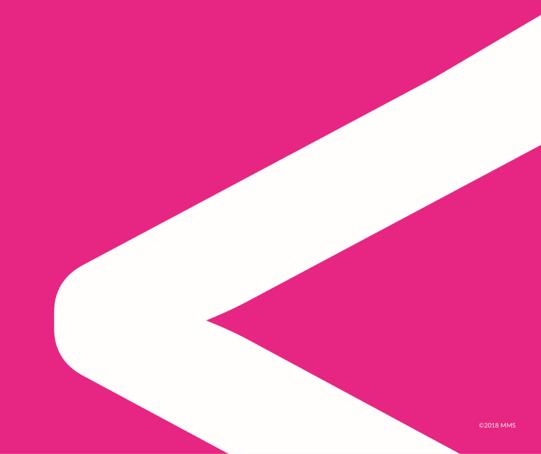


Housing market overview Produced 06 March 2019

This document provides the latest information available from various sources, with dates varying from December 2018 - February 2019





Contents

| Market overview | 3 | , |
|--|---|------------|
| Summary of published price indices | 4 | ŀ |
| UK annual house prices – rate of change | 5 | , |
| Regional all-dwellings annual house price – 12-month $\%$ change | 6 | ; |
| UK house-price rates of change: types of buyer | 7 | , |
| UK house-price rates of change: type of dwelling | 8 | } |
| Number of housing transactions per month | 9 |) |
| Monthly asking-price trend | 1 | 0 |
| Home asking-price trend (England & Wales) | 1 | 1 |
| Average-time-on-market indicator (National) | 1 | 2 |
| Asking-price fluctuation percentage | 1 | L3 |
| UK sales volumes by funding status | 1 | 4 |
| UK house-price-to-earnings ratio | 1 | L 5 |
| Average properties for sale per estate agent | 1 | ١6 |



Market overview

- A mixed bag in this month's report; half of our available sources are still reporting month-on-month increases in house prices in the range 0.2% to 5.9%, while LSL Property Services, home.co.uk and Nationwide report decreases of 0.1%-0.2%. Unlike last month's report, two of our sources (home.co.uk and LSL Property Services) are reporting annual decreases of 0.2% and 0.9% respectively.
- Inland Homes are reporting that, despite well-reported political and economic uncertainty, demand for new homes continues to significantly outstrip supply. At present, their market segments remain stable with continued demand across their core activities and their visitor numbers and sales rates are holding up well. They go on to say that the market for land in prime locations with planning consent continues to be robust.
- Taylor Wimpey tell us that 2018 was another strong year, with good progress against their strategic priorities. They delivered in line with their expectations, achieving a strong sales rate and record revenues. And despite ongoing macroeconomic and political uncertainty, they have made a very positive start to 2019 and are encouraged to see continued strong demand for their homes.
- Rightmove reports the national average asking prices of newly-marketed property rose by 0.7% (+£1,981) this month. They say this is consistent with the recent norm for this time of year, which saw an average 0.6% February uplift over the previous two years. They do however go on to say, as we enter the traditionally more buoyant spring market, the average annual rise of 0.2% (+£714) is the most subdued that they have recorded at this time of year since 2009.
- Halifax comments that, in January, mortgage approvals rose compared to December. Bank of England industry-wide figures show that the number of mortgages approved to finance house purchases rose 3.6% to 66,766. They say the January rate is marginally above the five-year average monthly approval rate of 66,366, and is 1,635 above the previous 12-month average. (Source: Bank of England, seasonally-adjusted figures)

