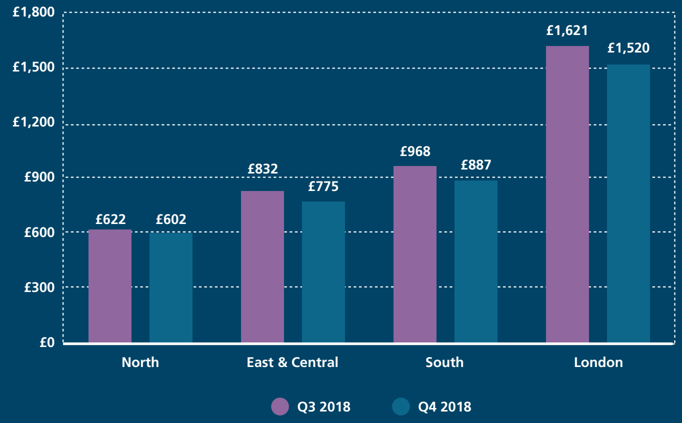
Number of agreed tenancies (indexed)



Monthly average agreed rents (UK)

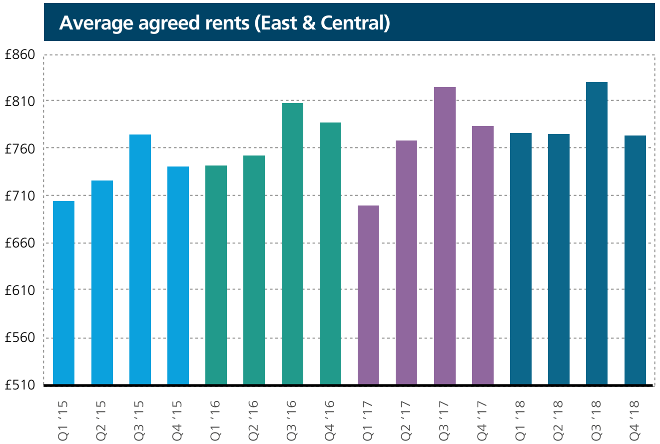


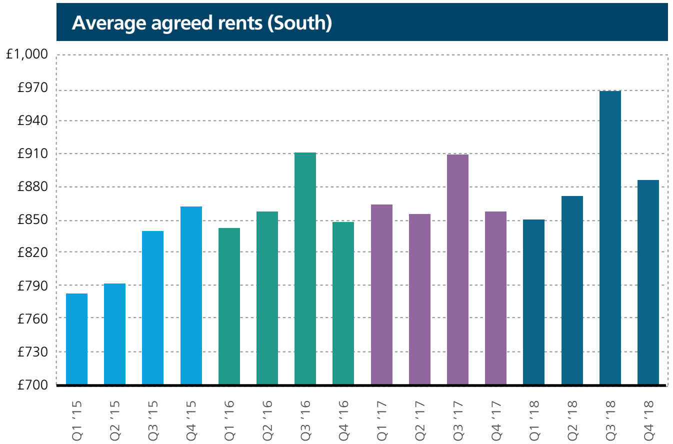
Average agreed rents (regional)

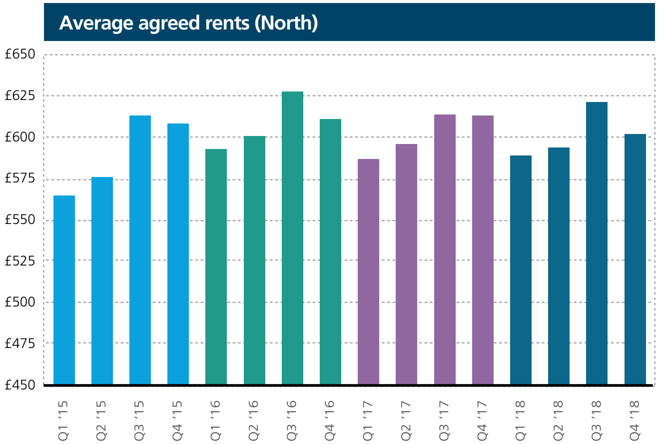


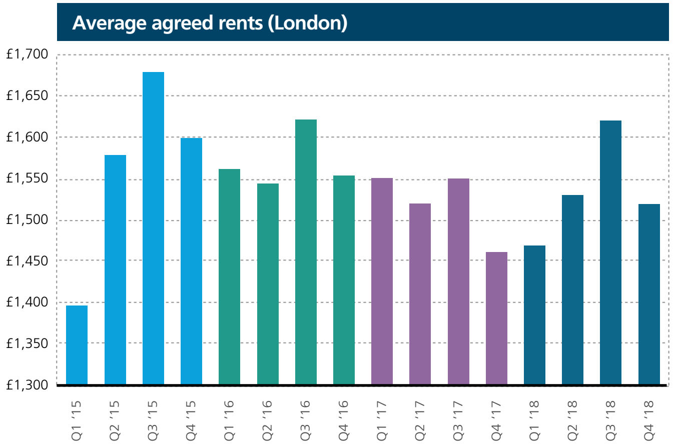
Agreed tenancies and average rents

- The number of new tenancies agreed during the quarter was 1% behind Q4 2017.
- The average UK rent for the quarter stood at £887, 4% ahead of the average figure for Q4 2017. This was supported by the increased demand in London and the South when compared to Q4 2017.
- Average rents eased during Q4 following the particularly strong Q3 market.









