



## December 2018: UK Residential Market Survey

# Near term sentiment continues to deteriorate

- Enquiries, agreed sales, and new instructions all soften again over the month
- Sales expectations point to a further decline in near term activity
- Headline price net balance slips slightly deeper into negative territory

The December 2018 RICS UK Residential Market Survey results show the year ending on a weak note, with key activity indicators continuing to slip at the headline level. Political uncertainty is increasingly being cited as a constraint on the market, alongside the well-established challenges around affordability and a lack of stock available for purchase.

At the headline level, new buyer enquiries reportedly fell for a fifth month in succession, with the net balance coming in at -17% (compared to -20% in November). This decline in demand was again matched by a deterioration in the flow of fresh listings coming onto the market, as the survey's indicator on new instructions remained in negative territory for the sixth report in a row. Looking back further, new instructions to sell have now declined in 19 of the previous 24 months.

Given this, it is little surprise that stock levels on estate agents books remain close to record lows, currently standing at an average of just 42 properties per branch. Meanwhile, the proportion of respondents seeing a decline in the number of appraisals undertaken over the month continues to heavily outweigh those reporting a rise (when compared to the equivalent period a year ago), with the net balance coming in at -36%. As such, the pipeline for sales instructions going forward still appears to be worsening.

On the back of these subdued trends, national sales volumes also continued to dwindle according the latest results, although the net balance did at least turn slightly less negative (-11% compared to -15%). Looking beneath the headline averages reveals that some areas saw a more positive trend, as sales picked up modestly (on a seasonally adjusted basis) in East Anglia, Wales, the North East and Northern Ireland over the month.

That said, near term sales expectations are now either flat or negative across all parts of the UK, with the headline net balance of -28% representing the poorest reading since the series was formed in 1999. However,

sentiment towards the twelve month outlook is not so downbeat, with the year-ahead expectations series actually turning positive for the first time since May. This could be suggesting that a lot of the near term pessimism is heavily linked to the lack of clarity around what form of departure the UK will take from the EU in March. Either way, sales trends are expected to improve across much of the UK over the coming twelve months, led by the strongest sales growth projections from respondents across the North West, the West Midlands and the South West.

In terms of prices, the headline indicator slipped slightly deeper into negative territory during December, falling to -19% from a net balance of -11% last time. This marks the fourth consecutive negative reading and is also the weakest since August 2012. Nevertheless, the UK-wide measure is still masking significant variation at the regional level. Indeed, prices continue to soften in London and the South East, while respondents in East Anglia, the South West and the North East also report negative trends (albeit more modest in comparison). By way of contrast, all other areas continue to see prices rise, led by solid growth in Northern Ireland, the North West of England, as well as Scotland.

Looking ahead, while downward momentum in prices at the national level is expected to persist over the near term, the twelve month outlook remains broadly flat. Furthermore, with the exception of London and the South East, prices are anticipated to either rise or hold steady, right across the board.

In the lettings market, demand from tenants held more or less steady (on a non-seasonally adjusted basis) for the third month running. Alongside this, landlord instructions declined once again, rounding off a year in which they have fallen in all twelve months. Rental expectations remain modestly positive for the coming three months, with respondents pencilling in roughly 2% rental growth at the national level for 2019.

\*The London data tends to better reflect developments in the inner boroughs rather than the outer zones

# Methodology

## About:

- The RICS Residential Market Survey is a monthly sentiment survey of Chartered Surveyors who operate in the residential sales and lettings markets.

## Regions:

- The 'headline' national readings cover England and Wales.
- Specifically the 10 regions that make up the national readings are:
  - 1) North 2) Yorkshire and Humberside 3) North West 4) East Midlands 5) West Midlands 6) East Anglia 7) South East 8) South West 9) Wales 10) London.
- The national data is regionally weighted.
- Data for Scotland and Northern Ireland is also collected, but does not feed into the 'headline' readings.

## Questions asked:

- How have average prices changed over the last 3 months? (down/ same/ up)
  - How have new buyer enquiries changed over the last month? (down/ same/ up)
  - How have new vendor instructions changed over the last month? (down/ same/ up)
  - How have agreed sales changed over the last month? (down/ same/ up)
  - How do you expect prices to change over the next 3 months? (down/ same/ up)
  - How do you expect prices to change over the next 12 months? (% band, range options)
  - How do you expect prices to change over the next 5 years? (% band, range options)
  - How do you expect sales to change over the next 3 months? (down/ same/ up)
  - How do you expect sales to change over the next 12 months? (down/ same/ up)
  - Total sales over last 3 months i.e. post contract exchange (level)?
  - Total number of unsold houses on books (level)?
  - Total number of sales branches questions 1 & 2 relate to (level)?
  - How long does the average sales take from listing to completion (weeks)?
  - How has tenant demand changed over the last 3 months? (down/ same/ up)
  - How have landlords instructions changed over the last 3 months? (down/ same/ up)
  - How do you expect rents to change over the next 3 months? (down/ same/ up)
  - How do you expect average rents, in your area, to change over the next 12 months? (% band, range options)
  - What do you expect the average annual growth rate in rents will be over the next 5 years in your area? (% band, range options)
  - What is your sense of current price levels being achieved in your area (Very Expensive, Expensive, Fair value, Cheap, Very Cheap)
- Questions 6, 7, 17 and 18 are broken down by bedroom number viz. 1-bed, 2-bed, 3-bed, 4-bed or more. Headline readings weighted according to CLG English Housing Survey.

## Net balance data:

- Net balance = Proportion of respondents reporting a rise in prices minus those reporting a fall (if 30% reported a rise and 5% reported a fall, the net balance will be 25%).**

- The net balance measures breadth (how widespread e.g. price falls or rises are on balance), rather than depth (the magnitude of e.g. price falls or rises).
- Net balance data is opinion based; it does not quantify actual changes in an underlying variable.
- Net balance data can range from -100 to +100.
- A positive net balance implies that more respondents are seeing increases than decreases (in the underlying variable), a negative net balance implies that more respondents are seeing decreases than increases and a zero net balance implies an equal number of respondents are seeing increases and decreases.
- Therefore, a -100 reading implies that no respondents are seeing increases (or no change), and a +100 reading implies that no respondents are seeing decreases (or no change).
- In the case of the RICS price balance, a reading of +10 should not be interpreted as RICS saying that house prices are going up by 10%, but that 10% more surveyors reported increases rather than decreases in prices (over the last three months).
- A change from +30 to +60 does not mean that the variable grew by 30% in one period and by 60% in the next period, but it does indicate that twice as many surveyors reported an increase compared to a decrease than in the previous period.
- Likewise, if we get a reading dropping from +90 to +5, this still means that more respondents are reporting increases than decreases overall, but the breadth of those reporting increases has fallen dramatically; meanwhile, a shift in the reading from -90 to -5 still means that more respondents are reporting decreases than increases overall, but the breadth of those reporting decreases has fallen dramatically.

## Seasonal adjustments:

- The RICS Residential Market Survey data is seasonally adjusted using X-12.

## Next embargo dates:

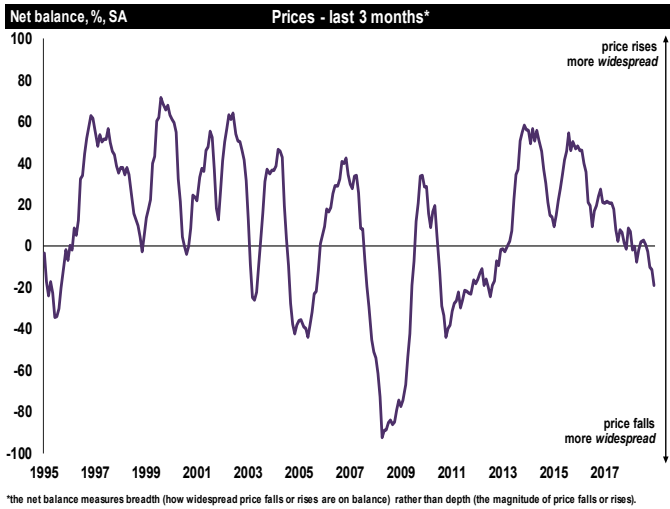
- January Survey: 14 February**
- February Survey: 14 March**
- March Survey: 11 April**

## Number of responses to this month's survey:

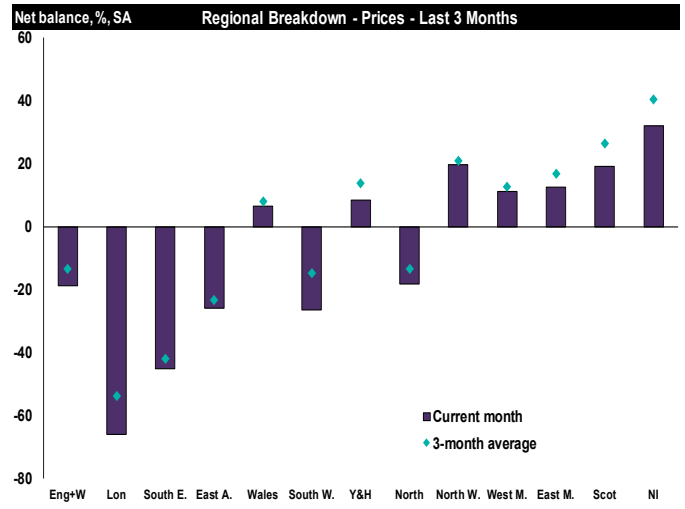
- This survey sample covers 639 branches coming from 314 responses

