Connells
group

Market Report

Q4 2017

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CONTENTS

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.

David Livesey

GROUP CHIEF EXECUTIVE

INTRODUCTION

Our figures for the final quarter of 2017 show a market struggling to shake off some of the uncertainties that impacted the third quarter, with sales activity bearing the brunt of the continued unease. The market exhibited some positive signs on the supply side with more vendors considering entering the market, and those vendors keen to sell reviewing their asking prices. However, demand from prospective purchasers remained weak with applicant registrations marginally down year on year and both viewing and offer activity suppressed.

In Q3 we reported an improvement in market appraisal activity and it was pleasing to see this trend continuing, with Q4 showing a 6% uplift on the final quarter of 2016. This was a positive sign as the number of properties for sale remains low but, with too many homeowners waiting until they find their next property, we are not yet seeing this feed through to an uplift in new instructions. This position certainly improved as the quarter progressed but, perhaps wary of some of the ongoing commentary on political and global events, homeowners are taking longer to fully consider their position before entering the market. Against this background, we saw new instruction volumes in the quarter 3% below Q4 2016.

House builders continue to support housing stock growth by bringing an increasing number of new homes to the market, with our new homes business delivering a record performance in Q4. New instructions were up by 27% on Q4 2016, resulting in a full year performance that is 22% ahead of 2016.

Across our network, we saw 4% more applicant registrations in 2017 compared to 2016, with December seeing a 9% uplift in first-time buyer registrations following the announcement of the stamp duty changes. However, as demand from other purchaser groups remained subdued, new applicant registrations in the quarter fell slightly behind Q4 2016. Consumer confidence remains weak and this, coupled with the usual seasonal slowdown, has seen the reduction in sales activity that was evident at the end of Q3 continue during the final quarter of the year. Sales in the quarter were 6% below Q4 2016. December saw a slight recovery and we enter the new year with a sales pipeline that is marginally ahead of the start of 2017.

Our branches fare better than most and during 2017 we have seen our market share increase. However, overcoming the continuing shortage of fresh stock and helping prospective vendors find their next property will remain a key focus in 2018.

In line with our expectations, and reflective of the vendor price reviews seen during the final quarter of the year, average house prices in Q4 were 2% below Q3. On an annual basis, Connells Group saw **house prices rise by 4%** in 2017, this was slightly ahead of our forecast at the beginning of the year. On a regional basis, prices in London fell for the second successive quarter whilst the strongest annual growth was seen in Wales and the Midlands. As we look towards 2018, we see a gradual easing of price increases but still expect annual **house price inflation close to 3%**.

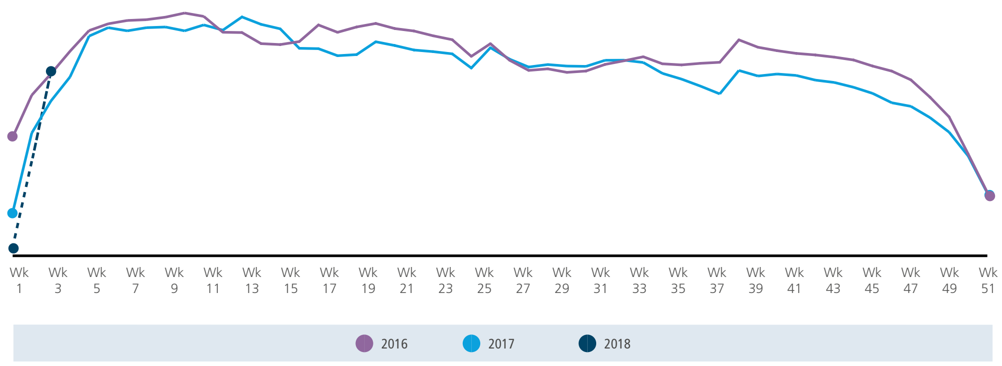
The lettings market remained active despite a continued reduction in the level of new applicant registrations during the quarter, although the Q4 reduction was not quite as marked as we have seen in recent years. With new instruction activity faring better, we ended the year with 5% more properties available for rent. In addition to this increased choice, prospective tenants are benefiting from lower average rents, with all regions seeing a reduction in values during the quarter. On a national basis, average rents reduced by 5%, with the largest quarterly reductions evident in London and the South East. Whilst a number of landlords continue to refinance their portfolios, we are yet to see any significant signs that many are actively looking to exit the market through disposal of their portfolios.

The mortgage market ended the year strongly. The increase in the bank base rate prompted many homeowners to review their existing arrangements and take advantage of some of the great remortgage deals available. This drove continued growth in remortgage activity during the quarter. Whilst the level of purchase business reflects the reduction in residential house sales, the stamp duty changes introduced in the November Budget provided a welcome boost to first-time buyer mortgage activity.

Whilst consumer sentiment failed to fully recover the ground lost during Q3, the end of the year saw some early signs of positivity with both applicant registrations and market appraisal activity running ahead of December 2016. Rightmove has already reported a 9% increase in visits at the start of the year, and our branches have seen a post Boxing Day uplift in activity continue throughout the first two weeks of January. This provides a positive start to the new year.

2017 was another successful year for Connells Group. Despite the challenges and distractions that the market experienced, we have continued to grow our market share through a constant focus on delivering the right solutions for our customers and corporate clients. 2018 will no doubt bring its own challenges but, with an experienced business that thrives on challenge, we remain cautiously optimistic about the year ahead.

Gross house sales



ESTATE AGENCY

David Plumtree
GROUP CHIEF EXECUTIVE
(ESTATE AGENCY)

Buyer confidence remained subdued throughout the quarter, although the announcement in the Budget in respect of stamp duty for first-time buyers was welcomed and did appear to create some stimulus towards the end of the year. Sales levels certainly lifted in December and were broadly in line with what we saw last December, bucking the trend of significantly reduced sales levels in H2 of 2017.

Applicant registration and viewing activity levels were down in the quarter. However, the drop in sales levels was more pronounced and, therefore, further evidence of the lack of confidence in buyers to commit. This lack of confidence is largely attributable to political uncertainty and Brexit concerns, but affordability issues also continue to have an influence.

Given all of the above, and also considering a great deal of price reduction activity on unsold stock, then we anticipate lower house price growth in Q1 2018 than we experienced last year, and this is likely to be the outlook for H1.

Viewing levels down by

5%

on Q4 of 2016, offers made were down by 10%

House price growth for 2017 was

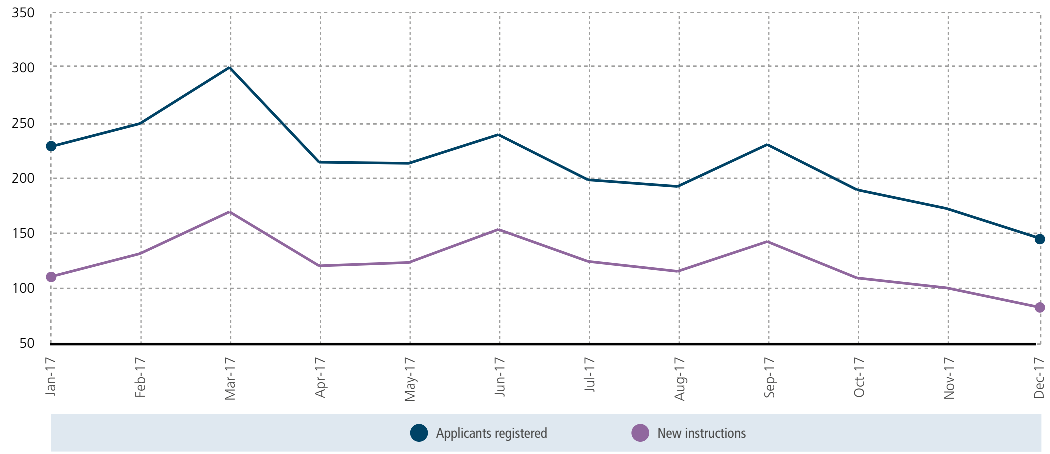
4%

against our prediction of 3.5%

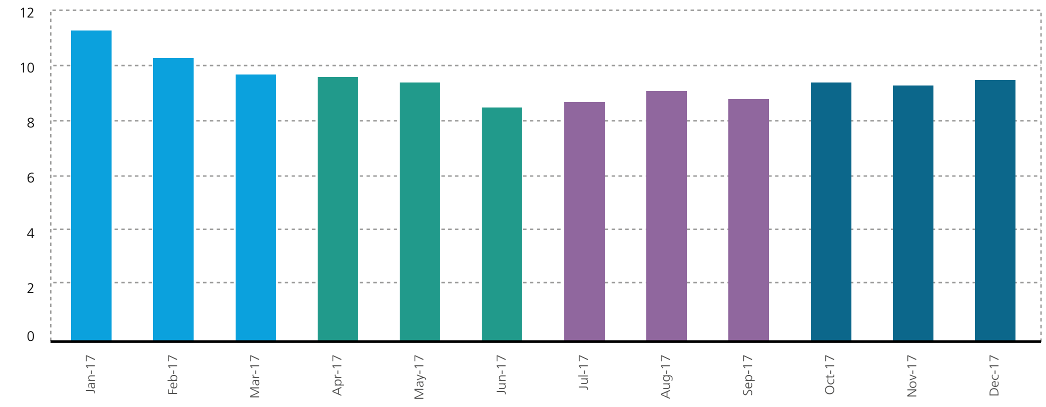
New buyers and instructions

- Market appraisal activity saw the usual seasonal downturn as we approached the end of the year. However, this was not as marked as we have seen in previous years, with activity in both December and the quarter as a whole remaining ahead of the equivalent periods in 2015 and 2016. The number of appraisals undertaken during Q4 2017 was 6% ahead of Q4 2016.
- Despite the positive level of market appraisal activity, potential sellers remain hesitant to enter the market with new instruction volumes in the quarter 3% below Q4 2016. Whilst this position showed some improvement as the quarter progressed, increasing the level of fresh instructions to the market remains a key challenge for the housing market as a whole as we enter 2018.
- The level of applicant registrations during the quarter was in line with Q4 2016, with applicant registrations for the full year 4% ahead of 2016.
- The ratio of applicants registered to new instructions increased from 8.9 in Q3 to 9.4 in Q4. The December ratio of 9.5 indicates buyer demand will drive continued upward movement on house prices during 2018.