Regional rents

- Despite good activity levels, average rents decreased in all regions during Q4 against Q3.
- When compared to Q4 2017, average rental values in the North increased by 2% to £602.
- Across the East and Central regions, average rental values stood at £775, 1% below Q4 2017.
- Average rental values within London and across the South continued to show positive annual growth, with London 4% higher and the South 3% higher than Q4 2017.

MORTGAGES

Adrian Scott
GROUP MORTGAGE SERVICES DIRECTOR

2018 can be classed as the 'year of the remortgage' with Q4 another strong quarter for remortgages, well up on the same period last year and following the trend of previous quarters. Remortgage customers continued to benefit from great interest rates, particularly over the longer terms, and customers remain motivated to fix for a good period of time.

First-time buyer activity has not fully recovered from the 'summer lull', despite attractive rates and improving criteria available in the market. All regions showed a reduced share of activity for first-time buyers. With the home-mover market also easing through the second half of the year and house sales activity remaining subdued, it has been a difficult period for residential purchasers.

Despite the strength of the remortgage market, overall volumes came under pressure at the tail end of the year but residential mortgage business ended the year up 9% on 2017.

Residential remortgage business up

36%

on 2017

All regions showed a reduced share of activity for

first-time buyers

Residential

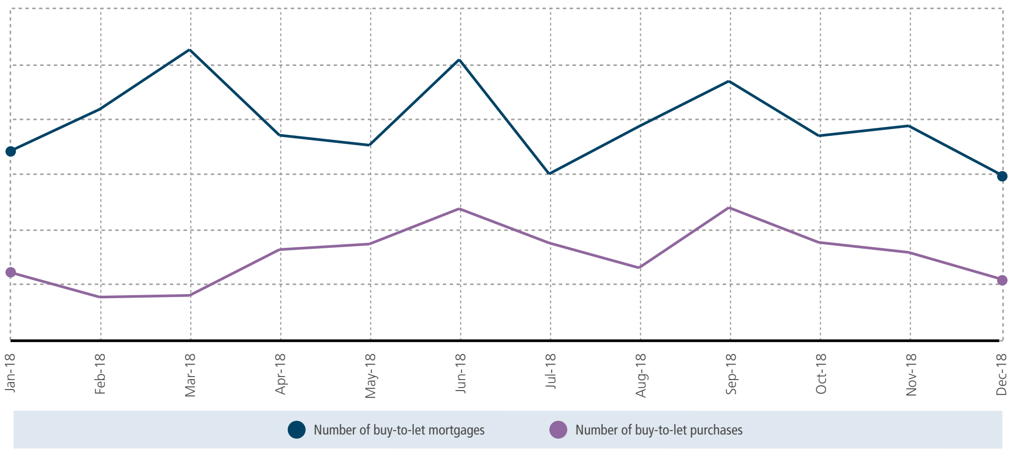
- Despite house sales activity within the residential market remaining subdued during 2018, the residential sector of the mortgage market saw a 9% increase in activity when compared to 2017, driven wholly by the continued demand within the remortgage sector of the market.
- Remortgage activity eased slightly during Q4 with a 6% reduction on Q3 2018, reflective of the seasonal slowdown. Despite this, the market remained strong, with Q4 activity 15% ahead of Q4 2017. Driven by current market conditions and Brexit uncertainties, the remortgage market saw a 36% increase over 2017.
- With house sales activity remaining subdued, we continued to see a quarterly decline in home-mover activity, with Q4 17% lower than Q4 2017. This is despite vendors continuing to review their pricing in the lead up to Christmas and as they seek to attract prospective purchasers.
- First-time buyers are not immune to the current market conditions and, whilst on a full year basis their activity was ahead of 2017, this sector saw Q4 activity 14% behind Q4 2017. First-time buyers accounted for 30% of activity during 2018, a reduction of 2 points on 2017 and falling behind home-owner remortgage activity for the first time.