# Sales market charts

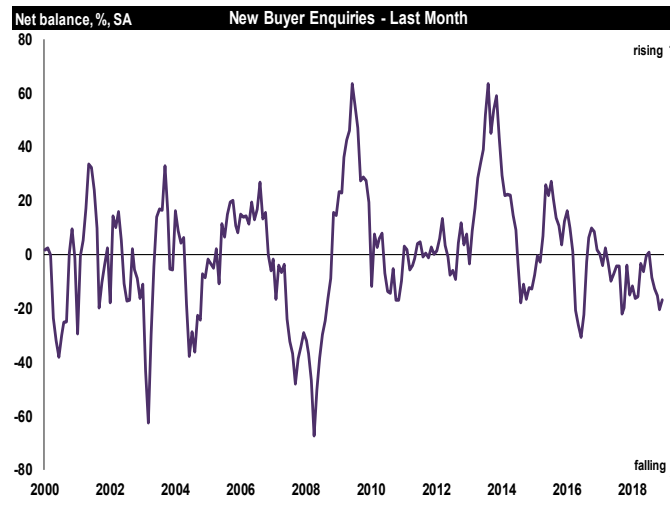
National Prices - Past three months



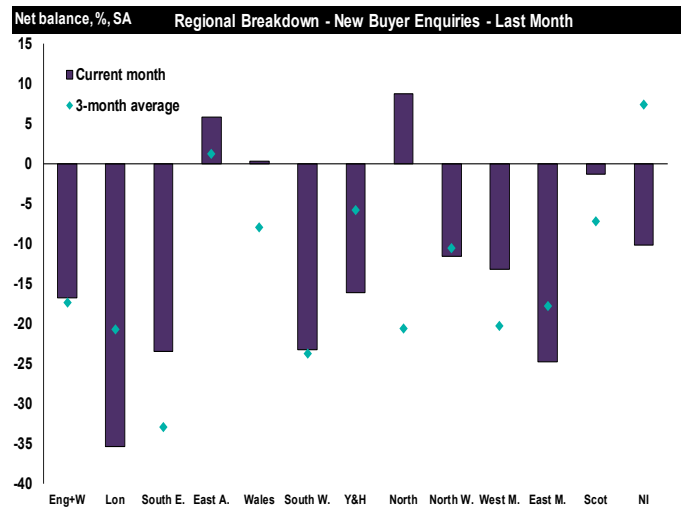
Regional Prices - Past three months



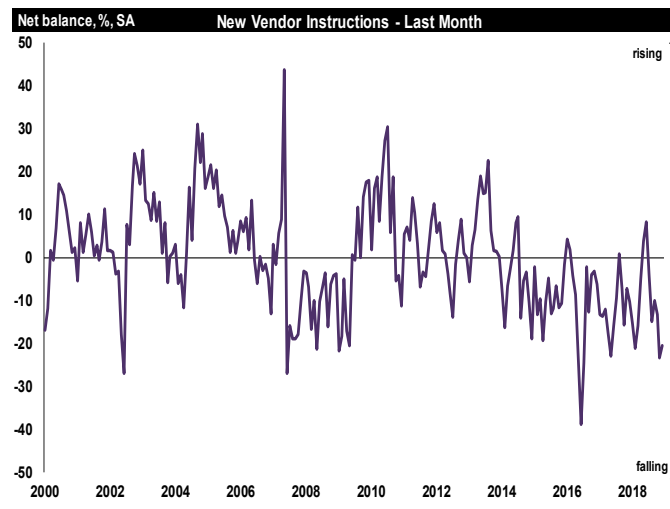
National Enquiries - Past month



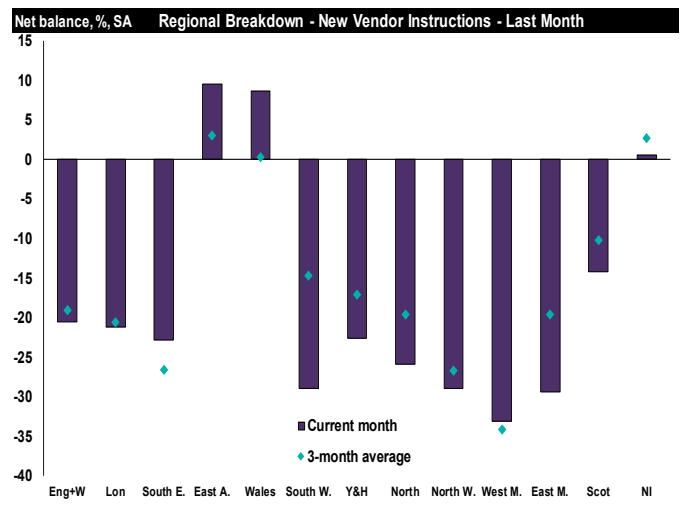
Regional Enquiries - Past month



National New Vendor Instructions - Past month

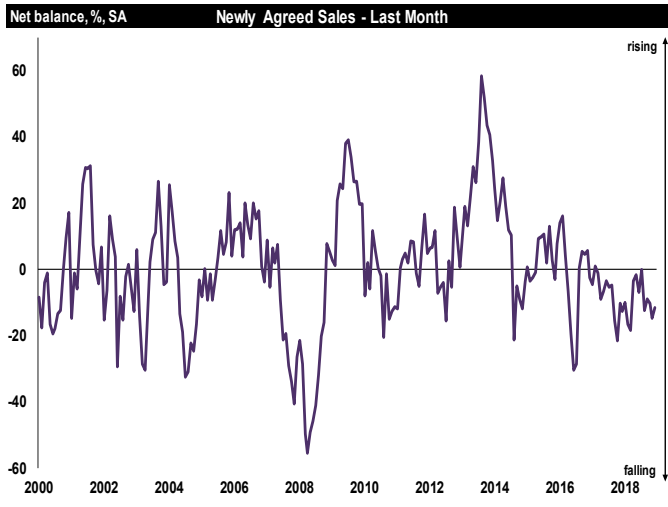


Regional New Vendor Instructions - Past month

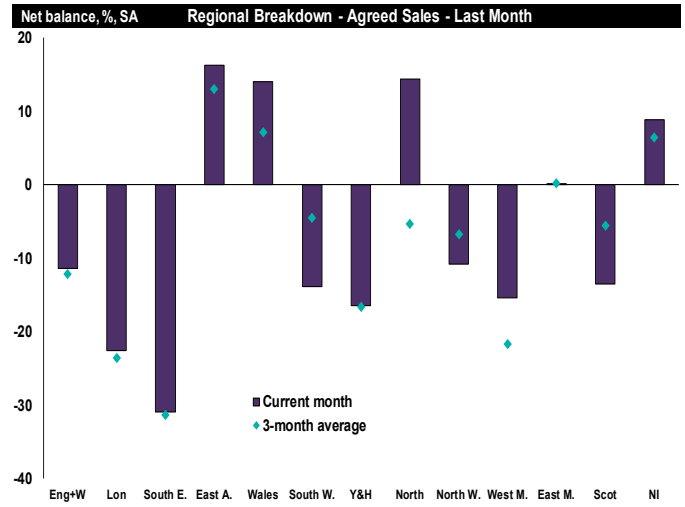


# Sales market charts

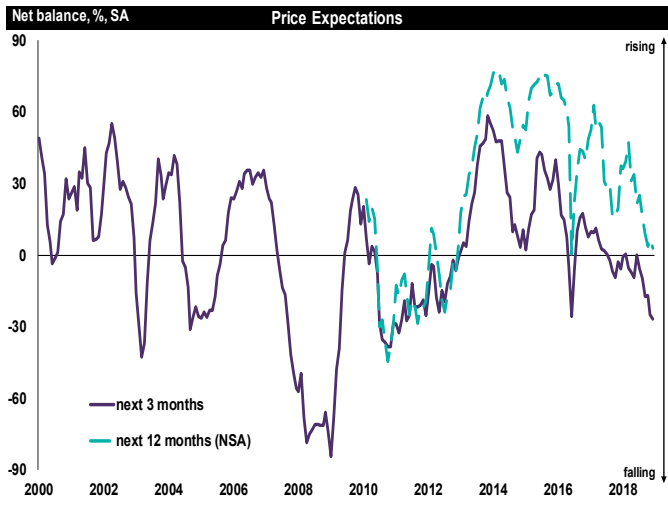
National Newly Agreed Sales - Past month



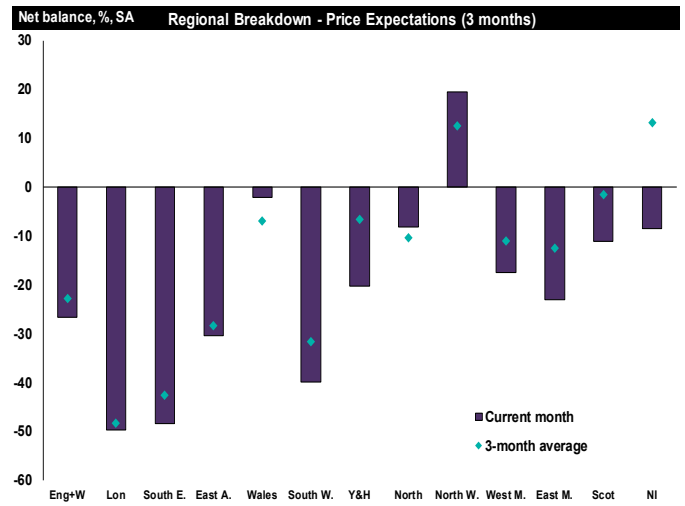
Regional Newly Agreed Sales - Past month



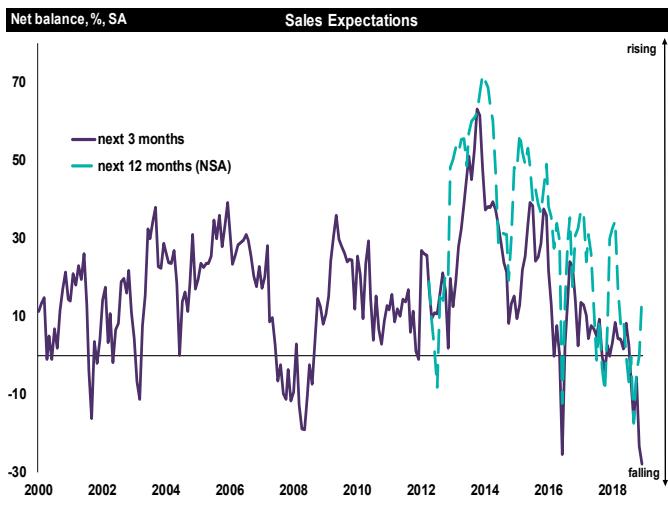
National Price Expectations - Three and twelve month expectations



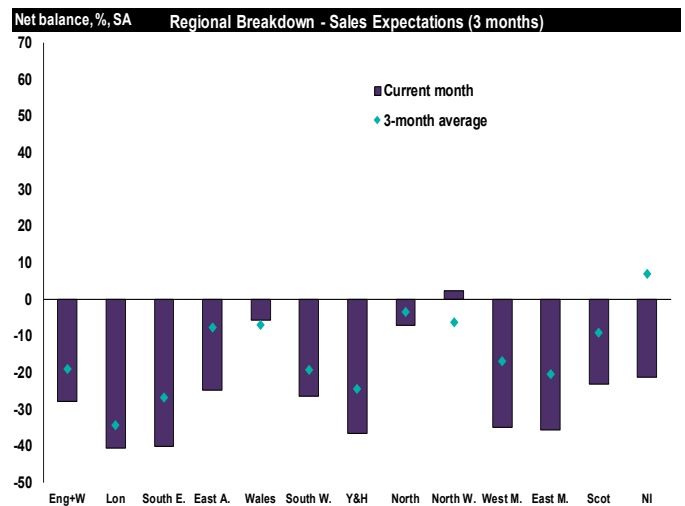
Regional Price Expectations - Next three months



National Sales Expectations - Three and twelve month expectations

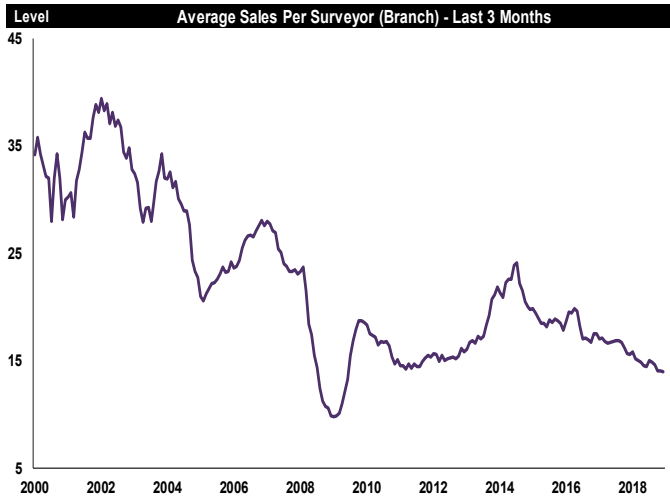


Regional Sales Expectations - Next three months

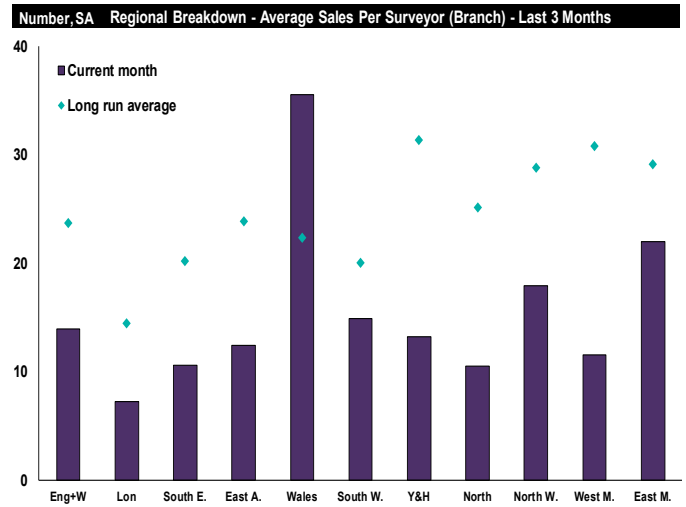


# Sales market charts

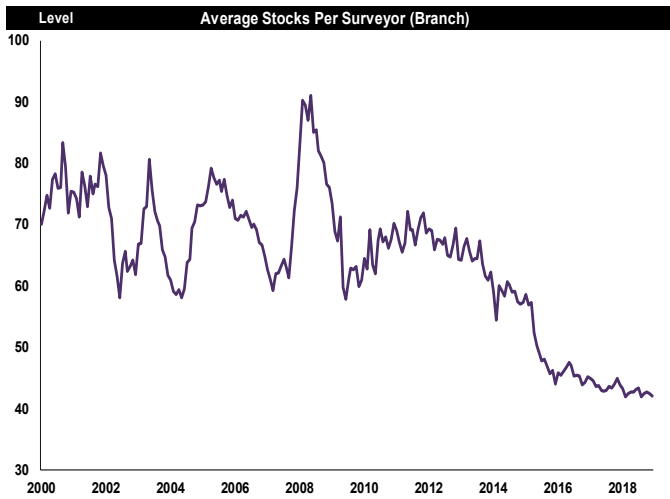
National Average Sales Per Surveyor - Past three months