Number of applicants registered and new instructions (indexed)



Applicants registered per new instruction



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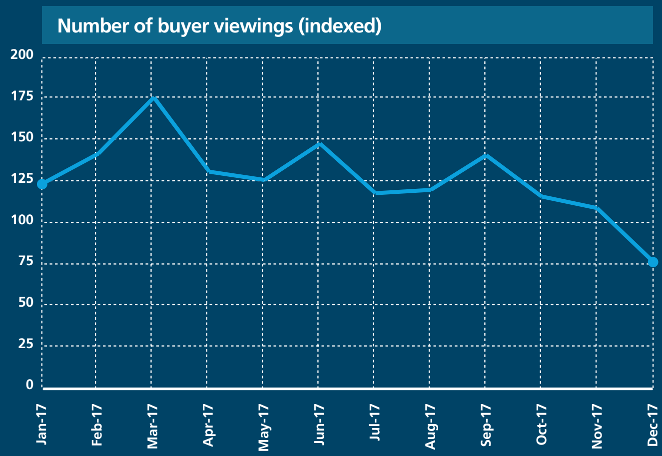
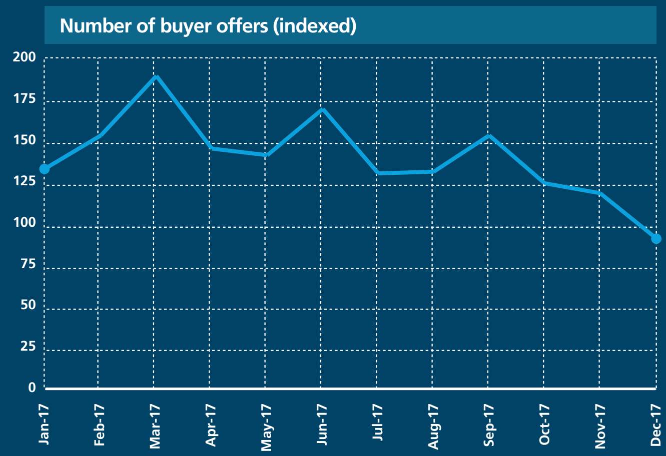
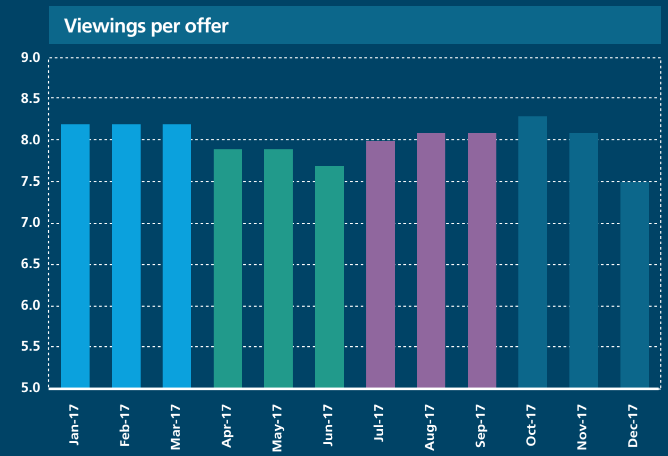






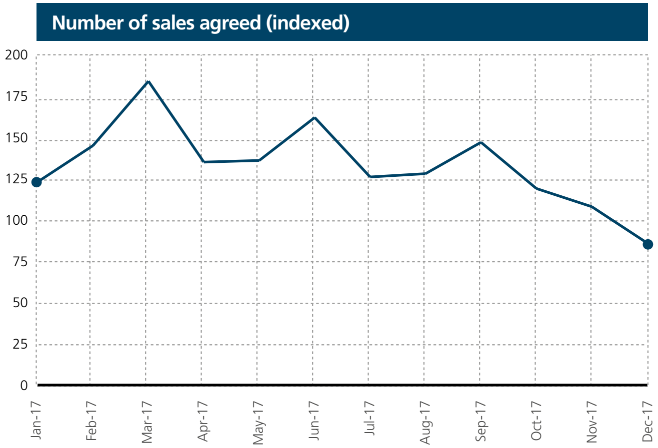
Viewings

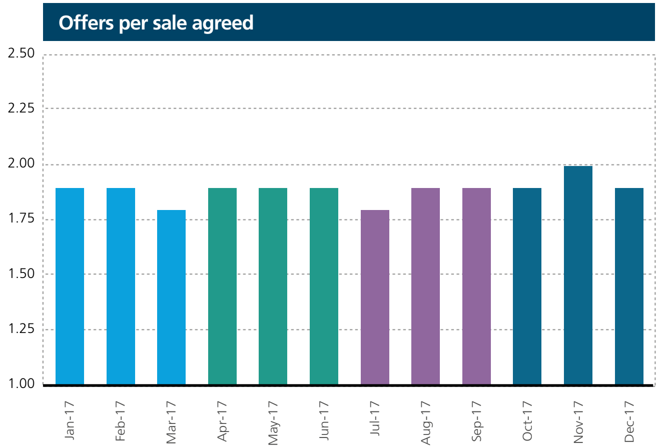
- Viewing activity saw a 5% reduction when compared to Q4 2016. This is, in part, reflective of the reduced number of properties marketed for sale.
- The total number of properties available for sale at the end of December was 3% below December 2016.

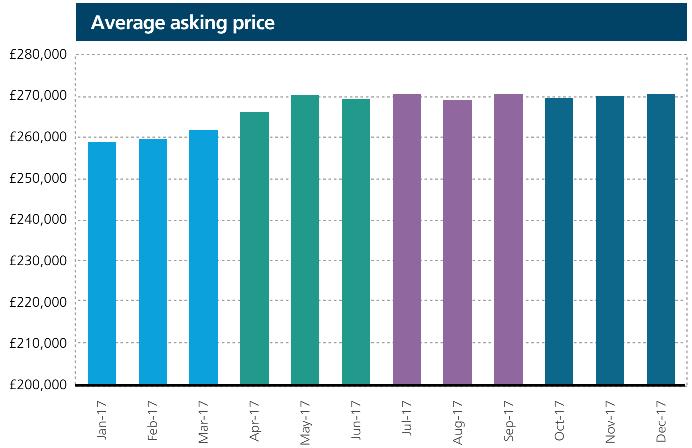
Offers

- With both buyer and seller confidence weakened at the start of the quarter and the expected seasonal slowdown, the level of offers during Q4 were down by 19% on Q3 2017, and 10% on Q4 2016.
- Sellers continued to review their prices to stimulate buyer interest, with the London market seeing the largest reductions during the quarter.

- The average level of viewings per offer decreased slightly to 8.0 from 8.1 in Q3 2017, remaining ahead of the 7.6 seen during Q4 2016.







Sales

- The reduced level of sales activity seen during September continued into the final quarter of the year, with Q4 activity 8% below the same period of 2016.
- December saw a more positive market, with sales activity level with December 2016.
- On a quarterly basis, the average number of offers per sale has remained at 1.9, in line with the previous quarters in 2017.

Prices

- The average asking price remained stable during the quarter, ending the year at £270,567.
- The average house price at completion eased during the final quarter of the year, reducing by 2% on Q3. However, when compared to Q4 2016, average house prices showed a 4% annual increase.

LAND & NEW HOMES

Roger Barrett
GROUP LAND
DIRECTOR

Sales activity in regards to new homes and land continued right to the end of the year and resulted in the growth of new home unit sales across the Group of 15%, with more than 9,000 plots sold. Land and investment transactions also increased, with turnover up 19% when compared to 2016. This included the sale of a number of residential schemes for the private rental sector (PRS), and investment and large residential development sites sold both subject to planning and with planning consent.

During the year, we have also experienced continued strong demand for strategic land by way of option and promotion agreements, reflecting the shortfall in housing numbers across the UK in all regions.

Statistics from the National House Building Council (NHBC) show that over the rolling quarter (August - October), 31,016 new homes were registered in the private sector, compared to 27,672 in the same period last year and 8,736 of these were registered in the affordable sector, compared to 9,880.