Buy-to-let

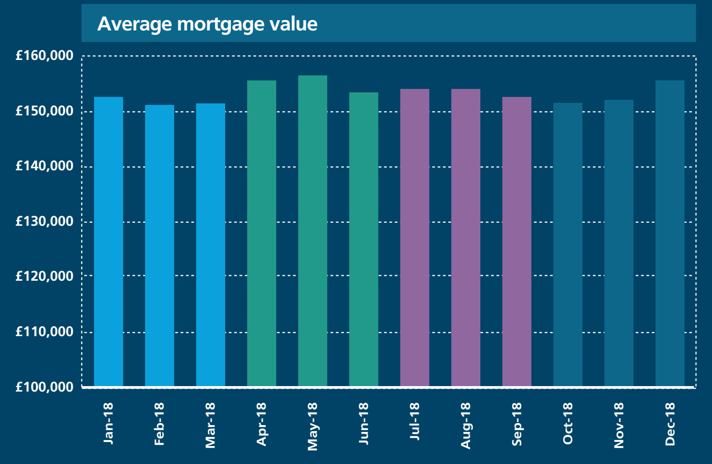
- Buy-to-let activity during Q4 was 12% lower than Q4 2017, with reductions seen in both purchase and remortgage activity when compared to the same period in 2017.
- The decline in buy-to-let purchase activity continued, down 8% on Q3 2018, with those investors who are still active in the market taking time to seek out the right property and as many vendors continued to review their asking prices.
- Overall, the buy-to-let sector accounted for 18% of activity during Q4, with purchase business accounting for 35% of buy-to-let activity, down from 37% in Q4 2017.

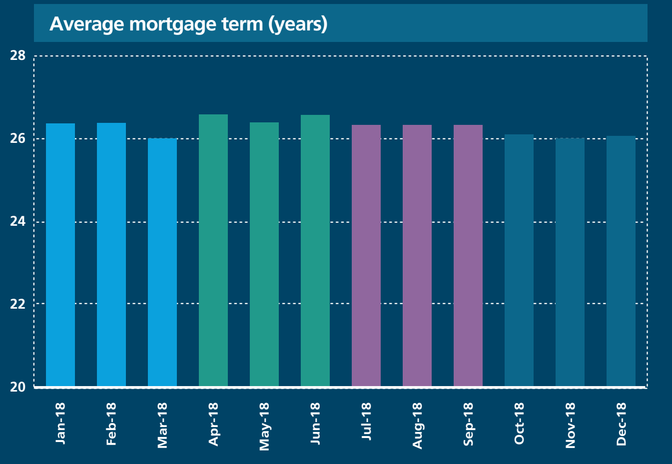
Number of residential mortgages by type

Number of buy-to-let mortgages by type



MORTGAGES





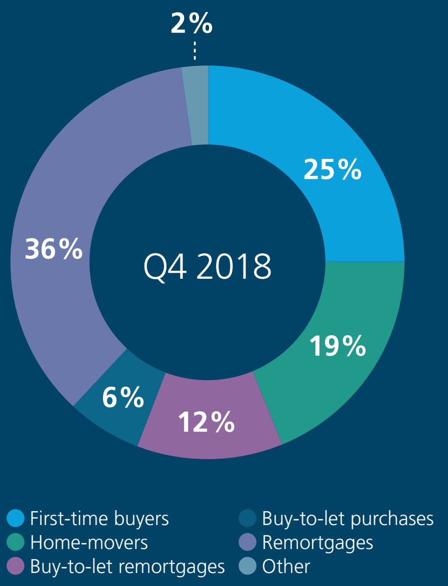
Mortgage values

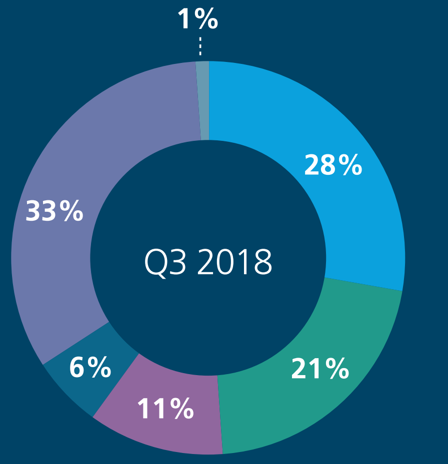
- The average mortgage value decreased by 1% to £153,185 in Q4. This figure is 3% ahead of Q4 2017.