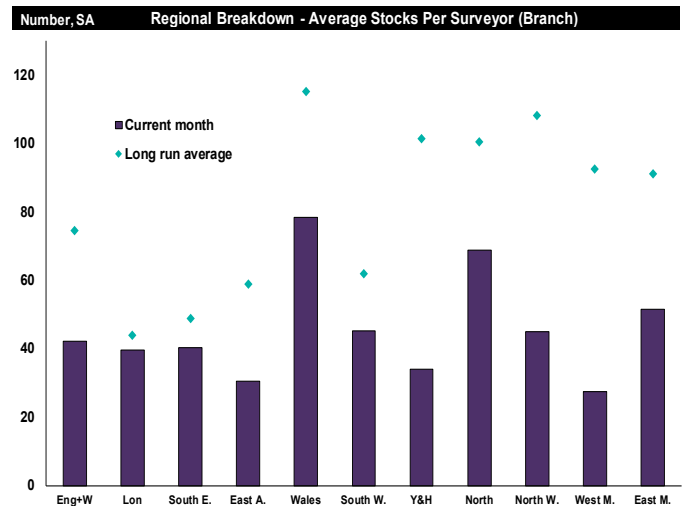
Regional Average Sales Per Surveyor - Past three months



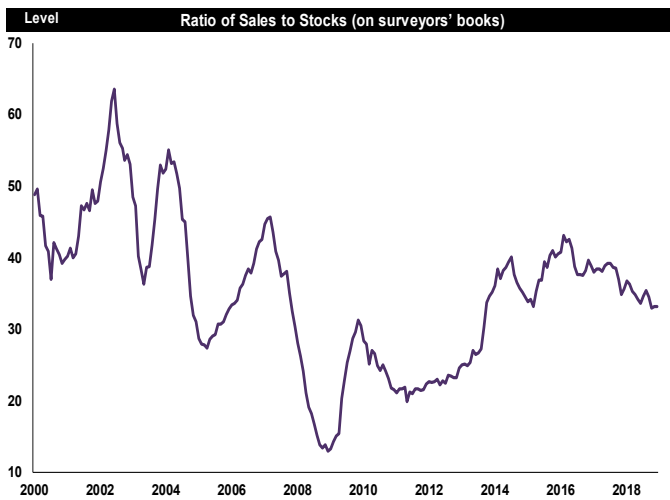
National Average Stocks Per Surveyor



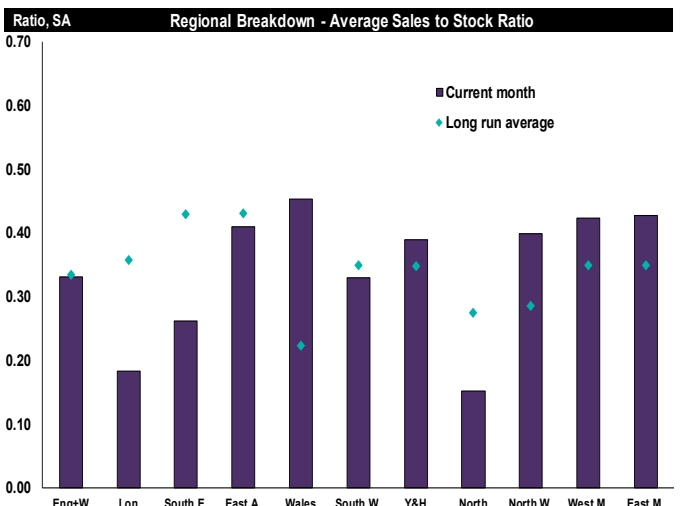
Regional Average Stock Per Surveyor



National Sales to Stock Ratio

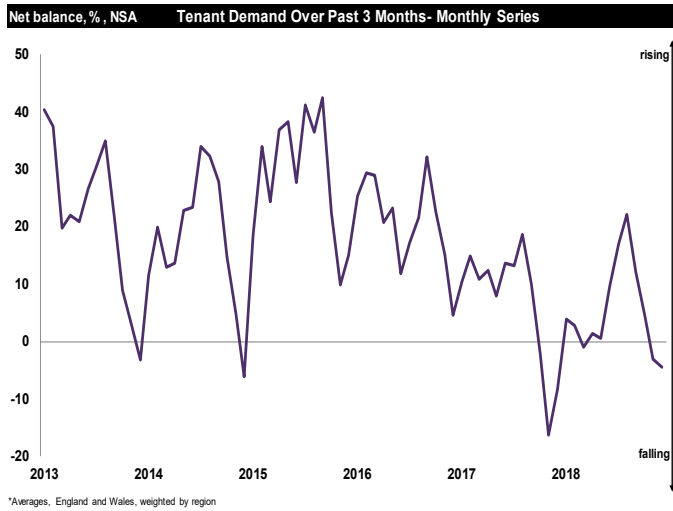


Regional Sales to Stock Ratio

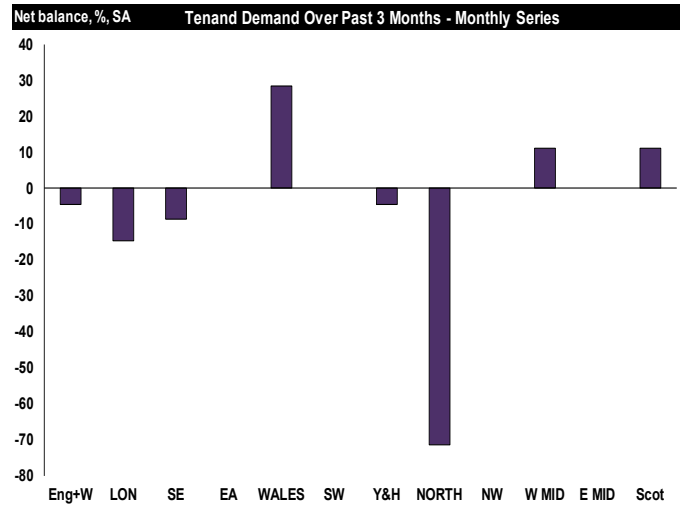


# Lettings market charts

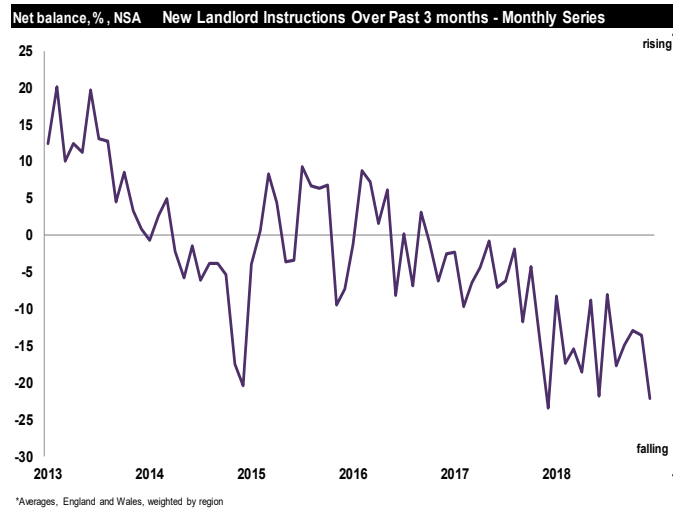
National Tenant Demand - Past three months



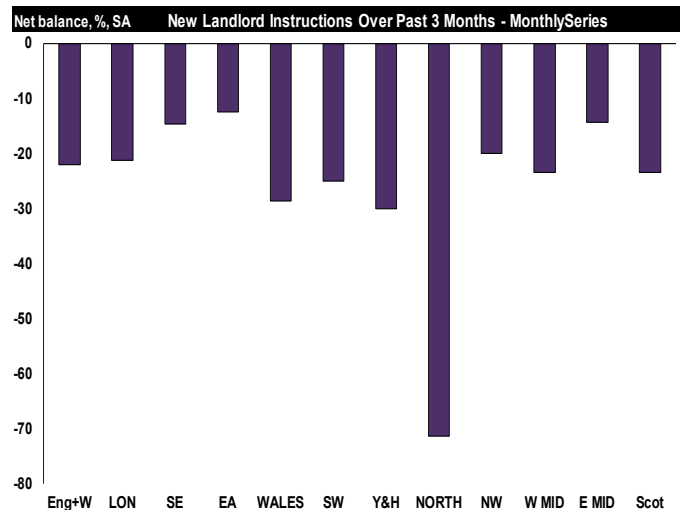
Regional Tenant Demand - Past three months



National New Landlord Instructions - Past three months



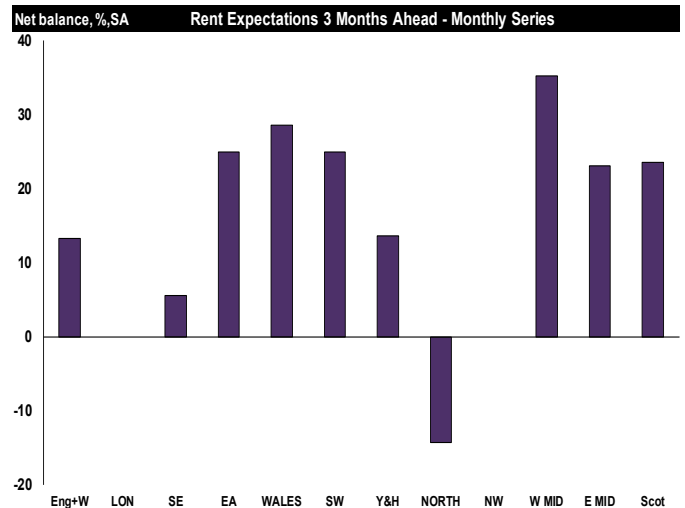
Regional New Landlord Instructions - Past three months



National Rent Expectations - Next three months

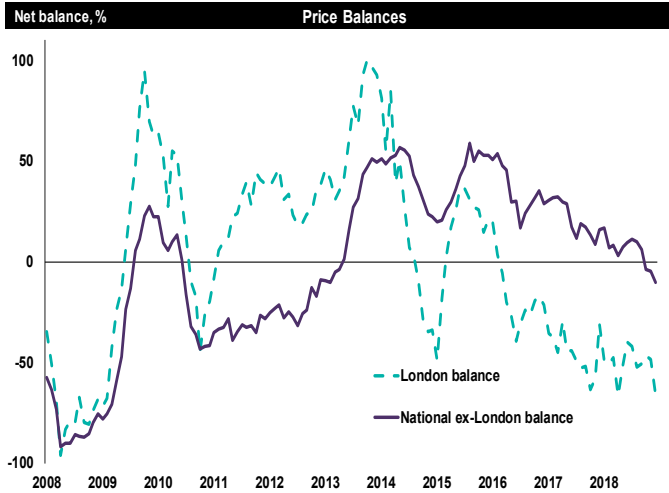


Regional Rent Expectations - Next three months

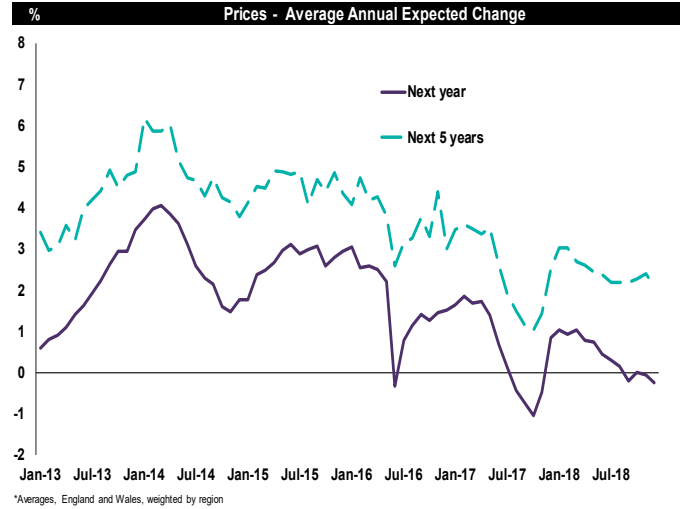


# Expectations & other data

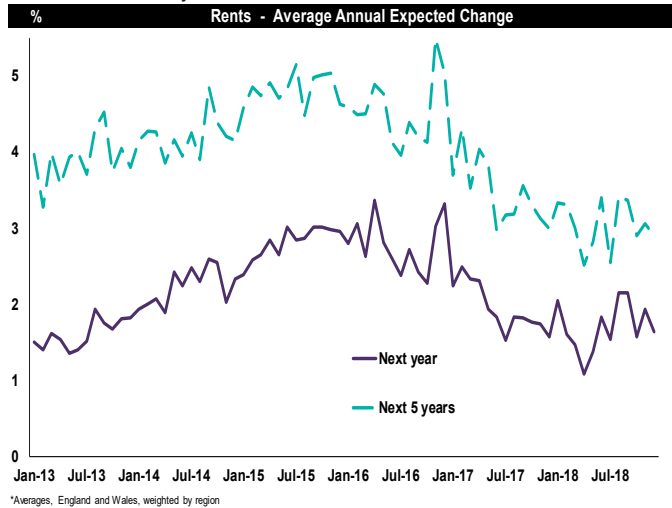
National Price Balance (excluding London) and London Price Balance - Past three months