The continued rise in the UK's affordable sector can be attributed to a number of larger housing associations developing homes for the rental market, private sale and shared ownership, along with a rise in joint ventures/ collaboration with the private sector.

Of the nine English regions, five experienced growth in registrations over the quarter and when compared to the same period last year. The strongest growth was seen in the East Midlands (3,467 up 34%), the East (4,426 up 20%) and the South East (7,438 up 8%). The greatest fall was in London (3,049 down 30%), with the South West, Yorkshire and the Humber recording single digit falls.

Land and professional turnover up

19%
in 2017 compared to 2016

Total new home unit sales up

15%
in 2017 compared to 2016

New buyers and instructions

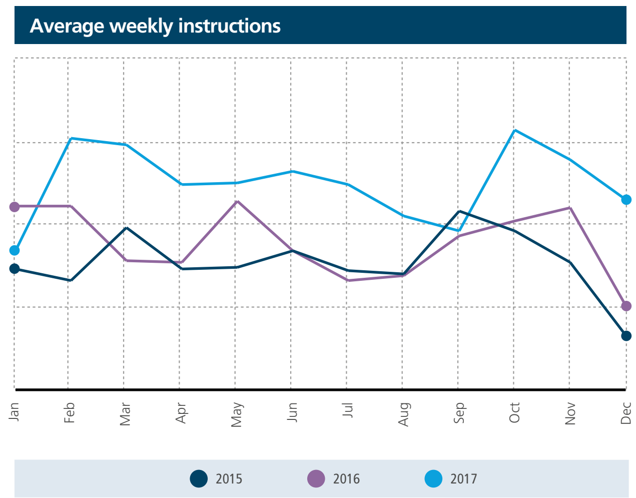
- Instruction activity within the new homes sector saw a marked uptick in the final quarter of 2017, ending the year on a high. A particularly strong December market, up 43% on December 2016, helped to drive Q4 ahead of previous quarters in the year.
- With each month within the quarter well ahead of 2016, Q4 2017 saw 27% more instructions than Q4 2016. Applicants continue to show an appetite for new property and, with this increase in new instructions, we would expect to see a healthy new homes market into the new year.

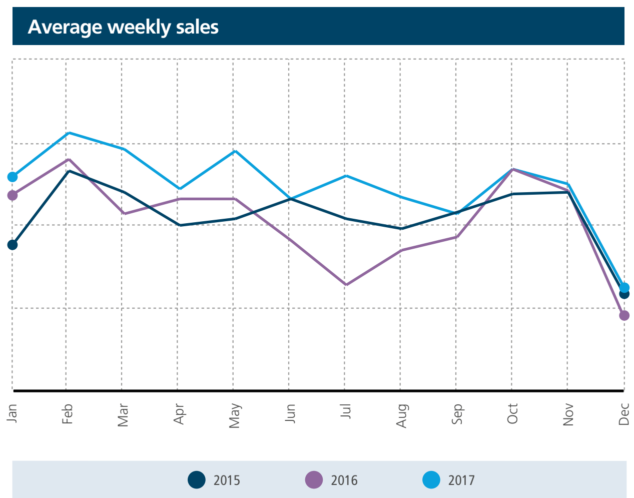
Sales activity

- The seasonal drop in sales activity during the quarter was more pronounced than previous years. However, activity levels remained ahead of Q4 2016. With sales activity continuing right up until the festive period, Q4 showed a 6% increase when compared to the final quarter of 2016.
- As we enter 2018, the number of new homes available for sale is 23% ahead of the start of 2017. This will help to offset some of the challenges seen within the residential sales market and provide an opportunity to further increase transaction volumes in the year ahead.

Housing supply and market activity

- The potential outlook for 2018 is good, and we expect a strong start to the year due to our existing new homes pipeline. We anticipate that there will be a year on year increase in new homes sales.





RESIDENTIAL LETTINGS

Stephen Nation
GROUP LETTINGS
MANAGING DIRECTOR

Q4 showed a continued decline in applicant numbers but the lettings market behaved largely as expected and in line with seasonal norms. Demand is understandably reduced during December, and the corresponding fall in average rents nationally reflects the reduced activity in London.

Despite the decline in applicants, our market remains largely robust with the number of new tenancies reduced by just 2% year on year. For the right properties demand is still outstripping supply but, as might be expected, there is now increased pressure on landlords to be delivering a quality product.

As for 2018, the first indications are that the market remains steady with increased activity from applicants as we entered the new year following December's dip.

£851
UK average rent per month

5% down on previous quarter

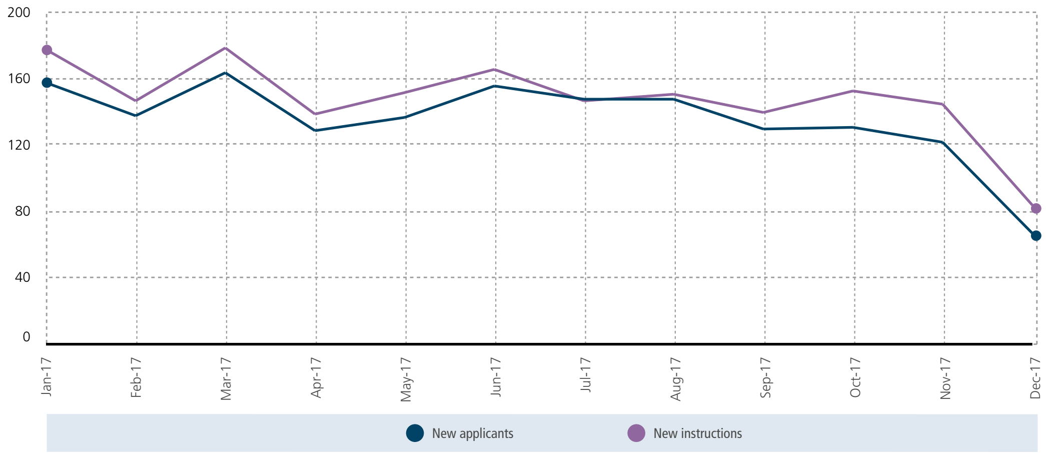
5.6

registered applicants per new instruction

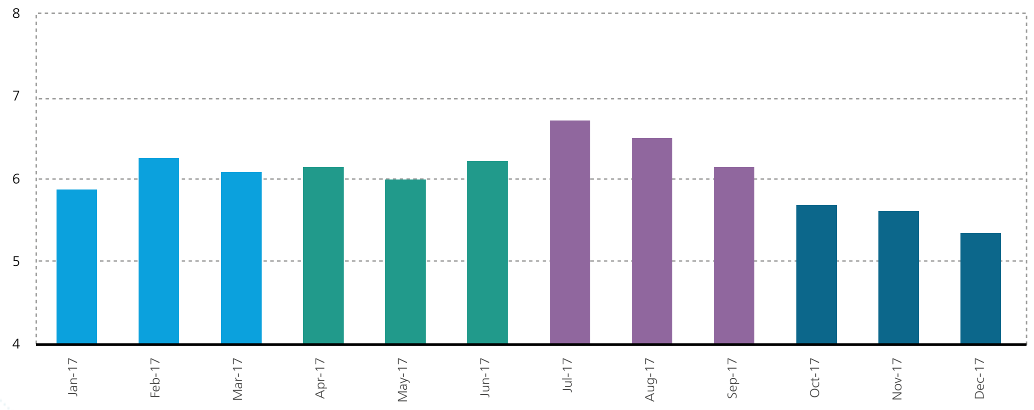
New applicants and instructions

- The decline in both applicant registrations and new instructions seen in the previous quarter continued during Q4, with new instructions remaining ahead of applicant registrations.
- New applicant registrations continued to reduce during the quarter but not to the same extent as we saw during the final quarter of 2016. December saw a particular decline, resulting in registrations for Q4 2017 being 11% lower than Q4 2016.
- The decline in the level of new instructions was not as marked, showing some positive signs over the previous quarter, and down by 7% when compared to Q4 2016. Despite the reduction, tenants continued to see a steady flow of new properties coming to the market.
- Prospective tenants saw an increased choice when searching the market for their ideal rental property, with the number of available properties increasing by 7% during the quarter. At the end of the year, there were 5% more properties available to rent compared to the end of 2016.
- In line with previous years, the ratio of registered applicants to new instructions reduced during the final quarter, falling to 5.6 from 6.5 in Q3 2017.