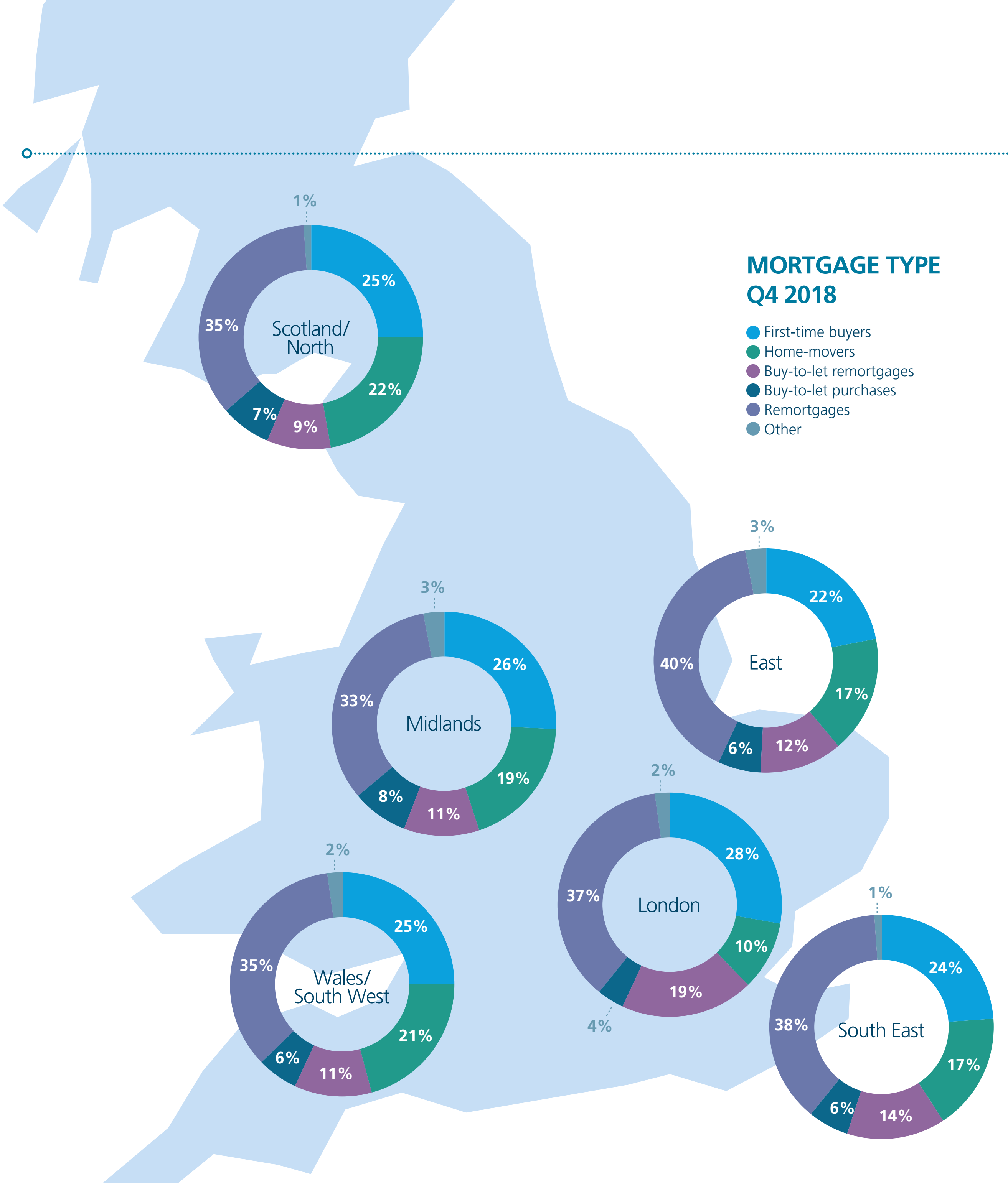
Mortgage terms

- The average mortgage term at the end of Q4 was 26.1 years, this compares to 25.8 years at the end of Q4 2017.

UK MORTGAGE TYPE SPLIT







UK mortgage type split

- Homeowner remortgage activity accounted for 36% of business during Q4, retaining its position as the largest sector of the market and increasing by 4 percentage points from Q3 2018.
- At 25%, the share of business accounted for by first-time buyer activity declined by 3 percentage points during the quarter, and looks set to reduce further as we enter 2019. On a full year basis, first-time buyers have accounted for 30% of all business.
- Home-mover activity saw a similar decline in market share as house sales remained subdued. In 2018, the sector accounted for 20% of activity, down 4 percentage points on 2017.
- Buy-to-let activity remained steady with remortgage activity supporting an increase in overall market share to 18%, with no change in the mix between purchase and remortgage business during the quarter.

Regional picture

- Home-mover activity reduced across all regions compared to Q3 with the largest quarterly movements seen in London, down 6 percentage points, and the East, down 4 percentage points, and the South West, down 3 percentage points.
- The reduction in first-time buyer activity was evident across all regions but most noticeable across the Midlands and the South. The South West saw a reduction of 6 percentage points, with first-time buyers accounting for 24% of activity during Q4.
- The share of activity accounted for by residential remortgages saw increases across all regions in the quarter, with the largest increase in London - up by 7 percentage points - and with the South West and East both seeing 5 percentage point increases.
- Buy-to-let purchase activity remained broadly static across the regions, with the exception of London which saw a 4 percentage point reduction in market share during the quarter.

ASSET MANAGEMENT

Simon Matthews
MANAGING DIRECTOR, AMG

The most recent figures from UK Finance were released in November and cover Q3 2018. Therefore, our analysis of the current market is based on the preceding quarter.

In Q3 2018, the total number of mortgage possessions remained in line with Q2 whilst the number of mortgages in arrears showed a slight increase in the quarter, albeit down 5% on Q3 2017.

There were 1,580 new possessions occurring in Q3 2018, down from the 1,940 seen in Q3 2017, in line with activity levels seen during Q2.

Driven by increases in the owner-occupied sector, we have seen the total number of mortgages with arrears representing 10% or more of the outstanding balance increase by 1% during the quarter, with a total of 25,240 mortgages now in this position.