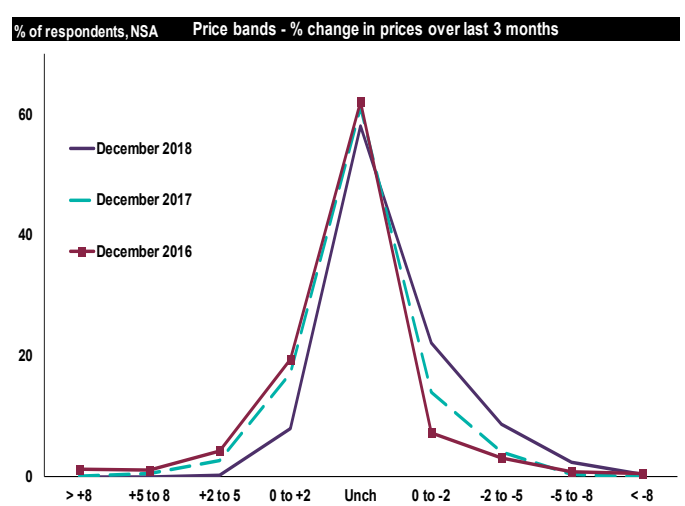
National Average Annual Expected Price Change (point estimate) - Next one and five years



National Average Annual Expected Change in Rents (point estimate) - Next one and five years



Price Bands - Past three months



# Surveyor comments - sales

## North

Mr D S Brannen, AssocRICS, Whitley Bay, Brannen & Partners, 0191 2517878, [www.brannen-partners.co.uk](http://www.brannen-partners.co.uk), [shaun.brannen@brannen-partners.co.uk](mailto:shaun.brannen@brannen-partners.co.uk) - December was reasonable compared to 12 months earlier with sales agreed and completions up.

Paul McSkimmings, BSc(Hons) MRICS, Newcastle upon Tyne, Edward Watson Associates, 0191 2812444, [www.edwardwatson-assoc.com](http://www.edwardwatson-assoc.com), [paul@edwardwatson-assoc.com](mailto:paul@edwardwatson-assoc.com) - As expected a slower month although instructions were at a similar level to 2017. Uncertainty in the market over Brexit continues.

Simon Bainbridge, MRICS, Darlington, Savills, 01325 370500, [savills.co.uk](http://savills.co.uk), [sbainbridge@savills.com](mailto:sbainbridge@savills.com) - A surprising amount of activity right up to the Christmas break but there will be a turbulent few months ahead whilst Brexit rumbles on and the shortage of quality instructions remains.

## Yorkshire & Humberside

Alex McNeil, MRICS, Huddersfield, Bramleys, 01484 530361, [alex.mcneil@bramleys1.co.uk](mailto:alex.mcneil@bramleys1.co.uk) - Outlook for new year is uncertain.

Ben Hudson, MRICS, York, Hudson Moody, 01904 650650, [www.hudson-moody.com](http://www.hudson-moody.com), [benhudson@hudson-moody.com](mailto:benhudson@hudson-moody.com) - A busy run up to Christmas holidays. Now waiting to get over the Brexit hurdle!

Chris Clubley, FRICS CAAV, Market Weighton, Clubleys, 01430 874000 - We anticipate the market to slow over the next two years with growth occurring beyond that period.

Christopher R Jowett, BSc MRICS, Huddersfield, Jowett Chartered Surveyors and Estate Agents, 01484 536799, [www.jowett-huddersfield.co.uk](http://www.jowett-huddersfield.co.uk), [chris@jowett-huddersfield.co.uk](mailto:chris@jowett-huddersfield.co.uk) - Please resolve Brexit to restore confidence.

David J Martindale, MRICS, Wakefield, FSL, [david.martindale@fslea.com](mailto:david.martindale@fslea.com) - December compared with previous years was fairly active.

David Moor, FRICS, Harrogate, David Moor Chartered Surveyors, 01423 879211, [www.david-moor.com](http://www.david-moor.com), [dm@david-moor.com](mailto:dm@david-moor.com) - Despite the Brexit concerns expressed by many agents, my clients have paid full market price and, in some cases, a premium to purchase a property they want in their desired location. A lack of stock appears to be underpinning the market for the moment.

Ian Adams, MRICS, Hull and East Yorkshire, Metropolis, [lanadams31@yahoo.co.uk](mailto:lanadams31@yahoo.co.uk) - Build up to Christmas has slowed market down.

John E Haigh, MRICS FAAV, Knaresborough, Lister Haigh (Yorkshire) Limited, 01423 860322, [www.listerhaigh.co.uk](http://www.listerhaigh.co.uk), [knaresborough@listerhaigh.co.uk](mailto:knaresborough@listerhaigh.co.uk) - "Oh for an end to Brexit uncertainty"

Kenneth Bird, MRICS, Wetherby, Renton & Parr, 01937 582731, [www.rentonandparr.co.uk](http://www.rentonandparr.co.uk), [ken@rentonandparr.co.uk](mailto:ken@rentonandparr.co.uk) - Despite the weak forecast and political uncertainty surrounding Brexit, December was still an active month for sales.

M J Hunter, MRICS, Doncaster, Grice and Hunter, 01302 360141, [www.gricehunter.co.uk](http://www.gricehunter.co.uk), [griceandhunter@btconnect.com](mailto:griceandhunter@btconnect.com) - As usual December has seen limited activity and we await to see what happens before the end of March!

Michael Darwin, MRICS, Northallerton, M W Darwin & Sons, [info@darwin-homes.co.uk](mailto:info@darwin-homes.co.uk) - Difficult market, Christmas and uncertainty regarding Brexit not helping.

Pete Shield, Sheffield, Shield Estates UK Limited, 0114 2571000, [info@shieldgroup.uk.com](mailto:info@shieldgroup.uk.com) - Sales, viewings and enquiries tapered off in the run up to Christmas but the demand is still there.

Peter Green, Halifax, Brearley-Green, 01422 330088 - Brexit and Christmas period have had very adverse effects. It appears to be likely that the downturn will not change much until Brexit is concluded.

William Marshall, Leeds, Adair Paxton, 0113 205 4190 - Brexit affecting the expensive properties.

## North West

David Kennerley, Congleton, Cheshire, Whittaker and Biggs, 01260 273241, [www.whittakerandbiggs.co.uk](http://www.whittakerandbiggs.co.uk), [david.kennerley@whittakerandbiggs.co.uk](mailto:david.kennerley@whittakerandbiggs.co.uk) - The current market is still strong on residential second-hand properties. Fewer at this stage are coming to the market hence keeping demand high. Our area has seen too many new build sites appear, to the point that it is saturated with new builds.

John Halman, MRICS, Wilmslow, Gascoigne Halman, 01625 460 344, [www.gascoignehalman.co.uk](http://www.gascoignehalman.co.uk), [jane@gascoignehalman.co.uk](mailto:jane@gascoignehalman.co.uk) - December was very quiet...even for a December.

John Williams, FRICS, MEWI, Wirral, Brennan Ayre O'Neill LLP, 01513439060, [www.b-a-o.com](http://www.b-a-o.com), [john@b-a-o.com](mailto:john@b-a-o.com) - Ongoing economic uncertainty is likely to suppress market activity in the early part of 2019.

Richard Powell, FRICS, Oldham, Ryder & Dutton, 0161 925 3232, [www.ryder-dutton.co.uk](http://www.ryder-dutton.co.uk), [rpowell@ryder-dutton.co.uk](mailto:rpowell@ryder-dutton.co.uk) - The continuing Brexit uncertainty is a real drag on the property market.

Simon Wall, RICS, Merseyside, Wall & Macnab Ltd, 01704872035, [www.wallmacnab.co.uk](http://www.wallmacnab.co.uk), [simon@simonwall.com](mailto:simon@simonwall.com) - The market remains buoyant, however some hesitation over Brexit remains.

Stephen Dodgson, BSc FRICS, Heswall, Wirral, Rainfords Chartered Surveyors, 0800 6127 957, <https://charteredsurveyorcheshire.co.uk/>, [steve.dodgson@live.co.uk](mailto:steve.dodgson@live.co.uk) - Traditional slow time of the year for residential sales. Valuations also hampered by Brexit uncertainty.

## East Midlands

Chris Charlton, FRICS, Nottingham, Savills, 0115 9348020, [www.savills.com](http://www.savills.com), [ccharlton@savills.com](mailto:ccharlton@savills.com) - A slow end to the year and lack of new instructions looks like setting the tone for 2019. Good number of registered applicants searching for that elusive new house.

Christopher Shallice, FRICS FAAV, Holbeach, Hix & Son, 01406 422 777 - More activity but not necessarily resulting in more sales.

Daniel Elliott, MRICS, Chesterfield, Wilkins Vardy, 01246 270123, [www.wilkinsvardy.co.uk](http://www.wilkinsvardy.co.uk), [dan@wilkinsvardy.co.uk](mailto:dan@wilkinsvardy.co.uk) - December was a better month for sales than we expected, with far less of a Brexit slump than had been anticipated. The market still remains fairly strong, particularly in the £125,000 to £250,000 bracket.

David Hammond, BSc FRICS, Nottingham, David Hammond Chartered Surveyors., 01773 767776, [residential@dvdhammond.co.uk](mailto:residential@dvdhammond.co.uk), [dvdhammond.co.uk](mailto:dvdhammond.co.uk) - Brexit still causing uncertainty. Good demand for well-priced cheaper properties.

David Hawke, FRICS, Worksop, David Hawke & Co, 01909 531450 - As expected, the year ended very quietly, notwithstanding the fact that the market is generally very subdued.

David Pidgeon, AssocRICS, Nottingham, Portland Surveys, [dpidgeon@portlandsurveys.co.uk](mailto:dpidgeon@portlandsurveys.co.uk) - Brexit will now take hold, affecting the public's confidence in all areas. I think that this will ramp up sharply in March and have a knock-on effect into the summer depending upon the (totally unpredictable) outcome.



## Surveyor comments - sales

Mark Newton, FRICS, Grantham, Newton Fallowell, 01476 591900, [www.newtonfallowell.co.uk](http://www.newtonfallowell.co.uk), [mark.newton@newtonfallowell.co.uk](mailto:mark.newton@newtonfallowell.co.uk) - December fizzled out as expected but ended 24% up on instructions whilst level on sales, all bodes well for 2019.

Paul Perriam, BSc (Hons) MRICS, Nottingham, William H Brown/Bagshaws Residential, 01332 542299, [www.sequencehome.co.uk](http://www.sequencehome.co.uk), [paul.perriam@sequencehome.co.uk](mailto:paul.perriam@sequencehome.co.uk) - Instructions and sales activity seasonally affected in December.