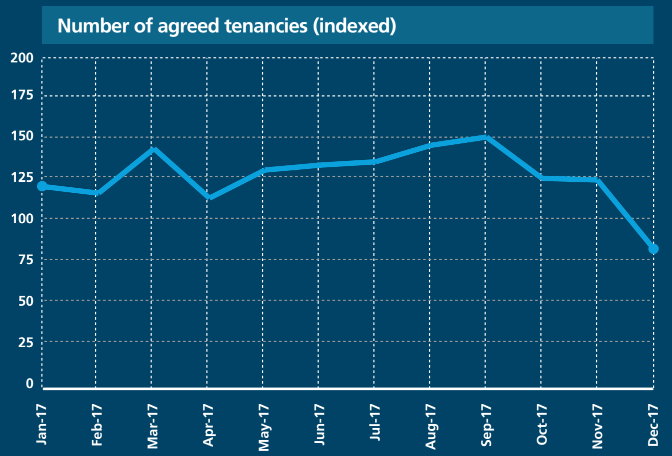
Number of applicants registered and new instructions (indexed)

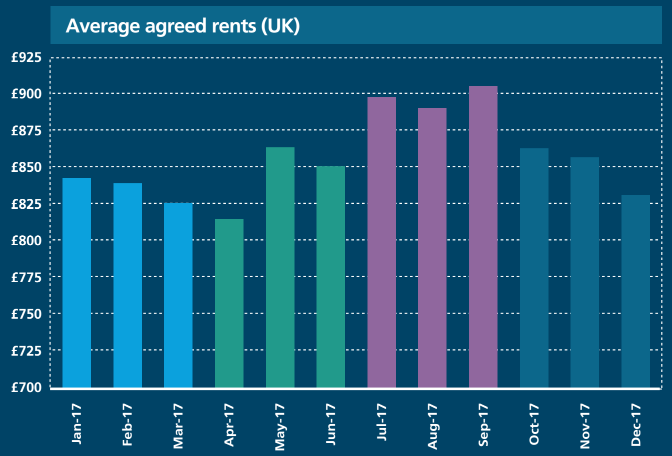


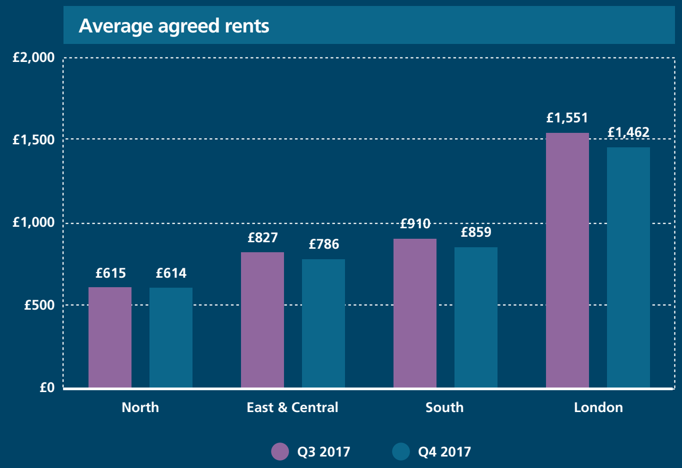
Applicants registered per new instruction



RESIDENTIAL LETTINGS

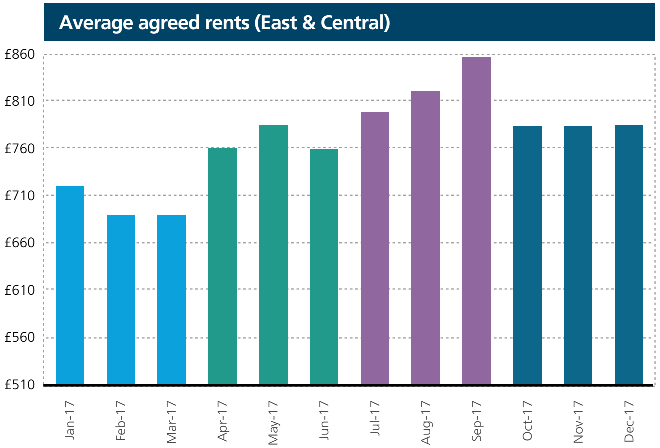


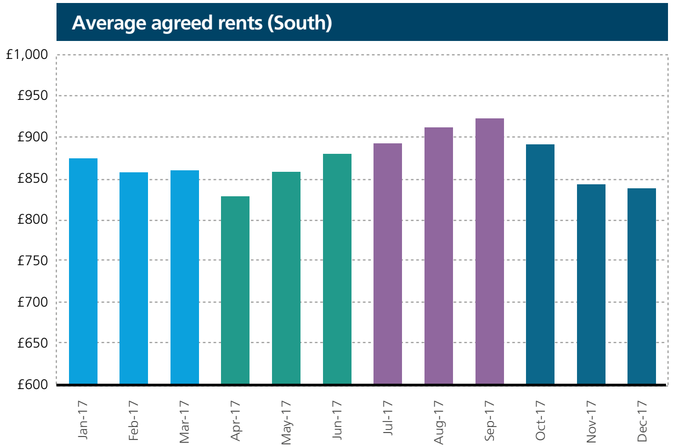


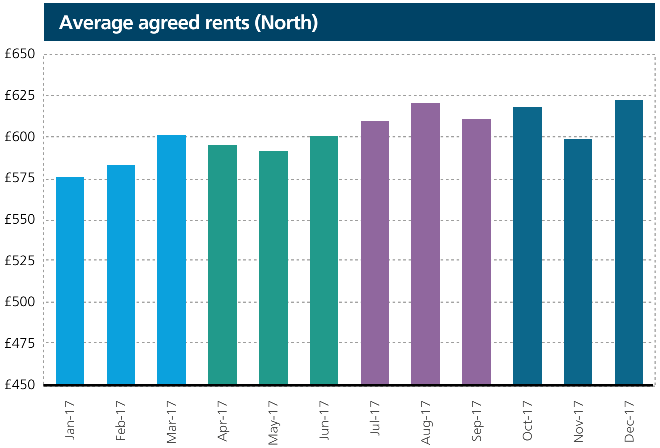


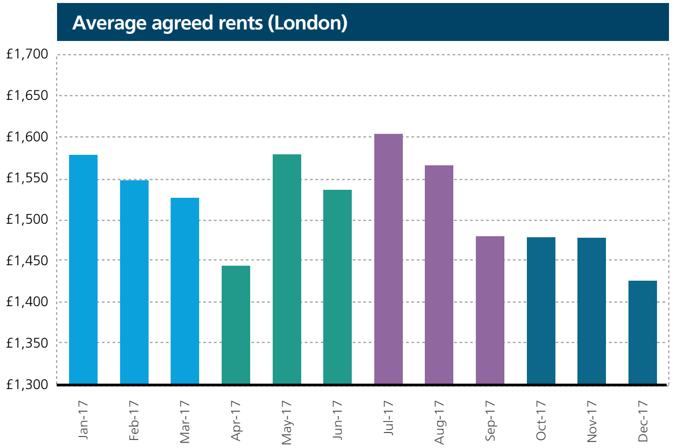
Agreed tenancies and average rents

- The lettings market remained active with the number of new tenancies agreed during the quarter down 2% on Q4 2016.
- On a full year basis, the number of tenancies agreed was 2% lower than 2016.
- The average UK rent showed month on month reductions during the final quarter of the year, with December seeing an average rental value of £832.
- Across the UK, average rents reduced during the quarter, with the national average down by 5% to £851.









Regional rents

- Average rental values within the North have remained relatively stable throughout the year, gradually recovering some ground lost during the first quarter of 2017, ending the year with Q4 rents level with Q4 2016.
- London has seen the largest reduction in rents during 2017, with the average rent achieved in Q4 2017 6% below Q4 2016. Rents within the region experienced continued pressure during the final quarter of the year.
- After recovering ground during Q3, rental values across the South saw some reduction during the quarter, dropping to £858. This is 6% lower than Q3 2017.
- The East & Central region saw similar declines during the quarter, with average rents reducing by 5% when compared to Q3 2017, ending the quarter at £786.

MORTGAGES

Adrian Scott
GROUP MORTGAGE SERVICES DIRECTOR

2017 ended strongly due to the growth in remortgage business continuing right through to the end of the year. Buoyed by an increase in lenders supporting a broker product transfer proposition, remortgage customers responded to the rate change by acting quickly to secure attractive rates.

Purchase business held up well in a quieter market, due to the resilience of first-time buyers rather than activity from home-movers. It is this latter group that has underperformed for the purchase market and in the second half of the year particularly. For the year as a whole, volumes are still up although, as a percentage, home-mover purchase business has fallen to just 20% of all business from 27% in 2015.

When compared to the final quarter of 2016, **Q4 2017 saw a**

55%

increase in remortgage activity

First-time buyer activity remained

4%

ahead of **Q4 2016**

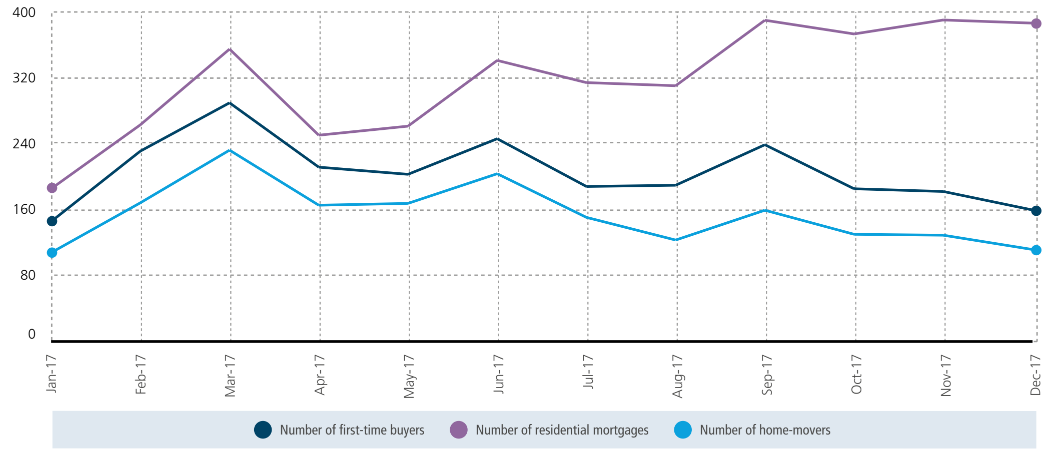
Residential

- Volumes within the residential mortgage market in 2017 were 15% higher than 2016, with the same level of increase achieved in Q4 despite the general hesitation displayed by buyers and sellers.
- First-time buyer activity reduced during the quarter due to seasonal trends, but remained 4% ahead of Q4 2016. Whilst house prices have increased during 2017, first-time buyers remain active accounting for 31% of activity this year, a 1% reduction of their share of activity in 2016.
- Home-movers accounted for 20% of activity during Q4 2017, with activity in the quarter 8% below Q4 2016. On an annual basis, home-movers reduced their share of activity from 26% to 24%, reflecting the reduction in sales agreed during the final months of 2017.
- Homeowners continue to be attracted to the range of remortgage and product transfer deals available in the market, with residential remortgage activity up by 27% in 2017. Q4 2017 saw a 55% increase in remortgage activity when compared to the final quarter of 2016.