Total number of possessions

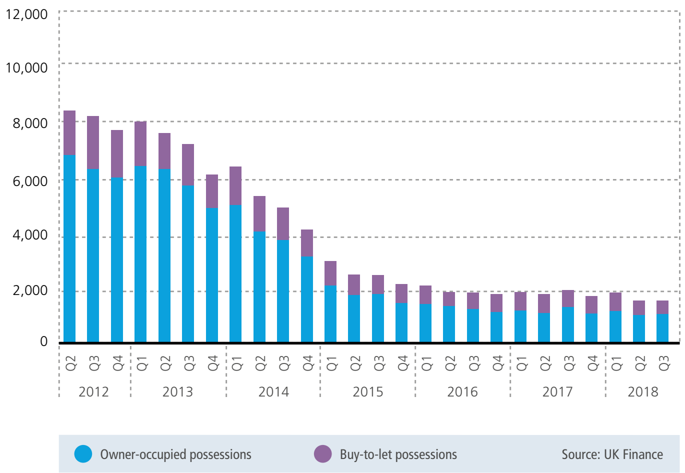
1,580

for Q3 2018

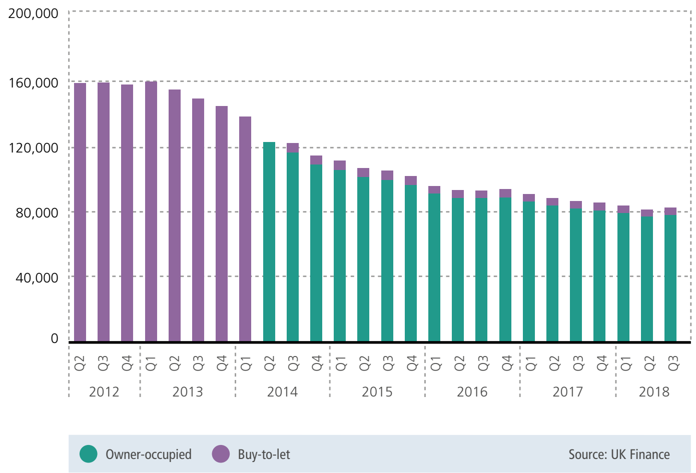
Average sale price for possessions in Q4 2018

£154,514

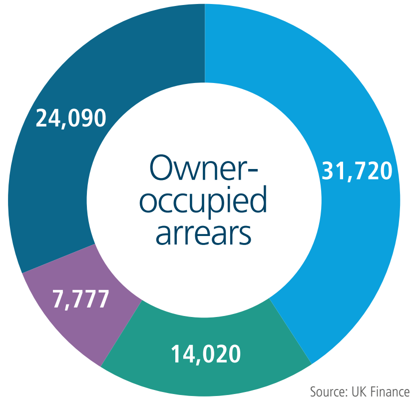
Number of possessions, buy-to-let and owner-occupied



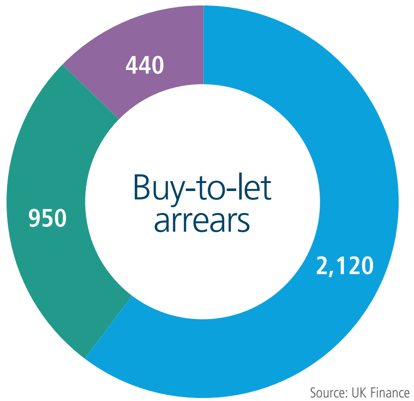
Arrears on mortgages, 2.5% or more of balance outstanding



ARREARS BANDING Q2 2018



2.5% < 5%
7.5% < 10%
5% < 7.5%
>= 10%



Possessions

- The total number of possessions remained unchanged at 1,580 during Q3 2018, 19% lower than the same period in 2017.
- Whilst owner-occupied possessions showed the largest annual reduction, 19% versus the 17% reduction in buy-to-let possessions, the percentage split of possessions between owner-occupied and buy-to-let remained relatively stable.

Arrears

- Owner-occupiers with arrears of 2.5% or more of the balance remained in line with Q2 2018. However, when compared to the 81,570 at the end of Q3 2017, the latest figures showed a 5% reduction.
- At the end of Q3, the number of buy-to-let arrears of 2.5% or more of the balance increased to 4,660, a 5% increase on Q2 2018.
- The number of owner-occupied mortgages with arrears of 10% or more of the balance increased by just over 1% during the quarter.

Possession sales

- The average sale price for Q4 increased slightly to £154,514 compared with £150,014 in Q3. Sales activity remained healthy with average prices above RICS valuations.

SURVEY & VALUATION

Ross Bowen
MANAGING DIRECTOR,
CONNELLS SURVEY & VALUATION

Connells Survey & Valuation delivered a resilient set of results over the final quarter of 2018. The weaker housing market and lower transactions levels resulted in a contraction of the number of RICS physical valuations in the sector. Despite this, total activity for 2018 was only 1.5% down on 2017, underlining the business' increasing market share.