Peter Buckingham, Market Harborough, Andrew Granger & Co, 01858 431315, [www.andrewgranger.co.uk](http://www.andrewgranger.co.uk), [peter.buckingham@andrewgranger.co.uk](mailto:peter.buckingham@andrewgranger.co.uk) - A surprisingly good market, taking into account the lack of properties for sale and the general lack of confidence relating to current economic and political circumstances.

Quentin Jackson-Stops, FRICS, Northampton, Jackson-Stops, 01604 632991, [www.jackson-stops.co.uk](http://www.jackson-stops.co.uk), [quentin.jackson-stops@jackson-stops.co.uk](mailto:quentin.jackson-stops@jackson-stops.co.uk) - Brexit is a cloud overhanging the market and its impact cannot be underestimated. Uncertainty is causing the declining number of property transactions.

Stephen Gadsby, BSc FRICS FSVA, Derby, Gadsby Nichols, 01332 296396 - Distinct lack of confidence in the market, not aided by negative media speculation although realistically priced properties are still selling.

Tim Yeomans, MRICS, Nottingham/Derby, SDL, 07795266361, [tim.yeomans@sdlurveying.co.uk](mailto:tim.yeomans@sdlurveying.co.uk) - Price rises in some areas at present. Prices stable in other areas. Glut of 4 bed detached in some areas due to stocks of new builds.

Tom Wilson, MRICS, Stamford, KingWest, 01780 484 520, [www.kingwest.co.uk](http://www.kingwest.co.uk), [twilson@kingwest.co.uk](mailto:twilson@kingwest.co.uk) - Brexit has reduced liquidity through both Vendor and Buyer uncertainty without question. People do not appear to be moving unless they have to.

Will Ravenhill, MNAEA MARLA, Leicester, Readings, 0116 2227575, [www.readingspropertygroup.com](http://www.readingspropertygroup.com), [wravenhill@readingspropertygroup.com](mailto:wravenhill@readingspropertygroup.com) - All types of buyers seem to be "keeping their powder dry" when it comes to committing to purchases.

### West Midlands

Alex Smith, FRICS, Birmingham, Alex Smith & Company, [alex-smith.co.uk](mailto:alex-smith.co.uk) - Stagnant instructions/sales typical Christmas plus Brexit and motor trade shutdown.

Colin Townsend, MRICS, Malvern, John Goodwin, 01684 892809, [www.johngoodwin.co.uk](http://www.johngoodwin.co.uk), [colin@johngoodwin.co.uk](mailto:colin@johngoodwin.co.uk) - A very quiet December particularly for valuation appraisals which were well down on last year. That said, sales levels were good and stock is low so prices can probably be sustained for now, despite Brexit!

J J Dell, MRICS FAAV, Oswestry, J J Dell & Co, 01691 653437, [www.jjdell.co.uk](http://www.jjdell.co.uk), [property@jjdell.co.uk](mailto:property@jjdell.co.uk) - Sales have been good for the start of the new year but still a lack of new instructions.

Jennifer Price, FRICS, Birmingham, Harrison Price Homes, [jennifer@harrisonpricehomes.co.uk](mailto:jennifer@harrisonpricehomes.co.uk) - A quiet market all round.

John Andrews, FRICS IRRV, Stourport, Doolittle & Dalley, 01562 821600 - Vendors approaching a spring market in light of Brexit, with caution. Buyers still looking but reduced volumes for sale limiting enquiries.

John Andrews, FRICS IRRV, Bewdley, Doolittle & Dalley, 01562 821600 - Fewer properties for sale at this time of year, however, a cautious but active sales market which it is hoped will strengthen as spring approaches.

John Andrews, FRICS IRRV, Kidderminster, Doolittle & Dalley, 01562 821600 - Although December is generally quieter, new instructions generating viewings from serious prospective purchasers. A quieter January anticipated. Brexit will determine spring sales volumes.

John Andrews, FRICS IRRV, Bridgnorth, Doolittle & Dalley, 01562 821600 - As expected, a quieter month for new enquiries in the lead up to Christmas. However, there are signs that marketing appraisals will increase next month in the build-up to spring.

Mark Wiggin, MRICS, Ludlow, Strutt and Parker, [mark.wiggin@struttandparker.com](http://www.mark.wiggin@struttandparker.com) - Number of clients have withdrawn from market due to Brexit. Uncertainty is a real problem.

Mike Arthan, FRICS, Shropshire, Barbers, [m.athan@barbers-online.co.uk](mailto:m.athan@barbers-online.co.uk) - Too early to tell how much impact the political and economic uncertainty will have on the residential property market in the New Year.

Richard Franklin, BSc (Hons) MRICS, Worcestershire, Franklin Gallimore, 01584 810436 - Mismanagement of Brexit by government causing gross uncertainty is a key factor.

Tim Hughes, MRICS FNAEA, Wolverhampton, Bartlams, 01902 894141, [www.bartlams.co.uk](http://www.bartlams.co.uk), [timhughes@bartlams.co.uk](mailto:timhughes@bartlams.co.uk) - The market appears to be slowing down in terms of the numbers of buyers coming forward and the number of potential vendors. We feel that we can only put this uncertainty down to Brexit!

Tok Olateju, MRICS, Birmingham, Jayman Chartered Surveyors, [tokolateju1@gmail.com](mailto:tokolateju1@gmail.com) - Factors: There is definitely a lot of uncertainty prevailing around Brexit. Also, the timing of public holidays this year is having an impact on the slowdown in instructions generally.

### East Anglia

Chris Philpot, FRICS, Stowmarket, Lacy Scott and Knight, [www.lsk.co.uk](http://www.lsk.co.uk), [cphilpot@lsk.co.uk](mailto:cphilpot@lsk.co.uk) - An encouragingly busy December, which will hopefully lead to a strong start in 2019.

David H Knights, MRICS, Ipswich, David Brown & Co, 01473 222266, [www.davidbrown-ipswich.co.uk](http://www.davidbrown-ipswich.co.uk), [mail@davidbrown-ipswich.co.uk](mailto:mail@davidbrown-ipswich.co.uk) - One of the quietest Decembers for many years with very few inspections, viewings or sales. We can only hope for the usual New Year bounce in spite of Brexit.

Ed Russel, Bury St Edmunds, Jackson-Stops & Staff, 01638 662231, [ed.russell@jackson-stops.co.uk](mailto:ed.russell@jackson-stops.co.uk) - Christmas, Brexit and cold weather all dampening activity. Some focussed buyers still active however, but few and far between.

James Steggles, FRICS, Norwich, Stackyard Estates Ltd, [james@flintuk.com](mailto:james@flintuk.com) - A shortage of property on the market.

Jeffrey Hazel, FRICS, Kings Lynn, Geoffrey Collings & Co, 01553 774135 - More activity than normal over the festive period. Looks promising for January.

Kevin Burt-Gray, MRICS, Cambridge, Pocock & Shaw, [kevin@pocock.co.uk](mailto:kevin@pocock.co.uk) - Brexit uncertainty prevails. Many potential purchasers but they are cautious and are taking time before committing to a purchase. I expect market could move forward in terms of transaction levels if we get some positive news/clarity on Brexit.

Mark Wood, MRICS, Cambridge, Carter Jonas, 01223 403330, [mark.wood@carterjonas.co.uk](mailto:mark.wood@carterjonas.co.uk) - Although quieter in December, activity continued longer into the month than previous years.

# Surveyor comments - sales

Nigel Steele, FRICS, Norfolk, Jackson-Stops, 01603 612333, www.jackson-stops.co.uk, nigel.steele@jackson-stops.co.uk - Typical end of year slow down but there are still good buyers waiting for the right property to come to the market in 2019.

Rob Swiney, MRICS, Bury St Edmunds, Lacy Scott and Knight, 01284 748600, www.lsk.co.uk, rswiney@lsk.co.uk - December ended up being a busy month simply down to the fact people are getting pretty fed up with Brexit talks and wanting to move on with their lives!

## South East

Anthony Webb, FRICS, Cobham, Surrey, Trenchard Arlidge, 01932 864242, www.trenchard-arlidge.co.uk, twebb@trenchard-arlidge.co.uk - Brexit uncertainties and excessive Stamp Duty plus landlord 'bashing' combine to stagnate the property market.

Chris Clark, FRICS, Eastleigh, Ely Langley Greig, 023 80274211, elgsurveyors.co.uk, chrisclark@elgsurveyors.co.uk - The spectre of a no deal Brexit continues to dominate the market and buyers are therefore very cautious with more call for building surveys than usual.

Craig Pilgrim, MRICS Registered Valuer, Hungerford, Pilgrim Bond, craig@pilgrimbond.co.uk - Depressed due to time of year and Brexit.

David Boyden, MRICS, Colchester Head Office, Boydens, 01206 762244, www.boydens.co.uk, david.boyden@boydens.co.uk - Finally a number of (very) delayed sales in our pipeline exchanged in December. Our concern is with legal & financial processes taking too long. GDPR & other processes such as AML being duplicated by all in the buying process.

David Nesbit, FRICS, Portsmouth, D.M.Nesbit & Company, 023 9286 4321, www.nesbits.co.uk, davidnesbit@nesbits.co.uk - A difficult year finished with a very busy December. Overall the market has held up well at the right price.

David Parish, FRICS, Upminster, Gates Parish & Co, 01708 250033, professional@gates-parish.co.uk - The market is fairly quiet due to the uncertainties associated with Brexit, possible interest rate rises and the economy generally. Prices are likely to remain static in the immediately foreseeable future.

Edward Rook, MRICS, Sevenoaks, Knight Frank, edward.rook@knightfrank.com - Political uncertainty stagnating the market.

Edward Rook, MRICS, Sevenoaks, Knight Frank, edward.rook@knightfrank.com - Transaction costs still an issue but a lot of pent up demand will be released if we have more certainty over Brexit.

Eoin Hill, MRICS, Berkshire/Hampshire, SDL Surveying, eoin.hill@talk21.com - Brexit uncertainty persist

Guy Emanuel, MRICS, Liphook, Hamptons, emanuelg@hamptons-int.com - The uncertainty of Brexit is having a mixed impact, some buyers are holding off, others are positive that market will recover and are buying now.

Ian Perry, FRICS, Faringdon Fairford Lechlade Highworth Witney, Perry Bishop and Chambers, 01285 655355, perrybishop.co.uk, ianperry@perrybishop.co.uk - The market slowed more than normal in December.

John Frost, MRICS, Amersham, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - December was very quiet on sales on all counts. Brexit a big topic.

John Frost, MRICS, Ashford, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - It feels like December was even quieter than usual, very low activity levels.

John Frost, MRICS, Beaconsfield, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - The market has slowed down but sales are still possible if they are priced correctly.

John Frost, MRICS, Gerrards Cross, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Stamp duty is too high. £1 million plus market will struggle to have any volume of transactions until Brexit is clearer.

John Frost, MRICS, Langley, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - The market has quietened in line with the time of year and uncertainty of Brexit.

John Frost, MRICS, Slough, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Continued uncertainty over Brexit but if property priced correctly there is a level of interest.

Mark Everett, FRICS, Epsom, Michael Everett & Co, markeverett@michael-everett.co.uk - Very quiet end to the year. Buyer confidence at rock bottom and vendors reluctant to enter a difficult market. Roll on March.

Martin Allen, MRICS, Wingham, Canterbury, Elgars, 01227 720557, www.elgars.uk.com, m.allen@elgars.uk.com - A very quiet December and likely to stay that way now until April.

Michael Booker, FRICS, Crowborough, Michael Brooker Estate Agents, 01892 663377, michael@michaelbrooker.co.uk - Normal quiet Christmas period. Reasonable level of viewings but not quality.

Robert King, ARICS, Teddington, Jackson Stops, 0208 943 9777, robertking@jackson-stops.com - Brexit questions overshadowing a lot of buyers' and sellers' thoughts.

Tim Green, MRICS, South Oxfordshire, Green & Co, 01235 773406, www.greenand.co.uk, tim.green@greenand.co.uk - The expected fall away of new interest in December. As the economy wakes up to 2019 it will be interesting to see whether property market activity follows political news.