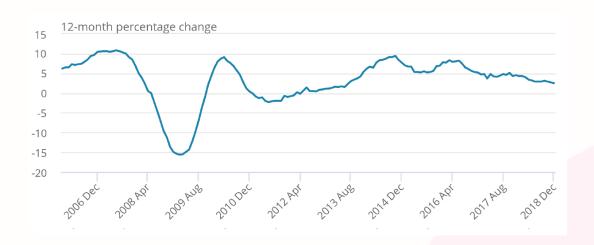


Summary of published price indices

| Source website | Period covered | Monthly change (%) | Annual change (%) | Average house price | Official releases |
|--------------------------------|----------------|--------------------|-------------------|---------------------|-------------------|
| gov.uk UK house price index | December '18 | ^ 0.2 | ^ 2.5 | £230,776 | 13.02.2019 |
| LSL Property Services | January '19 | v 0.2 | v 0.9 | £304,739 | 02.2019 |
| Halifax | February '19 | ^ 5.9 | ^ 2.8 | £236,800 | 07.03.2019 |
| home.co.uk | February '19 | v 0.2 | V 0.2 | £304,671 | 12.02.2019 |
| Hometrack | January '19 | N/A | ^ 2.9 | £252,700 | 27.02.2019 |
| Nationwide | February '19 | v 0.1 | ^ 0.4 | £211,304 | 02.2019 |
| Rightmove | February '19 | ^ 0.7 | ^ 0.2 | £300,715 | 18.02.2019 |



UK annual house prices – rate of change



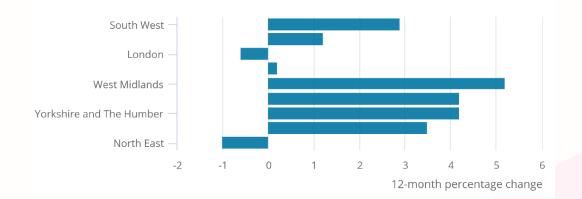
After almost grinding to a complete halt in January, annual house price growth remained subdued in February, with prices just 0.4% higher than the same time last year.

Source: Nationwide price index

Source: gov.uk price index



Regional all-dwellings annual house prices – 12-month % change



Source: gov.uk price index

Whilst the headline figures indicate that 2019 is a year of house price correction, the current fortune of any given region depends on where they are in the property boom-bust cycle. Early booming (and hence earlyto-bust) areas are London, the south east and east while later growth regions are to be found in the north and west. Of course, the fact that London was the first regional market to go into the red means it will also be the first to recover.

Source: home.co.uk price index



UK house-price rates of change: types of buyer

| Type of buyer | Average price December 2018 | Monthly change | Annual change |
|-----------------------|-----------------------------|----------------|---------------|
| First time buyer | £194,237 | 0.2% | 2.0% |
| Former owner occupier | £268,067 | 0.1% | 2.8% |

Source: gov.uk price index

The rise in home ownership was driven by an increase in the number of people owning their home with a mortgage, which began to increase again after declining continuously since 2005. The number of people owning their own home with a mortgage rose by 5% over the year to 6.9 million, though this is still 20% below the peak recorded in 2000.

Source: Nationwide price index



UK house-price rates of change: types of dwelling

| Property status | Average price October 2018 | Monthly change | Annual change |
|--------------------------|----------------------------|----------------|---------------|
| New build | £296,460 | 2.3% | 7.2% |
| Existing resold property | £227,181 | -0.4% | 2.7% |

Source: gov.uk price index

National average asking prices of newly-marketed property rose by 0.7% (+£1,981) this month. This is consistent with the recent norm for this time of year which saw an average 0.6% February uplift over the previous two years. However, as we enter the traditionally more buoyant spring market the average annual rise of 0.2% (+£714) is the most subdued that Rightmove has recorded at this time of year since 2009.

Source: Rightmove price index



Number of housing transactions per month

| Country | October 2018 | October 2017 |
|-------------------------------------|--------------|--------------|
| England | 66,599 | 77,047 |
| Northern Ireland (Quarter 4 - 2018) | 5,736 | 6,784 |
| Scotland | 9,003 | 9,047 |
| Wales | 3,911 | 4,471 |

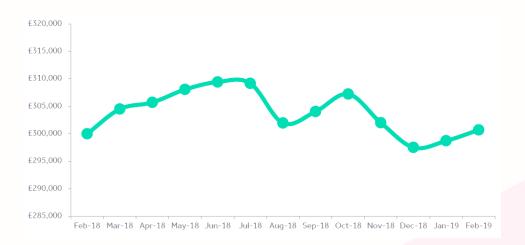
Source: gov.uk price index

In January 2019, there were an estimated 56,000 transactions — based on Land Registry counts for England & Wales – which is a -28.4% fall on our still-estimated December figure of 78,250 sales. However, one would normally anticipate a fall in sales volumes of -27.9% at this time of the year, so the decrease of -28.4% represents a relatively small -0.5% reduction in transactions, or -390 sales, on a seasonally-adjusted basis. The estimated 56,000 sales in January 2019 are 4.6% lower than the 58,716 sales in January 2018 and are at their lowest level since January 2013.