The performance gap between surveying firms, both from a quality and speed perspective, remained significant. Connells Survey & Valuation's report quality was 17% higher than companies elsewhere in the market. Reporting turnaround times through our employed surveyors averaged 4.6 days over the quarter, over a full day faster than firms elsewhere in the sector.

Alongside changes to the competitive landscape of UK residential lending with, for example, heightened activity in specialist lending, the survey and valuation sector saw a number of changes with servicing arrangements for a broad range of clients. Integral to our next generation service model, Connells Survey & Valuation completed a major investment and upgrade to its surveying hardware and software technology.

Increased political and economic volatility linked with the forthcoming departure from the EU is likely, although we do not envisage this will have a detrimental impact on service delivery.

Connells Survey & Valuation reporting quality,

17%

ahead of the market

Reporting turnaround times of

4.6

days, 1 day faster than rest of the market

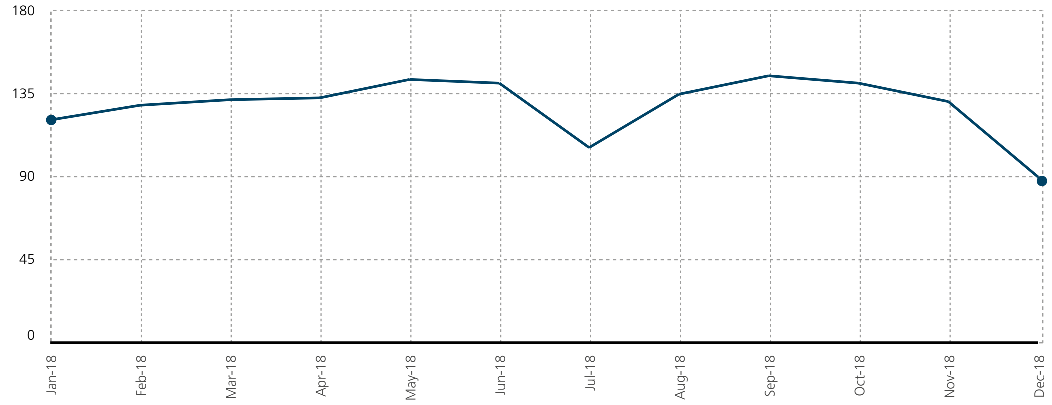
Mortgage valuations

- A 6% drop in the number of mortgage valuations undertaken during the quarter was influenced by the reduced level of house sales and a seasonal slowdown.
- The remortgage sector continued to be a major driver of market activity and, on a full year basis, total mortgage valuations showed a more modest 2% reduction when compared to 2017.

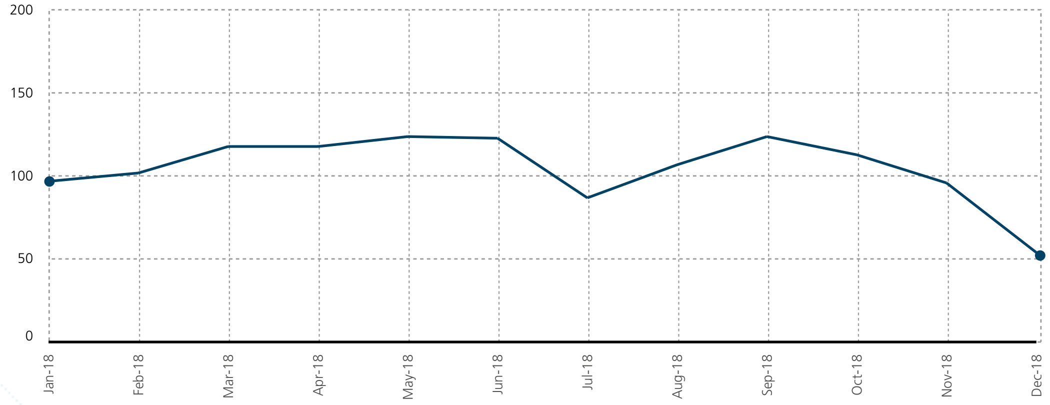
Surveys

- Reflecting the slowdown in housing transactions, the number of surveys undertaken in Q4 was 13% lower than Q4 2017.
- Surveys accounted for 8% of activity during the quarter, a 1 point fall on both Q3 2018 and Q4 2017.

Number of mortgage valuations (indexed)



Number of surveys (indexed)



SURVEY & VALUATION

Buy-to-let

- The buy-to-let market saw a significant uplift in activity during the quarter, driven primarily by remortgage activity. With investors actively reviewing their portfolios, there was no sign of any seasonal slowdown in volume, with Q4 36% ahead of Q3 2018.