Tony Jamieson, MRICS, Guildford, Clarke Gammon Welers, 01483 880900, www.clarkegammon.co.uk, tony.jamieson@clarkegammon.co.uk - The uncertainty over Brexit has caused everyone to want to wait and see, stalling the market. There are no aspirational movers at present only those who have to sell.

## South West

David McKillop, FRICS, Salisbury, McKillop and Gregory, dm@mckillopandgregory.co.uk - The month was better than expected, certainly busier than last year. A lot of price reductions which hopefully will generate more activity and sales in January. We need a good start!

David Robinson, AssocRICS, North Cornwall, Stags, d.robinson@stags.co.uk - The market has been busier this December than last year. Political turmoil continues to keep both buyers and sellers adopting a wait and see approach. However, low stock levels are keeping prices stable.

G C Thorne, FRICS, East Dorset, Thornes, 01202-684004, www.thornes.org.uk, graham@thornes.org.uk - December has continued the slow decline in the number of houses being placed on the market due to the stalled Brexit talks. We expect this to continue until a resolution is concluded.

Ian Perry, FRICS, Cheltenham Cirencester Nailsworth Stroud Tetbury, Perry Bishop and chambers, 01285 655355, perrybishop.co.uk, ianperry@perrybishop.co.uk - The market slowed more in December than usual.

## Surveyor comments - sales

James McKillop, MRICS, South West, Knight Frank LLP, 0207 861 1528, james.mckillop@knightfrank.com - The buyers are there if vendors are prepared to be realistic on pricing.

James Wilson, MRICS, Shaftesbury, Jackson-Stops, 01747 850858, jackson-stops.co.uk, james.wilson@jackson-stops.co.uk - The market remains subdued.

Jeff Cole, MRICS, Wadebridge, Cole Rayment & White, 01208813595, www.crw.co.uk, jeff.cole@crw.co.uk - We were surprised that December was busier than November. Instructions are thin on the ground as we would expect but we had a good month for exchanges & completions.

John Corben, FRICS FCABE, Swanage, Corbens, Corbens, corbens.co.uk, john@corbens.co.uk - Very quiet in terms of both new instructions and applicants. We were surprised by the number of buyers wishing to complete before Christmas, somewhat hampered by solicitors, however, 80% of these sales were achieved.

Julian Bunkall, FRICS, Dorchester, Jackson-Stops & Staff, 07970872974, julian.bunkall@jackson-stops.co.uk - Historically a quiet time of the year compounded by political uncertainty. Very low housing stock with agents fighting hard for instructions. The market will probably continue like this until the Brexit negotiations are concluded.

Mark Annett, FRICS, Chipping Campden, Mark Annett & Company, 01386 841622 - Business has slowed with Christmas upon us. It remains to be seen what happens in the New Year and the effect of Brexit.

Mark Lewis, FRICS, Dorset, Symonds & Sampson, mlewis@symondsandsampson.co.uk - There are a lot of cash buyers waiting for the right property, but we expect them to wait for the usual spring rush.

Matthew Harvey, MRICS, Bourton on the Water, Tayler & Fletcher, 01451820913, taylerandfletcher.co.uk, matthew.harvey@taylerandfletcher.co.uk - Sales agreed and new instructions remain remarkably strong bearing in mind the time of year, however viewings and general interest is significantly lower. Thankfully those buyers in the market are keen.

Miles Kevin, MRICS, Totnes, Chartsedge, miles@chartsedge.co.uk - There is continued uncertainty over Brexit and unless buyers or sellers need to move, they are delaying their decision on a wait and see basis. The Bank of England has not helped matters with their negative comments on price in relation to a hard Brexit.

O F Miles, FRICS, Swanage, Oliver Miles, 01929 426655, www.olivermiles.co.uk, olivermiles@olivermiles.co.uk - As expected a very quiet month on all fronts

Robert Cooney, FRICS, Taunton, Robert Cooney Chartered Surveyors & Estate Agents, 01823 230230, robertcooney.co.uk, robert.cooney@robertcooney.co.uk - Despite fairly strong enquiry levels between Christmas and New Year, activity levels on MA's and viewings now relatively low year on year.

Roger Punch, FRICS, South Devon, Marchand Petit, 01752 873311, www.marchandpetit.co.uk, roger.punch@marchandpetit.co.uk - Buyers have remained active and pragmatic, especially for premium properties in our super area, despite the economic climate and season.

Simon Cooper, FRICS, Exeter, Stags, 01392 255202, stags.co.uk, s.cooper@stags.co.uk - December was remarkably busy for the time of year with respect to buyer activity. Beginning of 2019 could well be quieter but I envisage it will get busier later on.

### Wales

Andrew Morgan, FRICS FAAV, Lampeter, Morgan And Davies, 01570423623, morgananddavies.co.uk, lampeter@morgananddavies.co.uk - Seasonally quiet. Several successful sales in the lifestyle sector. Shortage of quality new housing completions. Very few buy-to-let purchasers now active.

Anthony Filice, FRICS, Cardiff, Kelvin Francis Ltd., 02920 766538, www.kelvinfrancis.com, tony@kelvinfrancis.com - Positive start to New Year, increased levels of viewings, offers and sales being agreed. Increased level of new listings. Offers being received at high end (£1m plus) despite media nervousness over Brexit.

Catherine Caines, MRICS, South Wales, Payton Jewell Caines, catherine.caines@pjchomes.co.uk - Christmas. Brexit. Both reasons why market slowed in the last 3 months.

David James, FRICS, Brecon, James Dean, 01874 624757, jamesdean.co.uk, david@jamesdean.co.uk - December was much quieter than other months in the year as expected.

Nicola Taylor, Cardiff, MGY Ltd, 02920845063, www.mgy.co.uk, nicola.taylor@mgycy.co.uk - We found the market slowed down end of October, earlier than normal. We suspect this is partly down to the uncertainty of Brexit plus the normal festive break.

Paul Lucas, FRICS, Haverfordwest, R.K.Lucas & Son, 01437762538, www.rklucas.co.uk, paul@rklucas.co.uk - The sales market is decidedly slower than 3 months ago. Part of this is likely to be due to normal seasonal variations in activity.

### London

Allan Fuller, FRICS, Putney, Allan Fuller Estate Agents, 020 8788 8822, www.allanfuller.co.uk, allan@allanfuller.co.uk - The sales market has shown activity from buyers looking locally up to £600k, mainly 1st time buyers, often helped from Bank of Mum & Dad. Still Brexit uncertainty hangs over the market

B K Bhalla, MRICS, HI DIP, CEA, Hounslow/ Heathrow/ West London, Acrewoods, 02085775733, www.acrewoods.com, enquiries@acrewoods.com - New enquiries low for the time of year. Concerns over BOE base rate rises affecting buyers. Low interest in second hand market.

Ben Temple, MRICS, London, Regent Property, 02087439101, www.regent-property.com, ben@regent-property.com - We have achieved a surprising number of exchanged sales in the 3 months to Christmas. We have already agreed a sale in 2019 with more offers than expected. Surprisingly busy with much chaos in the political arena.

Christopher Ames, MRICS, Belgravia/London, Ames Belgravia Ltd, 020 7730 1155, amesbelgravia.co.uk, ca@amesbelgravia.co.uk - There is still much sitting on the fence/ waiting for Brexit resolution. Maybe 14th Jan? There is still much pent-up demand from those needing to re-locate up-size or down-size.

Christopher Green, FRICS, London, Curzon Land, 020 7720 6800, cgreen@curzonland.com - We are taking leverage on one of our apartments but different (big firm) valuers come up with figures that vary over 20% from each other on account of the lack of recent comparable.

J.J.King, FRICS, Merton LB, Andrew Scott Robertson, 020 8971 6780, www.as-r.co.uk, jking@as-r.co.uk - Very quiet December for sale enquires. Conversely a greater number of appraisals were undertaken.

## Surveyor comments - sales

J.J.King, FRICS, Wimbledon, Andrew Scott Robertson, 020 8971 6780, [www.as-r.co.uk](http://www.as-r.co.uk), [jking@as-r.co.uk](mailto:jking@as-r.co.uk) - A slightly better month resulted due to the number exchanges happening. Appraisal numbers were up although instructions were lower.

James Gubbins, MRICS, Pimlico, Dauntons, 020 78348000, [www.dauntons.co.uk](http://www.dauntons.co.uk), [mail@dauntons.co.uk](mailto:mail@dauntons.co.uk) - Festive season quiet but this is not unusual. Some buyers seeing this as an ideal time to pick up a deal as competition is minimal.

James Perris, MRICS, London, De Villiers Chartered Surveyors, 02078876009, [www.devilliers-surveyors.co.uk](http://www.devilliers-surveyors.co.uk), [james.perris@devilliers-surveyors.co.uk](mailto:james.perris@devilliers-surveyors.co.uk) - Following the start of the year, activity appears to be similar to the final quarter of 2018 with investors waiting for the implications of Brexit. High transactional costs continue to affect demand and prices achieved.

Jeff Doble, FRICS, London, Dexters, [jeffdoble@dexters.co.uk](mailto:jeffdoble@dexters.co.uk) - An encouraging fourth quarter of 2018 and we are anticipating a strong start to the New Year.

Jeremy Leaf, FRICS, Finchley, Jeremy Leaf & Co, [jeremy@jeremyleaf.co.uk](mailto:jeremy@jeremyleaf.co.uk) - Political uncertainty, particularly Brexit, seems to be weighing heavily on our buyers at present resulting in price softening and lengthening transaction times. We remain in a price sensitive, needs driven market.

Kevin Ryan, FRICS, Mayfair, Carter Jonas LLP, [kevin.ryan@carterjonas.co.uk](mailto:kevin.ryan@carterjonas.co.uk) - A quiet December in terms of sales activity. In addition, previously arranged sales wobbling. A number of new enquiries from those looking for a bargain.

Nicholas White, FRICS, SE London, Esurv Chartered Surveyors, [nick.white@esurv.co.uk](mailto:nick.white@esurv.co.uk) - Brexit coupled with economic uncertainty are key factors in this turn down.

Richard Going, MRICS, Chelsea, Farrar & Co, 0207 244 4444, <https://www.farrar.co.uk/>, [richard.going@farrar.co.uk](mailto:richard.going@farrar.co.uk) - Brexit, SDLT, potential extra 1% for international buyers, market confidence non-existent.

Robert Green, MRICS, Chelsea, John D Wood & Co, 02033691343, [rgreen@johndwood.co.uk](mailto:rgreen@johndwood.co.uk) - Sales agreed slowed as Christmas inevitably distracted all but the most committed buyers. New instructions slowed for the same reasons. Completed sales however, were at encouraging prices.

Simon Aldous, MRICS, London, Savills, 02070163861, [savills.co.uk](mailto:savills.co.uk), [saldous@savills.com](mailto:saldous@savills.com) - Prices continued to slowly fall in the last month or so across all offices, however we do think these falls are easing. Sellers are becoming realistic and our actual sales numbers are holding up.

Tom Dogger, MRICS, London, B N Investment Ltd, [www.bakken Neptune.com](http://www.bakken Neptune.com), [tdogger@bninvestment.co.uk](mailto:tdogger@bninvestment.co.uk) - With the chaos of Brexit continuing to dampen confidence and exacerbating falling prices, combined with a weak currency, will the foreign investor return?

### Scotland

Adrian Stott, FRICS, Lothians, J and E Shepherd, 01316533456, [www.shepherd.co.uk](http://www.shepherd.co.uk), [a.stott@shepherd.co.uk](mailto:a.stott@shepherd.co.uk) - Buyer demand seems to be still unsated. Sellers expecting prices in excess of home report values.

Alex Inglis, MRICS, Scottish Borders, Galbraith, 01573 224 244, [www.galbraithgroup.com](http://www.galbraithgroup.com), [alex.inglis@galbraithgroup.com](mailto:alex.inglis@galbraithgroup.com) - The market has been quieter over the Christmas period, as expected. However, it remains a good time to be a seller due to the general shortage of most types of property on the market.

Andrew Hitchen, BSc MRICS, Perth, Graham & Sibbald, [andrew.hitchen@g-s.co.uk](mailto:andrew.hitchen@g-s.co.uk) - As expected, the festive period led to a downturn in new vendor instructions although concluded sales held firm. Indications towards the end of the month suggest we should expect normal market levels to return early January.