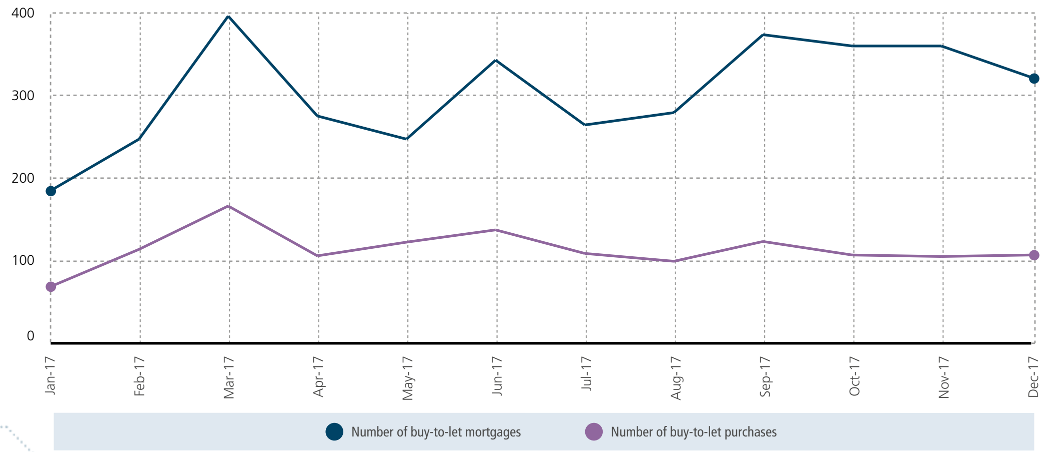
Buy-to-let

- The buy-to-let sector continued its steady recovery with overall activity in the quarter up 7% on Q3 2017, and 17% on the final quarter of 2016.
- Accounting for nearly two-thirds of buy-to-let activity during the quarter, remortgage business showed continued growth, up 14% on Q3 2017. Annually, buy-to-let remortgage business increased 22% when compared to 2016 as investors continue to take advantage of the competitive deals offered by lenders.
- In contrast to the growth in remortgage business, buy-to-let purchase activity showed a 4% reduction on Q3 2017, resulting in an annual reduction of 10% compared to 2016.

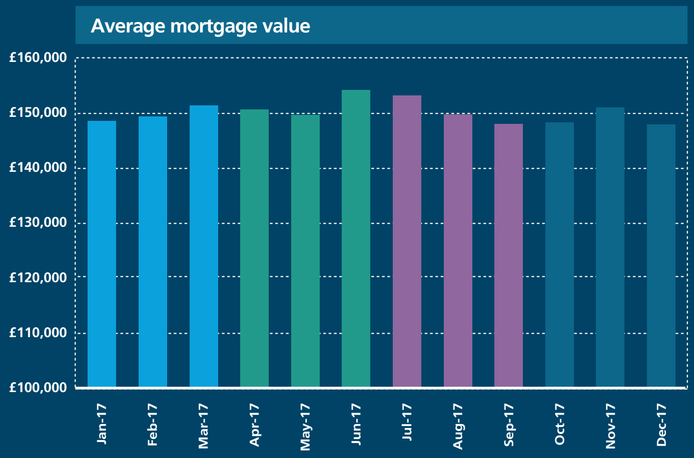
Number of residential mortgages by type (indexed)

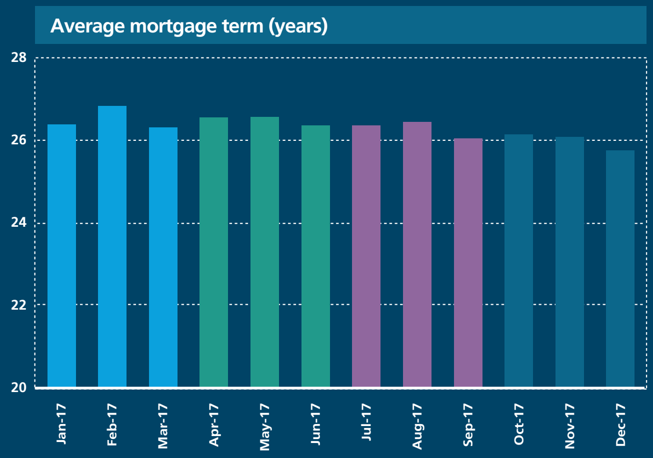


Number of buy-to-let mortgages by type (indexed)



MORTGAGES





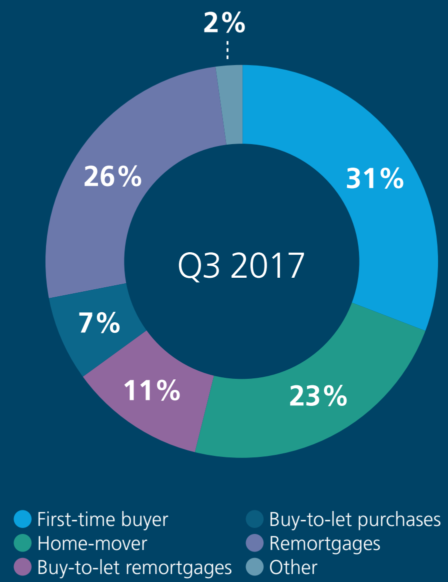
Mortgage values

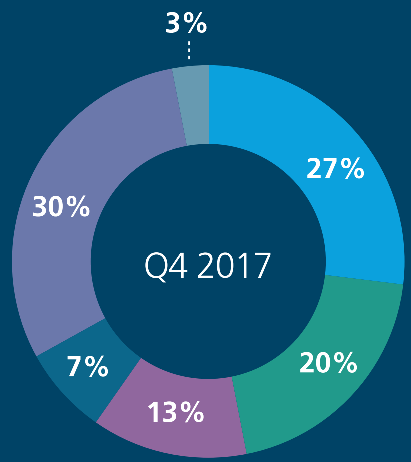
- The average mortgage value in Q4 was £149,186, down 1% on Q3 2017. When compared to Q4 2016, values have increased by 3% during the year.
- The average mortgage value continues to be influenced by the level of remortgage business.