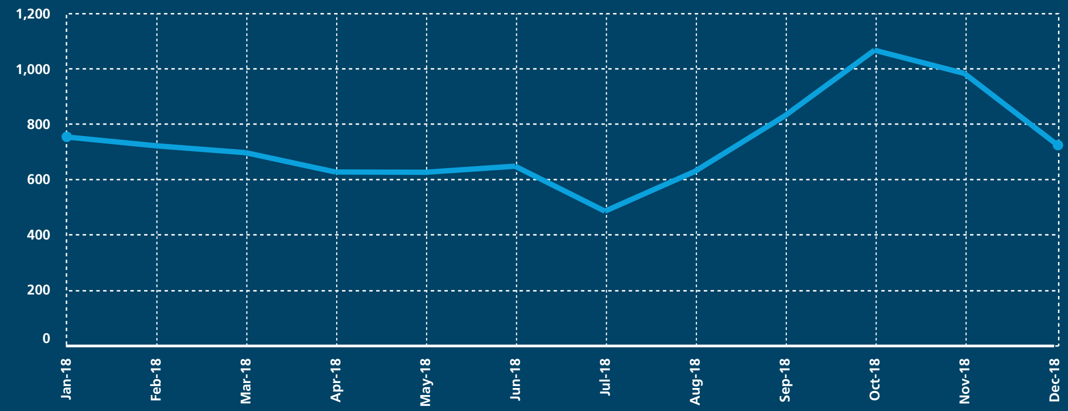
Average valuation

- The average property valuation during Q4 was £299,177, reflecting changes in the work mix for serviced clients.

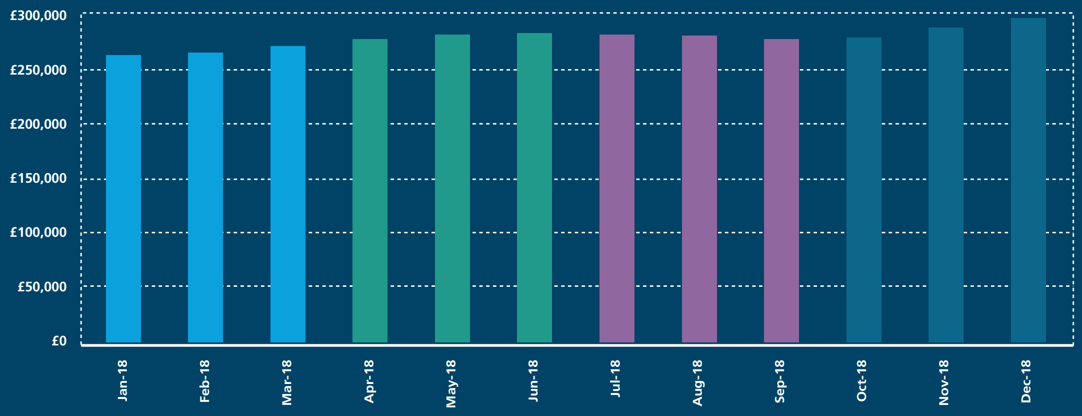
Overall market activity

- 2018 ended positively, with Q4 activity 1% ahead of Q3 and 4% ahead of Q4 2017. On a full year basis, 2018 was just 1.5% below 2017. This represents a very good result against the backdrop of the ongoing Brexit uncertainty.
- The first quarter of 2019 will no doubt bring fresh challenges, but the potential for increased clarity may go some way to improving consumer confidence, which will be needed to drive similar volumes during 2019.

Number of buy-to-let valuations (indexed)