Chris Hall, MRICS, Edinburgh, Rettie and Co, [chris.hall@rettie.co.uk](mailto:chris.hall@rettie.co.uk) - Market has been quiet due to time of year, although transactions are still occurring. Brexit does not appear to be the factor as it is in the home counties.

Graeme Gilchrist, MRICS, Dundee, Angus, Fife, Graham + Sibbald, 01382 200064, [www.g-s.co.uk](http://www.g-s.co.uk), [graeme.gilchrist@g-s.co.uk](mailto:graeme.gilchrist@g-s.co.uk) - After a quiet end to 2018 there has been a steady flow of new sellers coming the market after the turn of the year. We expect this activity to pick up in the coming months although ongoing Brexit negotiations are likely to have an impact.

Graeme Lusk, BSc MRICS, Glasgow and Renfrewshire, Walker Fraser Steele, 01412480038, [www.walkerfrasersteele.co.uk](http://www.walkerfrasersteele.co.uk), [graeme.lusk@walkerfrasersteele.co.uk](mailto:graeme.lusk@walkerfrasersteele.co.uk) - The market is just waking up after the festive period. I am hopeful of a reasonable start to 2019.

Graham Tonner, MRICS, Tayside, Graham and Sibbald, 01382200064, [www.g-s.co.uk](http://www.g-s.co.uk), [gtonner@g-s.co.uk](mailto:gtonner@g-s.co.uk) - As ever, December has been a quieter month with a limited number of properties coming to the market. The hope is that the market will typically pick up in January and volumes will increase although uncertainty may affect the normal seasonal patterns.

Grant Robertson, MRICS, Glasgow, Allied Surveyors, 0141 0330 9950, [grant.robertson@alliedsurveyorsscotland.com](mailto:grant.robertson@alliedsurveyorsscotland.com) - The winter market may be upon us but new stock, particularly at the upper and lower end of the west end market continues to sell quickly and well.

Greg Davidson, MRICS, Perth, Graham + Sibbald, 01738 445733, [www.g-s.co.uk](http://www.g-s.co.uk), [g.davidson@g-s.co.uk](mailto:g.davidson@g-s.co.uk) - The market has proven to be relatively robust through 2018. I am positive about the market for 2019 as long as the politicians don't make a complete mess of Brexit.

Ian J Fergusson BSc, FRICS, Scotland, J&E Shepherd, [www.shepherd.co.uk](http://www.shepherd.co.uk), [ian.fergusson@shepherd.co.uk](mailto:ian.fergusson@shepherd.co.uk) - The obvious backdrop of Brexit has hit activity but so did the festive break. It's difficult to determine how the sales market will perform in 2019 until there is a political agreement.

Ian Morton, MRICS, St Andrews, Bradburne & Co, 01334 479479, [www.bradburne.co.uk](http://www.bradburne.co.uk), [info@bradburne.co.uk](mailto:info@bradburne.co.uk) - The traditional dip in the market during December has been exacerbated by political turmoil leading to a loss of confidence by buyers and sellers. It is likely this will continue into 2019 until political confidence resumes.

John Brown, FRICS, Edinburgh, John Brown and Company, 07768583919, [john.brown@jb-uk.com](mailto:john.brown@jb-uk.com) - End of year 'blues' while the political bands play the EU theme music. Hopefully not a number 1 for much longer!

Kevin Hay, BSc MRICS, Ayr, Allied Surveyors, 01292 265381, [kevin.hay@alliedsurveyorsscotland.com](mailto:kevin.hay@alliedsurveyorsscotland.com) - There is less activity in the property market due to quieter Christmas period.

Linda Gove, MRICS, St Andrews, Shepherd, [l.gove@shepherd.co.uk](mailto:l.gove@shepherd.co.uk) - Lack of confidence.

Marion Currie, AssocRICS, RICS Registered Valuer, Dumfries & Galloway, Galbraith, 01556 505346, [www.galbraithgroup.com](http://www.galbraithgroup.com), [marion.currie@galbraithgroup.com](mailto:marion.currie@galbraithgroup.com) - Quiet in December as expected, although some negotiations ongoing. Stock still low.

## Surveyor comments - sales

Peter Drennan, BSc.  
MRICS, Edinburgh, Allied  
Surveyors Scotland, 0131  
226 6518, peter.drennan@  
alliedsurveyorsscotland.com  
- Quiet end to a busy year.  
Cautious market, but there is  
still a fundamental shortage of  
housing in East central Scotland.

Richard A Clowes, MRICS,  
Scottish Borders, DM Hall LLP,  
01896 752009, www.dmhall.  
co.uk, richard.clowes@dmhall.  
co.uk - A busy December with  
sellers still keen to come to  
market, possibly as a result of  
the impending Brexit vote in  
Westminster in January. Sellers  
and buyers need certainty and  
clarity to keep the market moving  
smoothly over the coming weeks.

Robin Smith, MRICS, Dundee/  
Angus/Fife, Walker Fraser  
Steele, www.walkerfrasersteele.  
co.uk, robin.smith@  
walkerfrasersteele.co.uk -  
There is a shortage of quality  
properties coming on the market.

Thomas Baird, MRICS, Glasgow,  
Select Surveyors Ltd, 0141 632  
6589, www.selectsurveyors.  
co.uk, reception@  
selectsurveyors.co.uk - Overall  
the year ending 2018 slowed  
down significantly for home  
report instructions in line with the  
festive period slow down. 2018  
figures are down on the previous  
year but not by much. The Brexit  
factor in 2019 will be interesting.

### Northern Ireland

Daniel Mc Leron, FRICS,  
Omagh, Co. Tyrone, Mc Leron  
Estate Agents, 02882 242772,  
www.mclernonestateagents.com,  
info@mclernonestateagents.com  
- Market now getting traditionally  
slower. Still buoyant at lower  
level but this may slow as more  
new-build stock, currently under  
construction, comes to the  
market.

Gareth Gibson, FRICS, Belfast,  
Douglas Huston, 02890683711,  
www.douglashuston.com,  
gareth@hustonestateagents.  
com - The market is very quiet,  
supply is short and demand is  
low, this is unlikely to change  
whilst uncertainty continues.

Kirby O'Connor, AssocRICS,  
Belfast, GOC Estate Agents,  
02890662366, www.  
gocestateagents.com, kirby@  
gocestateagents.com - The sales  
market has been very strong and  
has continued into December  
which is very unusual for this  
time of year.

Samuel Dickey, MRICS, Belfast,  
Simon Brien Residential,  
02890595555, www.simonbrien.  
com, sdickey@simonbrien.com  
- The market is strong over all  
sectors with valuation levels are  
up as expected after Christmas.

# Surveyor comments - lettings

## North

Mr D S Brannen, AssocRICS, Whitley Bay, Brannen & Partners, 0191 2517878, www.brannen-partners.co.uk, shaun.brannen@brannen-partners.co.uk - Many lets agreed for move-ins for early 2019, and the normal last minute move-ins by some tenants looking to take occupation before Christmas day.

## Yorkshire & Humberside

Alex McNeil, MRICS, Huddersfield, Bramleys, 01484 530361, alex.mcneil@bramleys1.co.uk - Recent increase in reluctant landlords selling which is probably due to changes in the tax regime and a feeling that there is likely to be limited capital growth in the short term. Rent levels maintained due to shortage of supply.

Ben Hudson, MRICS, York, Hudson Moody, 01904 650650, www.hudson-moody.com, benhudson@hudson-moody.com - Lack of supply keeping demand and rents high.

Chris Clubley, FRICS CAAV, Market Weighton, Clubleys, 01430 874000 - Tenant demand is expected to increase as the market for sales slows, rentals will increase.

David J Martindale, MRICS, Wakefield, FSL, david.martindale@fslea.com - Lettings continued to be busy.

Ian Adams, MRICS, Hull and East Yorkshire, Metropolis, lanadams31@yahoo.co.uk - Steady flow of eastern Europeans bolstering demand.

Pete Shield, Sheffield, Shield Estates UK Limited, 0114 2571000, info@shieldgroup.uk.com - Despite the run up to Christmas, the local lettings market has been quite active.

Peter Green, Halifax, Brearley-Green, 01422 330088 - Christmas period is having an adverse effect on rentals, which we are hopeful will improve in the New Year for obvious reasons. Brexit does not seem to affect rentals - certainly not as much as sales.

## North West

John Halman, MRICS, Wilmslow, Gascoigne Halman, 01625 460 344, www.gascoignealman.co.uk, jane@gascoignealman.co.uk - The lettings market is under immense pressure from lack of activity, falling fees and pending tenant fee ban.

Richard Towler, BSc MRICS, Penrith, Eden Lettings & Management, 01768 899421 - An unexpected increase in new instructions but some landlords selling up.

Simon Wall, RICS, Merseyside, Wall & Macnab Ltd, 01704872035, www.wallmacnab.co.uk, simon@simonwall.com - Tenant demand remains strong.

## East Midlands

Christopher Shallice, FRICS FAAV, Holbeach, Hix & Son, 01406 422 777 - Applications varying in quality.

David Hammond, BSc FRICS, Nottingham, David Hammond Chartered Surveyors., 01773 767776, residential@dvdhammond.co.uk., residential@dvdhammond.co.uk - Low demand from prospective tenants. Instructions quiet.

David Pidgeon, AssocRICS, Nottingham, Portland Surveys, dpidgeon@portlandsurveys.co.uk - Brexit likely to affect sales market, job security etc., possible strengthening demand. Some EU migrants likely to leave the UK, resulting in vacant lower end or HMO type stock.

John Chappell, MRICS, Skegness, Property Office, 01754 763520 - The usual Christmas slowdown has occurred. More prospective tenants on universal credit. More landlords not prepared to accept it.

Nick Richardson, FRICS, Nottingham, Nicholas Richardson, 0115 9677589, nrichardson@nicric.co.uk - No trouble letting any house.

Peter Buckingham, Market Harborough, Andrew Granger & Co, 01858 431315, www.andrewgranger.co.uk, peter.buckingham@andrewgranger.co.uk - The market is surprisingly buoyant with strong demand and an increasing number of new landlords who are retired and choosing to invest their pension funds in the property market in the absence of any strong returns elsewhere.

Will Ravenhill, MNAEA MARLA, Leicester, Readings, 0116 2227575, www.readingspropertygroup.com, wravenhill@readingspropertygroup.com - Demand from tenants really strong over September/October/November.

## West Midlands

Colin Townsend, MRICS, Malvern, John Goodwin, 01684 892809, www.johngoodwin.co.uk, colin@johngoodwin.co.uk - A slow month by all measures. Stock of available homes is low so rents should remain stable or might even be set to rise a little

Dean Taylor, MRICS, Harborne/Birmingham, JPTaylor Surveyors and Property Managers, 0121 4284333, www.jptaylor.co.uk, dean@jptaylor.co.uk - Usual slow down towards the break, however we did receive a number of tenant enquires.

J J Dell, MRICS FAAV, Oswestry, J J Dell & Co, 01691 653437, www.jjdell.co.uk, property@jjdell.co.uk - Instructions very slow.

Jennifer Price, FRICS, Birmingham, Harrison Price Homes, jennifer@harrisonpricehomes.co.uk - Fewer tenants, as expected over the Christmas period.

Jeremy Jehan, MRICS, Hereford, Brightwells, 01432 261325, jeremy.jehan@brightwells.com - Sales far better in November and December with lots of activity. Instructions quiet, but new instructions expected in the new year with vendors not waiting for the traditional spring surge.

John Andrews, FRICS IRRV, Stourport, Doolittle & Dalley, 01562 821600 - More properties needed to satisfy demand as enquiries to rent property continue to increase.

John Andrews, FRICS IRRV, Bewdley, Doolittle & Dalley, 01562 821600 - More properties needed to satisfy demand as enquiries to rent property continue to increase.

John Andrews, FRICS IRRV, Kidderminster, Doolittle & Dalley, 01562 821600 - Still a very active market with fewer new instructions, however, high numbers of new enquiries.

John Andrews, FRICS IRRV, Bridgnorth, Doolittle & Dalley, 01562 821600 - Still a very active market with multiple applications for many rented properties. Demand still exceeds supply.