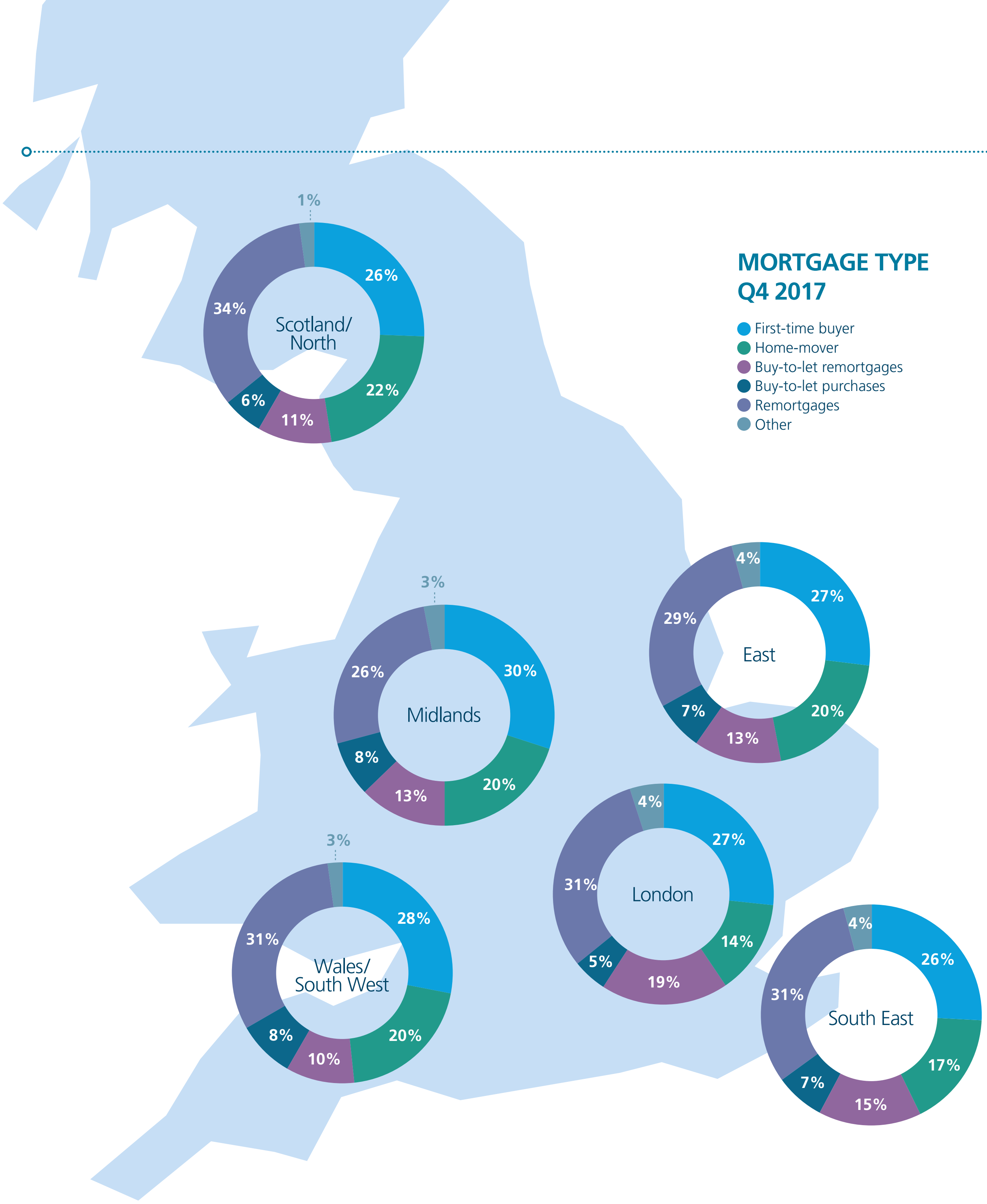
Mortgage terms

- The average mortgage term at the end of Q4 2017 was 26.2 years, an increase of 0.2 years over December 2016.
- The slight drop during the year reflects the increase in remortgage business.

UK MORTGAGE TYPE SPLIT







UK mortgage type split

- Continuing the trend seen in previous quarters, homeowner remortgage activity increased. Q4 was up 4% on Q3 2017, with first-time buyer and home-mover activity reducing during the quarter.
- With buy-to-let remortgage activity growing, the buy-to-let sector increased its share of overall activity by 2% to 20% in Q4 2017.
- Home-mover activity accounted for 20% of activity during the quarter, 5% lower than the share of activity during Q4 2016.

Regional picture

- At 29%, the Eastern region saw home-owner remortgage activity account for the same share of activity as in Q3 2017. All other regions saw growth, with the North increasing from 26% to 34% during the quarter.
- With the exception of the East and London, all regions saw reductions in the percentage of activity accounted for by first-time buyers with the North and the South East experiencing the biggest shifts of 8% and 6% respectively.
- Home-movers share of activity reduced most significantly in the North, down 5%, and South West, down 4%.
- Buy-to-let purchase activity saw reductions in London and the Midlands whilst maintaining its market share in all other regions except the South West, where it increased its share of activity by 2%.

ASSET MANAGEMENT

Simon Matthews
MANAGING DIRECTOR, AMG

The official Q4 levels of possessions, and total for 2017, have not yet been announced by UK Finance. However, our own figures suggest that the total number of possessions for 2017 will be c.7,400.

Whilst we have seen a small interest rate rise during the period, it is too early to say if this will have any impact on possession numbers. It will be interesting to see how any further interest rate rises will impact the market, as there is a generation of mortgage customers that have never experienced increased payments.

Total number of possessions for 2017 expected to be around

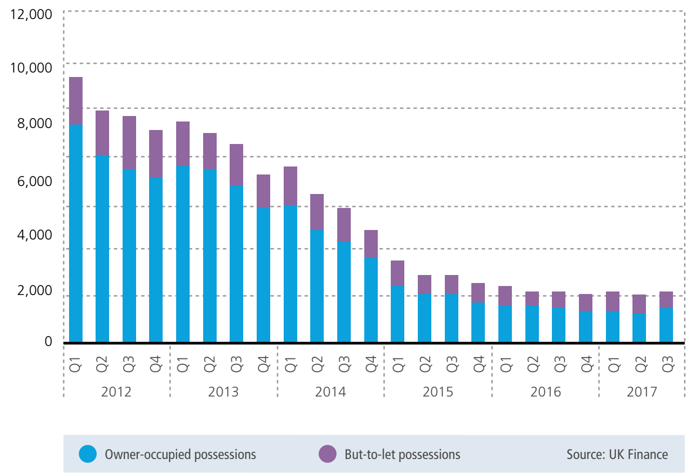
7,400

The number of properties taken into possession in

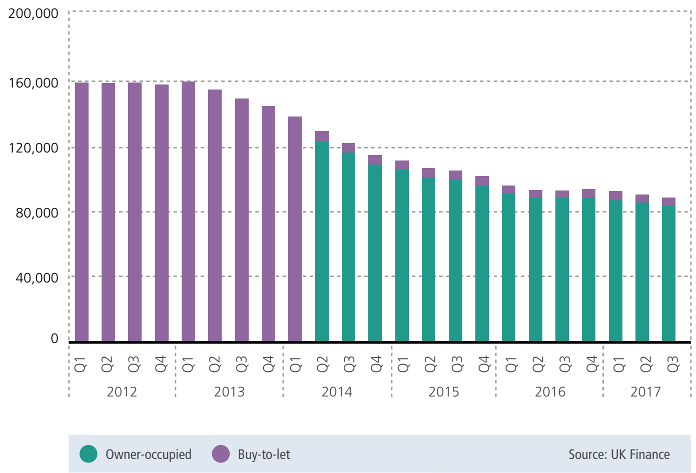
Q3

increased for the first time since 2014

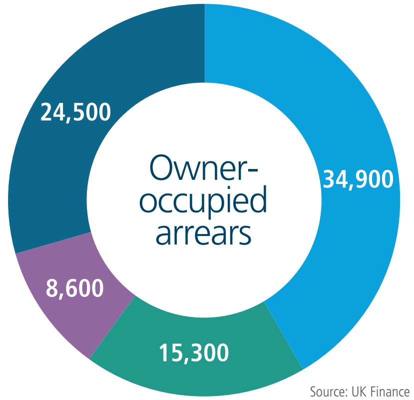
Number of possessions, buy-to-let and owner-occupied



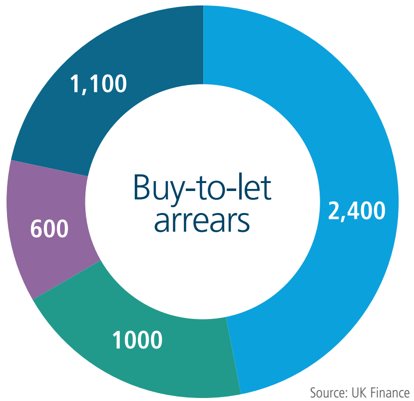
Arrears on mortgages, 2.5% or more of balance outstanding



ARREARS BANDING Q2 2017



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



Possessions

- The 1,900 mortgaged properties taken into possession in Q3 means that the volumes have remained broadly unchanged for the last six quarters. Overall, 2016 saw 7,700 possessions, the lowest number for almost a quarter of a century. We suspect that the 2017 total, when announced, maybe slightly higher.
- When owner-occupied possessions increased slightly in Q3 2017, it was the first increase since Q1 2014 and when the total increased from 4,900 to 5,000.

Possession sales

- Sales price and time to sell performance remains strong across the country, with a general shortage of accurately priced stock for sale.

Arrears

- The number of mortgages in arrears fell across all bands, apart from those owing 10% or more of the outstanding balance. The number of mortgages in this category edged up by 0.4% from 25,500 to 25,600, partially reversing a 4% fall in the number of loans in this category in the second quarter of the year.
- A total of 83,300 owner-occupiers were in arrears of 2.5% or more of the balance, down 2% from 85,300 in the Q2 2017. Reflecting the pattern across the wider market, owner-occupier arrears declined in all bands apart from those owing 10% or more of the balance. The total in this category edged up from 24,400 in the preceding quarter to 24,500.
- Buy-to-let arrears were flat, apart from a small increase in those with higher levels of debt. Overall, the number of buy-to-let mortgages in arrears increased by 2% to 5,100 (5,000 in Q2 2017).

SURVEY & VALUATION

Ross Bowen
MANAGING DIRECTOR,
CONNELLS SURVEY & VALUATION

Connells Survey & Valuation's final quarter results were resilient, despite lower housing transactions and an increase in remortgage lending. The quarter ended 5% down on the same 2016 period, however, overall transactions for 2017 were 2% up. Given the significantly changed market dynamics, this is a strong outcome.

Measures to boost capacity to support the geographic shift in transactions from the South East to other regions gained traction over the quarter, resulting in improvements with service delivery and customer outcomes across the market. Throughout the period, Connells Survey & Valuation sustained its leading position, delivering superior quality and fast customer service.