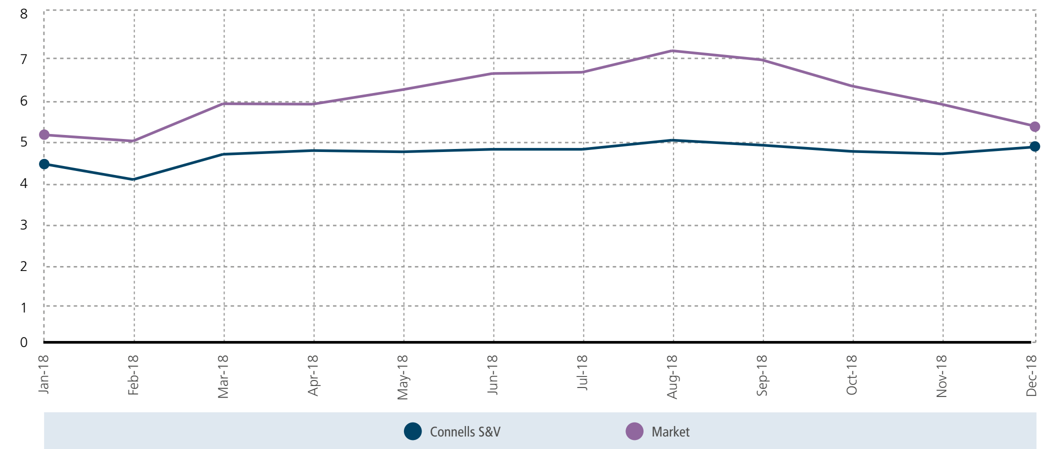
Average valuation price



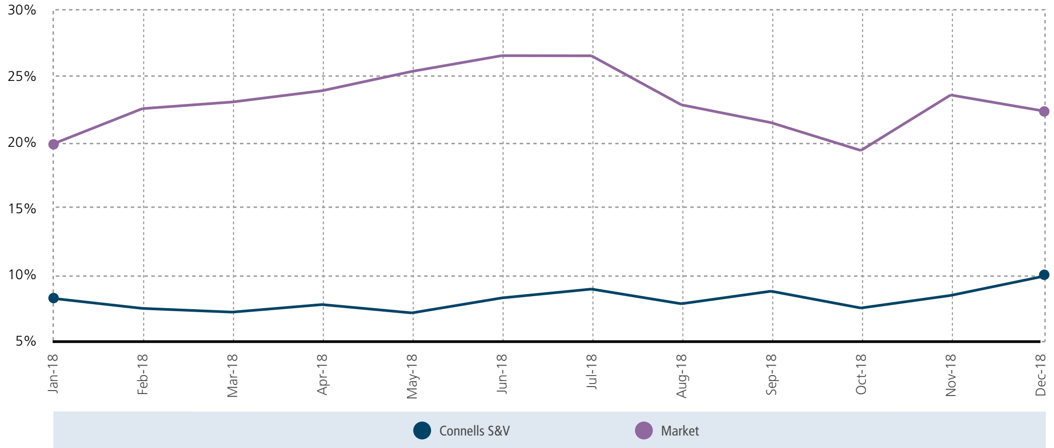
Service delivery

- At 4.6 days in Q4, the speed of report delivery for Connells Survey & Valuation remained over a day ahead of the rest of the market.
- Connells Survey & Valuation achieved a reporting quality score of 91.4% during the quarter, compared to the 78.2% score delivered by the rest of the market.

Turnaround time



Post-valuation queries



MARKET SUMMARY

REGIONAL AVERAGE HOUSE PRICE AT COMPLETION Q4 2018

Scotland/North	**3% up** from Q4 2017	**£149,584**
East	**No change** from Q4 2017	**£250,066**
Midlands	**5% up** from Q4 2017	**£196,134**
Wales/South West	**1% up** from Q4 2017	**£202,637**
London	**2% down** from Q4 2017	**£434,981**
South East	**1% up** from Q4 2017	**£287,269**

UK average house price at completion Q4 2018

£221,245

up

1%

from Q4 2017 (£218,099)

down 2% from Q3 2018

REGIONAL AVERAGE RENT Q4 2018

North £602
2% down from Q4 2017

East & Central £775
1% down from Q4 2017

London £1,520
4% up from Q4 2017

South £887
5% up from Q4 2017

UK average rent Q4 2018

£887

up **4%** from Q4 2017 (£851)

UK average mortgage value Q4 2018

£153,185

no change from Q3 2018 (£153,654)

up 3% from Q4 2017

ABOUT CONNELLS GROUP

Connells Group is one of the largest and most successful estate agency and property services providers in the UK. Founded in 1936 and with a network of nearly 600 branches nationwide, the Group combines residential sales and lettings expertise with a range of consumer and corporate services including new homes, mortgage services, conveyancing, EPC provision, surveying, corporate lettings, asset management, land and planning, LPA receivers and auctions.

Alongside the Connells estate agency brand, the Group trades under other well-known and trusted local names including Allen & Harris, Bagshaws Residential, Barnard Marcus, Barnfields, Brown & Merry, Fox & Sons, Jones & Chapman, Manners & Harrison, Roger Platt, Shipways, Swetenhams, William H Brown, Sharman Quinney, Pattison Lane, Burchell Edwards, Ashley Adams, Atkinson Stilgoe, Kevin Henry, Peter Alan, Thomas George, Rook Matthews Sayer, Paul Dubberley, Hurfords, Knight Partnership and Gascoigne Halman.

Corporate clients benefit from Connells Group's broad range of award-winning services and depth of experience and expertise.

We work with some of the UK's leading organisations and institutions on property and land acquisition and disposal, asset management, mortgage sales and distribution, corporate lettings, auctions, conveyancing and surveying, to name a few.

Connells Group is a subsidiary of the Skipton Building Society, one of the UK's largest providers of financial services and products.

connellsgroup.co.uk

@connellsgroup

6% market share

Nearly **600** branches

7,400+ staff

Successful apprenticeship scheme

26 local brands from Glasgow to Plymouth

UK's **most profitable** estate agency business

72,000 property sales a year

Largest agency for new homes sales in the UK

80+ **land and new homes** specialists nationwide

9,100 new homes sold per year

Connells group

One of the largest & most successful estate agency & property services provider in the UK

64 industry awards since 2004

UK's leading EPC provider

£10bn mortgage lending

600+ employed Mortgage Consultants

UK's largest conveyancing business

52,000 tenancies managed

Top 3 survey and valuation business

300 RICS Surveyors

ISO 9001 panel manager of valuations

Largest UK residential property auctioneer

OUR BUSINESS BRANDS

OUR LOCAL ESTATE AGENCY BRANDS

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Connells group

Q4

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