Mike Arthan, FRICS, Shropshire, Barbers, m.arthan@barbers-online.co.uk - Plenty of tenant demand. Shortage of rental properties available.

Nicholas Lamb, MRICS, Birmingham, Naismiths Limited, 0121 2623450, www.naismiths.com, nicholas.lamb@naismiths.com - Demand for institutionally managed good quality rental product continues to rise, particularly from families.

Richard Franklin, BSc (Hons) MRICS, Worcestershire, Franklin Gallimore, 01584 810436 - Slow trade in anticipation of fee ban in the spring.

## East Anglia

Chris Philpot, FRICS, Stowmarket, Lacy Scott and Knight, www.lsk.co.uk, cphilpot@lsk.co.uk - Still very busy, but fewer new landlords coming into the market.

James Steggles, FRICS, Norwich, Stackyard Estates Ltd, james@flintuk.com - More properties available than normal.

Jeffrey Hazel, FRICS, Kings Lynn, Geoffrey Collings & Co, 01553 774135 - Steady supply and demand.

# Surveyor comments - lettings

Kevin Burt-Gray, MRICS, Cambridge, Pocock & Shaw, kevin@pocock.co.uk - General demand is steady. Fairly quiet over Christmas period but activity has picked up in the New Year.

Nigel Steele, FRICS, Norfolk, Jackson-Stops, 01603 612333, www.jackson-stops.co.uk, nigel.steele@jackson-stops.co.uk - Good demand for well presented properties.

## South East

Anthony Webb, FRICS, Cobham, Surrey, Trenchard Arlidge, 01932 864242, www.trenchard-arlidge.co.uk, twebb@trenchard-arlidge.co.uk - Existing rental properties achieving same rents as before from fewer tenant enquiries.

Craig Pilgrim, MRICS Registered Valuer, Hungerford, Pilgrim Bond, craig@pilgrimbond.co.uk - Depressed due mainly to Brexit

David Boyden, MRICS, Colchester Head Office, Boydens, 01206 762244, www.boydens.co.uk, david.boyden@boydens.co.uk - Second highest month of the year for new instructions. Number of lets completing in line with the expected levels taking into consideration the festive season. Applicant levels remain healthy considering, rent levels needing to be reviewed to let.

David Parish, FRICS, Upminster, Gates Parish & Co, 01708 250033, professional@gates-parish.co.uk - Demand for good quality properties is quite good but more tenants are now negotiating reductions in asking rents.

David Robinson, MRICS, Westerham, Karrison Residential, 01959 563800 - Reduced market activity resulting from future political uncertainty.

Eoin Hill, MRICS, Berkshire/Hampshire, SDLSurveying, eoin.hill@talk21.com - Buy to Let are still being impacted negatively by government measures.

Gary Hall, London, Knight Frank, gary.hall@knightfrank.com - Lack of new investors has impacted our market with the number of new properties being lower than the same period last year.

Hannah Ward, Hove, King and Chasemore (Countrywide), 01273 719625, hannah.ward@countrywide.co.uk - Brexit.

Henry Wethered, MRICS, Canterbury, Strutt and Parker, henry.wethered@struttandparker.com - Poor time of year to be letting property - causing a reduction of interest over the past 3 months.

John Frost, MRICS, Amersham, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Christmas/New Year meant we lost a couple of weeks but a few people wanted pre-Christmas move-ins so it helped in that way.

John Frost, MRICS, Gerrards Cross, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - No buy to let landlords. Shortage of new stock.

Martin Allen, MRICS, Wingham, Canterbury, Elgars, 01227 720557, www.elgars.uk.com, m.allen@elgars.uk.com - Complete opposite to Sales market - plenty of activity in the run up to Christmas and even busier since.

Michael Booker, FRICS, Crowborough, Michael Brooker Estate Agents, 01892 663377, michael@michaelbrooker.co.uk - Steady market.

Stuart Gray, MRICS FAAV, St Albans, Strutt & Parker, 01727 738280, www.struttandparker.com, Stuart.gray@struttandparker.com - A more active December than in some previous years but pricing of larger properties continues to be sensitive.

Tom White, MRICS, Saffron Walden, Audley End, tom.white@audleyendestate.co.uk - Healthy demand from good quality tenants continues to match supply.

Tony Jamieson, MRICS, Guildford, Clarke Gammon Welers, 01483 880900, www.clarkegammon.co.uk, tony.jamieson@clarkegammon.co.uk - There a lot of rental stock available and fewer tenants, so rents have to be very competitive.

## South West

Mark Annett, FRICS, Chipping Campden, Mark Annett & Company, 01386 841622 - Demand is down but that is normal for Christmas. We must wait and see what happens in the New Year.

Mark Lewis, FRICS, Dorset, Symonds & Sampson, mlewis@symondsandsampson.co.uk - The usual increased post Christmas demand from tenants due to relationship break ups has happened again and one and two bedroom properties are required.

Matthew Harvey, MRICS, Bourton on the Water, Tayler & Fletcher, 01451820913, taylerandfletcher.co.uk, matthew.harvey@taylerandfletcher.co.uk - Demand for rental properties remains strong and supply is limited. Strong letting market overall.

Simon Cooper, FRICS, Exeter, Stags, 01392 255202, stags.co.uk, s.cooper@stags.co.uk - Strong market at the moment and post tenant fee ban. I envisage a busier market though at higher rent levels.

## Wales

Anthony Filice, FRICS, Cardiff, Kelvin Francis Ltd., 02920 766538, www.kelvinfrancis.com, tony@kelvinfrancis.com - Noticeable increase in the number of landlords doing their own management, requiring a 'let only' service. There are new landlords entering the market again. Rents are holding up well, Tenant demand exceeding supply.

Nicola Taylor, Cardiff, MGY Ltd, 02920845063, www.mgy.co.uk, nicola.taylor@mgycy.co.uk - We have had a slow down in relocation company lets which we suspect is down to the uncertainty of Brexit.

Paul Lucas, FRICS, Haverfordwest, R.K.Lucas & Son, 01437762538, www.rklucas.co.uk, paul@rklucas.co.uk - The letting market remains uncertain in the light of constant changes in statutory requirements.

## London

Allan Fuller, FRICS, Putney, Allan Fuller Estate Agents, 020 8788 8822, www.allanfuller.co.uk, allan@allanfuller.co.uk - For us the letting market has held up well, probably aided by people looking to rent not buy at the moment, number of new lettings in December was up on the average.

Angela Kelly, MRICS, City and Clerkenwell, Hurford Salvi Carr Ltd, 02074901122, www.hurford-salvi-carr.co.uk, angela.kelly@h-s-c.co.uk - As new projects in the City are on hold awaiting Brexit clarity, so too is demand for rented accommodation in the vicinity.

B K Bhalla, MRICS, HI DIP, CEA, Hounslow/ Heathrow/ West London, Acrewoods, 02085775733, www.acrewoods.com, enquiries@acrewoods.com - Market is slow, typical for this time of year. Concern for many landlords is tenant affordability. Many landlords are prepared to take a hit on rent to continue with a tenant that is a regular payer that creates little fuss.

Ben Temple, MRICS, London, Regent Property, 02087439101, www.regent-property.com, ben@regent-property.com - The lettings market is strong with professional sharers and international students returning to find flats in London. We have started the year well and expect this to be a good year for rentals.

## Surveyor comments - lettings

J.J.King, FRICS, Merton LB, Andrew Scott Robertson, 020 8971 6780, www.as-r.co.uk, jking@as-r.co.uk - Much of the work took place last month, enquiry levels have reduced, while stock levels remain low, landlords are holding off letting while greater returns maybe obtained in selling.

J.J.King, FRICS, Wimbledon, Andrew Scott Robertson, 020 8971 6780, www.as-r.co.uk, jking@as-r.co.uk - Letting enquires continue to outpace sales. This will continue until such time as house prices start to rise. Early Spring is the earliest time if it is to happen.

James Gubbins, MRICS, Pimlico, Dauntons, 020 78348000, www.dauntons.co.uk, mail@dauntons.co.uk - Very quiet in the run-up to Christmas but the increase in enquiries at the start of January is promising. Lack of stock still an issue.

Jeff Doble, FRICS, London, Dexters, jeffdoble@dexters.co.uk - The lettings market has been very busy in Q4.

Jeremy Leaf, FRICS, Finchley, Jeremy Leaf & Co, jeremy@jeremyleaf.co.uk - Tax and regulatory changes are prompting some landlords to sell and contributing to a lack of available stock especially smaller 1 and 2 bed flats. Rents are fairly stable for now but may edge upwards if the problem persists.

Mark Wilson, MRICS, London, Globe Apartments, 020 7935 9512, www.globeapt.com, mark@globeapt.com - The lettings market is in bear territory with uncertainty driving the market. Instructions are thin on the ground so there is general quietness to boot. We are predicting rents lower in 2019. We can't see any upside in the economy. Hope we are wrong.

Simon Aldous, MRICS, London, Savills, 02070163861, savills.co.uk, saldous@savills.com - Rates of rent reductions are easing and in some areas, where there is not an over supply of new build property, demand and rents are holding up.

Tom Dogger, MRICS, London, B N Investment Ltd, www.bakkenptune.com, tdogger@bninvestment.co.uk - Stagnation of the sales market and an unprecedented lack of confidence to buy, combined with exiting private landlords from this sector, can only produce an increase in rental values.

Will Barnes Yallowley, AssocRICS, Kensington London, LHH Residential, 02073762286, www.lhhresidential.co.uk, will@lhhresidential.co.uk - The flurry of activity before Christmas now seems to have subsided.

### Scotland

Carolyn Davies, MRICS, Dumfries, Savills, 01387 263066, www.savills.co.uk, cmadavies@savills.com - In the rural housing sector, location and accessibility continues to be a key trend in finding tenants. The remote properties away from facilities taking considerably longer to rent.

Grant Robertson, MRICS, Glasgow, Allied Surveyors, 0141 0330 9950, grant.robertson@alliedsurveyorsscotland.com - As with sales, lack of quality stock is holding back demand, and ensuring rental levels are maintained or increased at the upper end.

Ian J Fergusson BSc, FRICS, Scotland, J&E Shepherd, www.shepherd.co.uk, ian.fergusson@shepherd.co.uk - Rents will rise to meet landlords increased cost of ownership.

Ian Morton, MRICS, St Andrews, Bradburne & Co, 01334 479479, bradburne.co.uk, info@bradburne.co.uk - The steady demand by tenants has slowed as expected in December and it is expected that into the new year, demand will increase again as potential buyers rent rather than buy in uncertain times.

John Brown, FRICS, Edinburgh, John Brown and Company, 07768583919, john.brown@jb-uk.com - Better demand but decreased stock, potential restrictions of Airbnb pending could mean more stock back to longer term lettings.

John Gell, MRICS, Inverness, Simply Let, www.simplylet.biz, john.gell@simplylet.biz - The Christmas lull unusually failed to materialise last month, with activity sustained all month. Well-presented properties securing tenants quickly, and investors still active in the market, apparently undeterred by recent taxation changes.

Linda Gove, MRICS, St Andrews, Shepherd, l.gove@shepherd.co.uk - Steady demand

Neil Woodhead, FRICS, Inverclyde, Castle Estates, 01475784781, www.castle-estates.co, neil@castle-estates.co - Landlord exiting market slowing down and good quality properties still in demand. Over supply of "tired" properties having a negative effect on rents.

### Northern Ireland

Gareth Gibson, FRICS, Belfast, Douglas Huston, 02890683711, www.douglashuston.com, gareth@hustonestateagents.com - This is normal winter activity levels as the market starts to prepare for the busy March to September period.

Kirby O'Connor, AssocRICS, Belfast, GOC Estate Agents, 02890662366, www.gocestateagents.com, kirby@gocestateagents.com - Rental market has been great, strong demand although most parties keen to wait until January to start their lease.

Samuel Dickey, MRICS, Belfast, Simon Brien Residential, 02890595555, www.simonbrien.com, sdickey@simonbrien.com - Rentals continue to perform strongly and are likely to continue to perform well over the next few months.



# Surveyor contact details

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