Source: LSL Property Services



Monthly asking-price trend



Longer daylight hours and green shoots appearing in gardens herald the start of the traditionally more buoyant spring market. Sellers' subdued pricing is now being outstripped by higher average wage growth, meaning that buyer affordability is on the rise at the fastest rate in nearly eight years. Buyers are also being given the leg-up by cheap mortgage rates, if they can meet lenders' criteria and lay their hands on a large enough deposit. In theory the scene would be set for an active spring if it were not for the uncertain political backdrop.

Source: Rightmove price index



Home asking-price trend for England & Wales

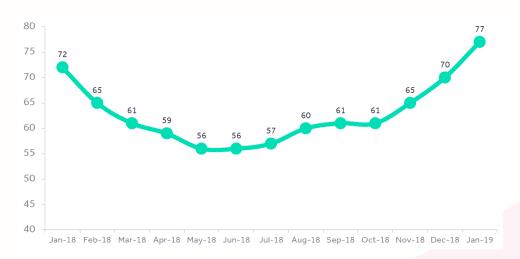


Overall average price growth in England and Wales slips into the negative, a situation not seen since November 2011. Sliding prices in London, the south east, the south west and the east of England have served to push down the national average into the red year-on-year. London's loss over the last 12 months has now edged up to 3.3%, and 6.9% since the start of the slide in May 2016. Asking prices in the south east and the east are now dropping faster and losses have increased to 2.5% and 1.8% respectively. Last month, the south west became the latest domino to fall and prices there are now down 0.5% year-on-year.

Source: home.co.uk price index



Average-time-on-market indicator – National



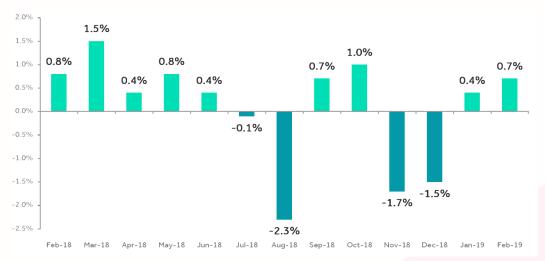
Source: Rightmove price index

Typical time-on-market continues to rise in London (+16%), the south west (+16%), the south east (+19%) and the east of England (+19% year-on-year), as prices fall in each region.

Source: home.co.uk price index



Asking-price fluctuation percentage



Source: Rightmove price index

House prices have grown on an annual, quarterly and monthly basis for the first time since October 2018, taking the average house price to £236,800. The shortage of houses for sale will certainly be playing a role in supporting prices. House price growth is now at 1.8%, an increase from the 0.6% fall last month, and back at the rate we saw from July to September 2018.

Source: Halifax price index



UK sales volumes by funding status

| Funding status | Average price December 2018 | Monthly change | Annual change |
|----------------|-----------------------------|----------------|---------------|
| Cash | £220,271 | 0.2% | 2.4% |
| Mortgage | £240,425 | 0.2% | 2.4% |

Source: gov.uk price index

Indicators of housing market activity, such as the number of property transactions and the number of mortgages approved for house purchase, have remained broadly stable in recent months, but survey data suggests that sentiment has softened.

Source: Nationwide price index



UK house-price-to-earnings ratio



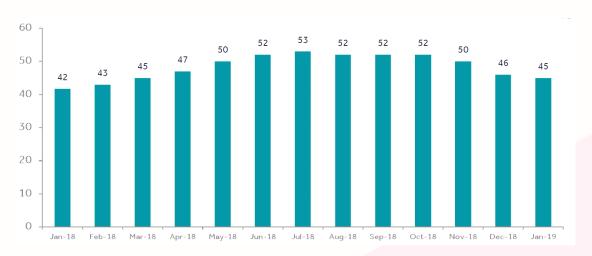
Source: Nationwide price index

...with average wage growth now running at an annual rate of 3.4%, buyer affordability is improving at the fastest rate against average newseller asking prices since 2011.

Source: Rightmove price index



Average properties for sale per estate agent



Source: Rightmove price index

Overall, supply of property for sale in the UK is up by 4% YoY and the total stock for sale has increased by 10.1%.

Source: home.co.uk price index



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