The aftermath of the Grenfell Tower tragedy continues with the assessment of cladding risk and updating valuation policy. It is expected that the associated impacts will take some time to work through the markets. We continue to provide valuation guidance on this and other evolving policy areas, including modern methods of construction, office to residential conversions and Houses in Multiple Occupation (HMO) valuations.

We have yet to see any significant positive impact from the withdrawal of stamp duty in boosting first-time buyer activity. However, we welcome any such changes to help more people into home ownership which should, in turn, stimulate incremental buying activity. Overall, we remain cautiously optimistic about 2018.

Connells Survey & Valuation continues to deliver top quality service,

15%
ahead of the market

Reporting turnaround times of

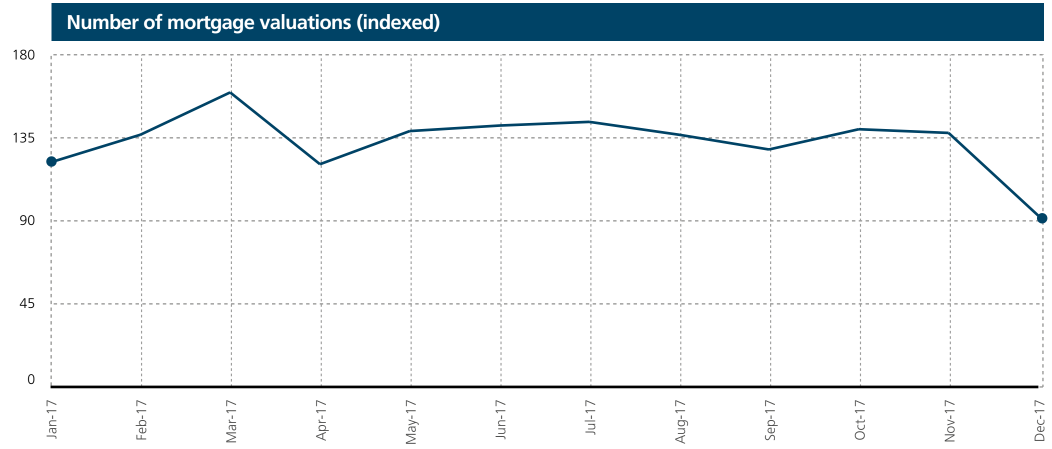
4.1
days outpace the market of 5.9 days

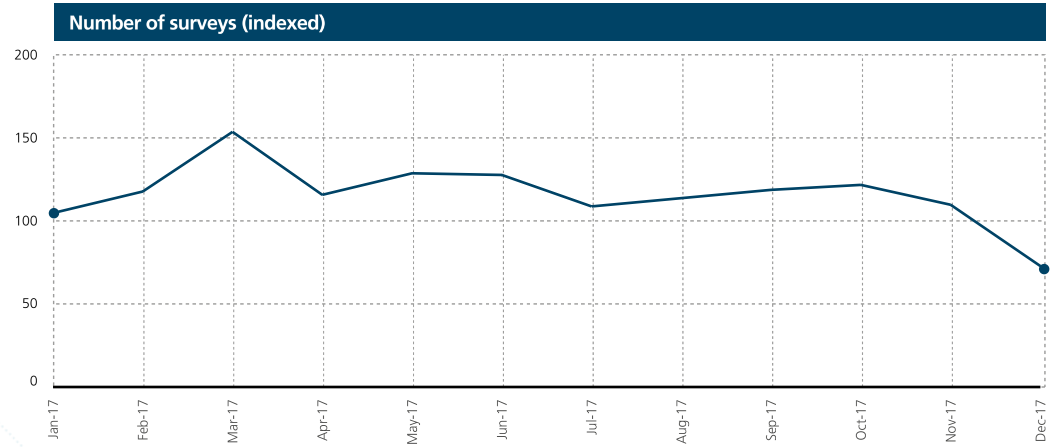
Mortgage valuations

- The number of mortgage valuations undertaken during Q4 2017 reduced by 8% compared to Q4 2016, reflecting the reduction in property sales activity within the UK housing market.
- In line with previous quarters, remortgage activity has continued to be a feature of the current market, accounting for nearly a third of activity during Q4. This has reduced the number of RICS physical valuations sought by lenders.

Surveys

- Impacted by the volume of sales transactions within the residential market, the number of surveys completed in Q4 was down by 10% on Q4 2016.
- Surveys accounted for 9% of transactions in the quarter, 1% lower than in Q4 2016. However, on a full year basis, transactions remained steady at 10%.





SURVEY & VALUATION

Buy-to-let

- Buy-to-let valuations continued to increase with Q4 the busiest quarter of the year. Activity levels were up by 12% on Q3 2017 and 10% ahead of Q4 2016.
- The sector saw increased transactions during the second half of the year, resulting in the number of buy-to-let valuations for 2017 being just 2% below 2016.

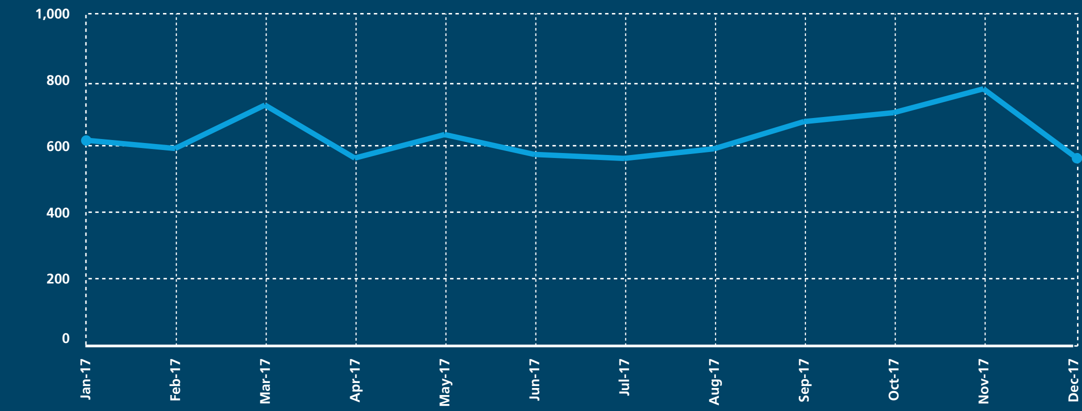
Average valuation

- The average property valuation during Q4 2017 was £271,561, comparable to Q4 2016 and 1% ahead of Q3 2017.

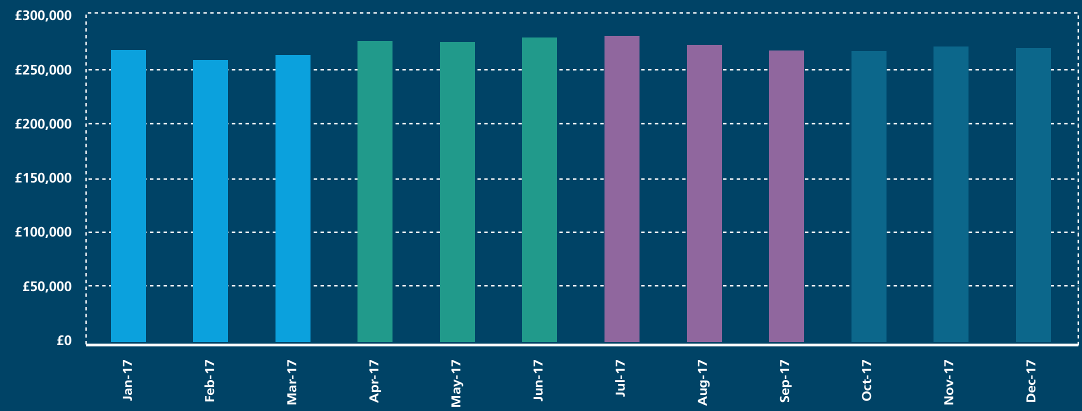
Overall market activity

- The survey and valuation sector continued to be influenced by activity levels within the housing and mortgage markets. With December seeing a marked decrease on December 2016, the quarter as a whole was down by 5% on Q4 2016.
- Overall transaction levels for the year rose 2%.

Number of buy-to-let valuations (indexed)

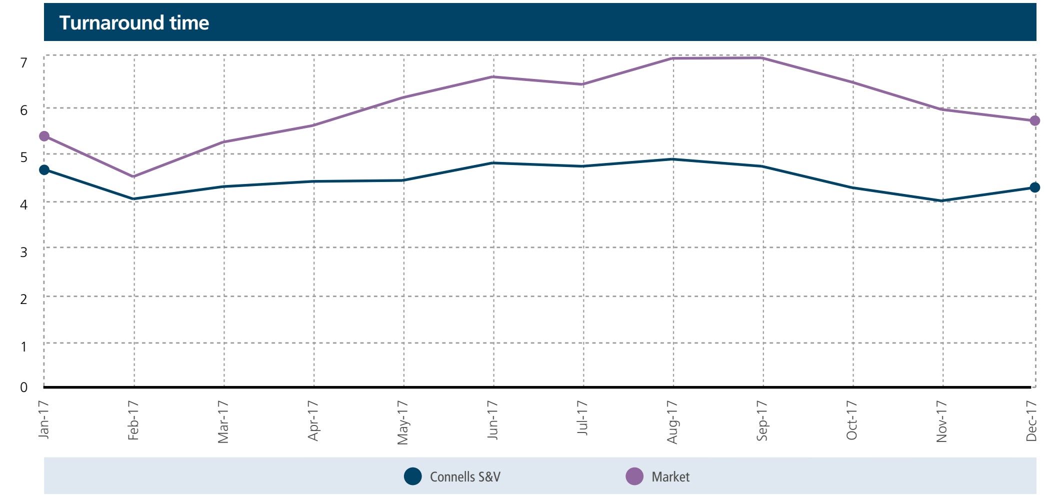


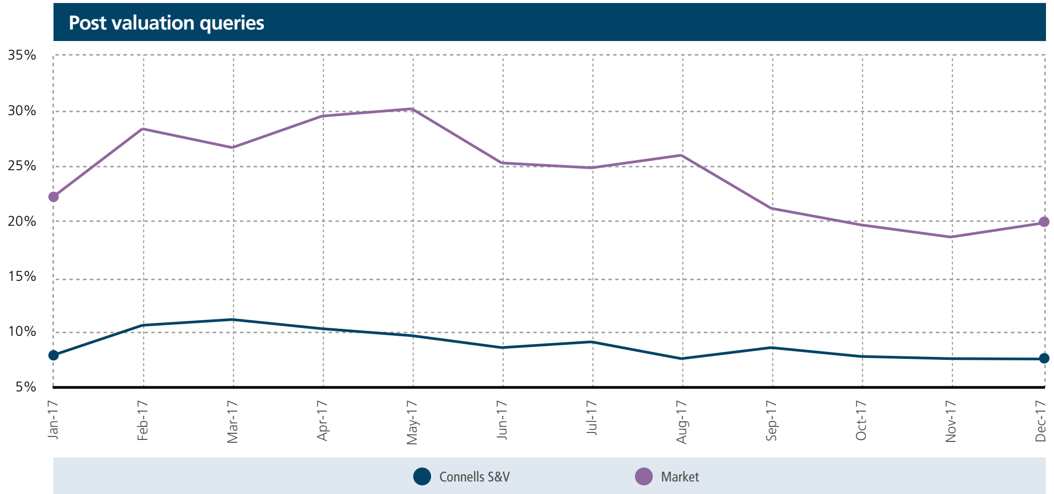
Average valuation price



Service delivery

- The market has seen some improvement in average reporting time during Q4, reducing from 6.8 days to 6.0 days. Achieving an average reporting time of 4.1 days, Connells Survey & Valuation delivered its best quarterly performance of the year, nearly two days ahead of the market average.
- Service quality remains a key measure, with Connells Survey & Valuation achieving a reporting quality score of 92.3% during Q4, compared to the market average of 80.6%.

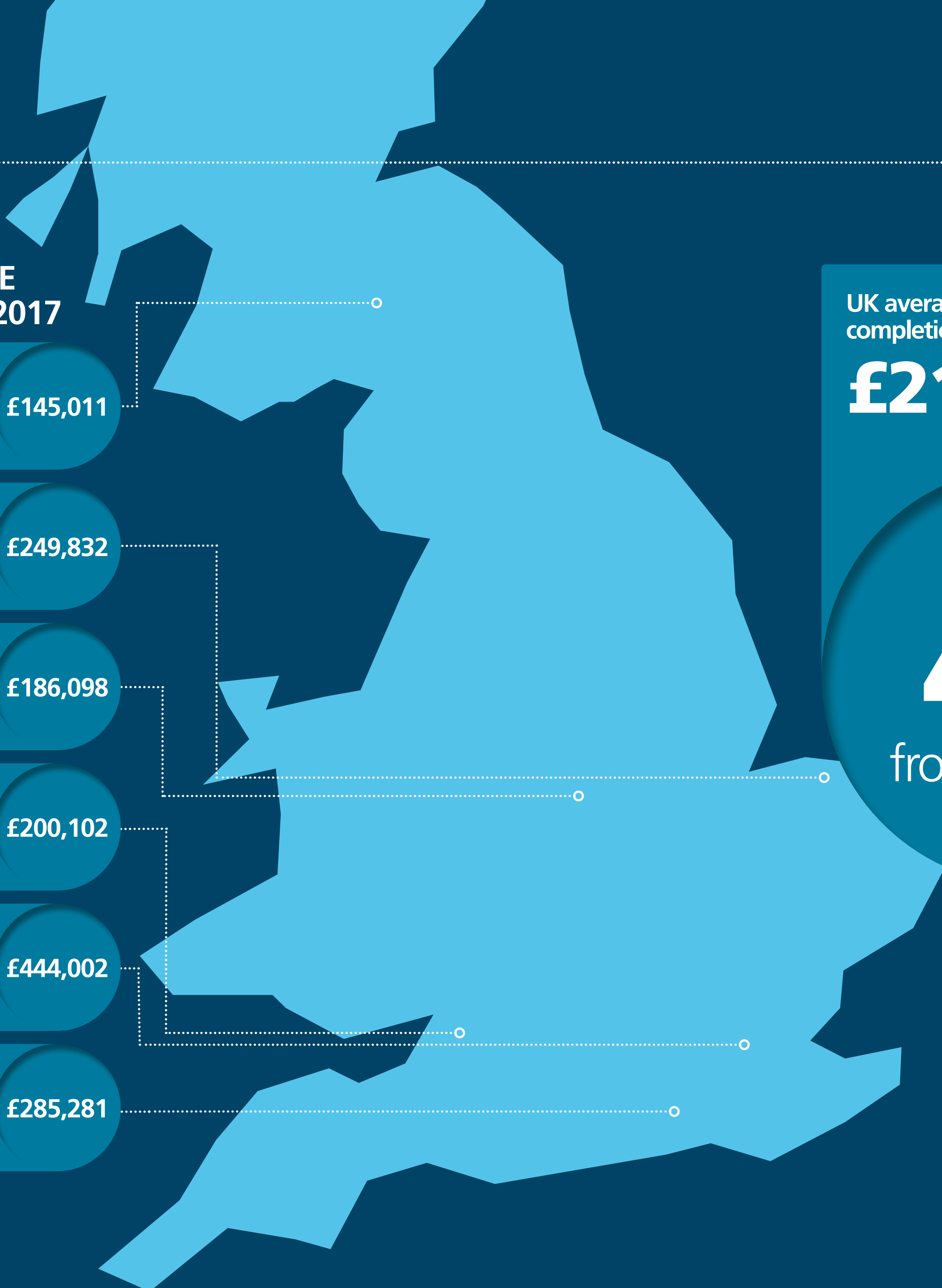




MARKET SUMMARY

REGIONAL AVERAGE HOUSE PRICE AT COMPLETION Q4 2017

Scotland/North	**4% up** from Q4 2016	£145,011
East	**4% up** from Q4 2016	£249,832
Midlands	**8% up** from Q4 2016	£186,098
Wales/South West	**5% up** from Q4 2016	£200,102
London	**3% down** from Q4 2016	£444,002
South East	**1% up** from Q4 2016	£285,281



UK average house price at completion Q4 2017

£218,099

up

4%

from Q4 2016

down 2%
from Q3 2017

REGIONAL AVERAGE RENT Q4 2017

North £614
No change from Q3 2017

East & Central £786
5% down from Q3 2017

London £1,462
6% down from Q3 2017

South £858
6% down from Q3 2017

UK average rent Q4 2017

£851

down
5%
from Q3 2017
(£899)

level with Q4 2016

UK average mortgage value Q4 2017

£149,186

down
1%
from Q3 2017
(£150,426)

up 3% from Q4 2016

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 brand, the Group trades under other well-known and trusted local names including Allen & Harris, Bagshaws Residential, Barnard Marcus, 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, Hatched.co.uk 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

Circa **600** branches

6,800+ staff

Successful apprenticeship scheme

26 local brands from Glasgow to Plymouth

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

UK's largest EPC provider

Largest agency for new homes sales in the UK

Largest UK residential property auctioneer

9,000 new homes sold per year

Connells group

One of the largest and most successful estate agency and property services providers in the UK

64 industry awards in the last 12 years

72,000 property sales a year

£10bn mortgage lending

600+ employed Mortgage Consultants

UK's largest conveyancing business

45,000 live tenancies

Top 3 survey and valuation business

300 RICS Surveyors

ISO 9001 panel manager of valuations

No.1 service provider to our valuation clients

OUR BUSINESS BRANDS

AMG

Connells Survey & Valuation

Conveyancing Direct Property Lawyers

The New Homes Group

Vibrant Energy Matters Home Energy, Property & Eco Services

OUR LOCAL ESTATE AGENCY BRANDS

ashley adams

Atkinson Stilgoe

allen & harris

bagshaws residential

barnard marcus

brown & merry

burchell edwards

Connells

fox & sons

Gascoigne Halman

hatched.co.uk

Hurfords

jones & chapman

Kevin Henry

Knight Partnership

manners & harrison

Pattison Lane

Paul Dubberley

pa peter alan

roger platt

Rook Matthews Sayer

Sharman Quinney

shipways

swetenhams

TG Thomas George

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