



## April 2018: UK Residential Market Survey

# Price balance dips but demand and sales stabilise

- National price indicator turns marginally negative although regional picture remains mixed
- Both new buyer enquiries and agreed sales stabilise following recent declines
- Tougher conditions still being seen across the more expensive tiers of the market

The April 2018 RICS Residential Market Survey results show a steadier trend emerging for sales activity across the UK, with key indicators more stable relative to recent months. Nevertheless, prices continue to fall in some parts, with London and the South East in particular showing further weakness. While near term indicators are generally flat for both sales and prices at the national level, twelve month expectations point to a modest pick-up further out.

The national RICS Price balance slipped to -8% in the latest results, having signalled a flat outturn in each of the past two reports. Although this signifies the most negative figure since November 2012, it is consistent with only a very marginal decline in prices at this stage. Furthermore, the national reading continues to be heavily weighed down by feedback from London, where a net balance of -65% of contributors noted lower prices over the period. That said, respondents in the South East also continued to report falling prices, while the net balance turned marginally negative in the South West for the first time since May 2013; it remains to be seen whether this marks the start of a new trend or an aberration. By way of contrast, house price inflation remains firm in Northern Ireland and Scotland.

The national near term outlook for prices remains broadly flat, with modest gains in some parts of the country being offset by declines in others. Further ahead, however, a headline net balance of +31% of respondents expect prices to be higher in a year's time. Virtually all areas of the UK exhibit comfortably positive twelve month price expectations, led by the strongest sentiment in Scotland and the North West of England. On the same basis, expectations remain downbeat in London, albeit the net balance of -20% was the least negative since June 2017.

Survey feedback suggests it is the upper and middle priced tiers of the market that are proving the most challenging. Indeed, 69% of contributors reported that sales prices are coming in below asking price for properties valued at above £1m (66% back in January). What's more, this weakness seems to be spreading across the price category below, with 74% of respondents noting sales prices coming in lower than asking for properties listed at between £1m and

£500k (up from 56% in January). Conversely, a majority of contributors (59%) noted that sales prices were either at the same level or slightly above asking prices for properties marketed at £500k or less.

Turning to trends in activity, new buyer enquiries were more or less unchanged during April, arresting a sequence of four straight months in which they had declined fairly sharply. That said, although demand was not reported to have declined in the latest results, it has now been thirteen consecutive months since this indicator was last positive. Alongside this, new instructions continued to decline, albeit the net balance of -7% represents the least negative reading since last September. Consequently, average stock levels on estate agents' books were essentially unmoved, standing at 42.2 and still within a whisker of the all-time low set back in February of this year.

As with buyer demand, agreed sales also held relatively steady over the month, having fallen back noticeably for a number of reports. The regional picture still remains varied however, with sales only rising (to any meaningful extent) in four of the twelve regions/countries covered by the survey. Interestingly, London was one of those four areas, where a net balance of +10% of contributors cited an increase (the first positive reading in over twelve months).

Going forward, near term sales expectations point to a broadly flat picture for transactions at the national level. At the twelve month horizon, expectations are not much stronger, although a marginally positive net balance of +8% expect sales will rise over this time frame. When disaggregated, Scotland exhibits the most upbeat assessment for sales prospects over the coming year.

In the lettings market, tenant demand in the three months to April was stagnant, as the net balance slipped to +1% from +6% in the previous quarter (seasonally adjusted series). Part of the softness may be down to the dearth of new landlord instructions coming onto the rental market, with this indicator remaining negative for an eighth successive quarter. Rental growth expectations, although still slightly positive, moderated both at the three and twelve month horizons on the back of subdued demand momentum.

\*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:

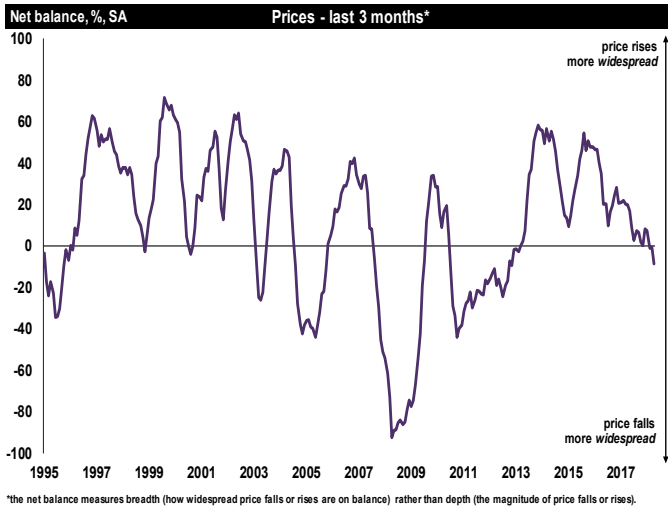
- May Survey: 14 June**
- June Survey: 12 July**
- July Survey: 9 August**

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

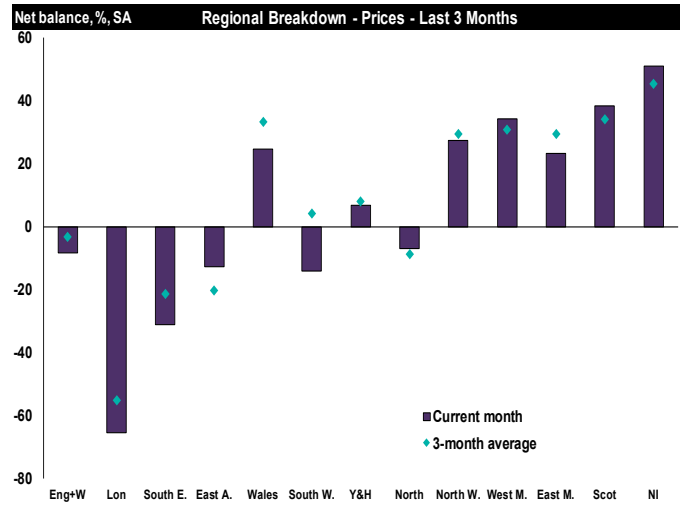
- This survey sample covers 451 branches coming from 293 responses

# Sales market charts

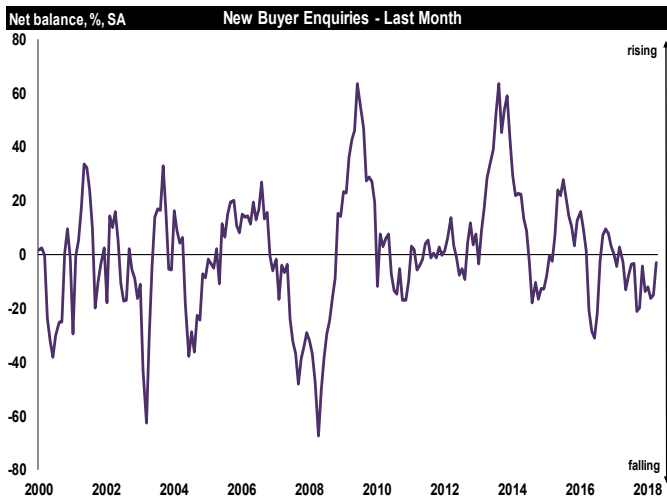
National Prices - Past three months



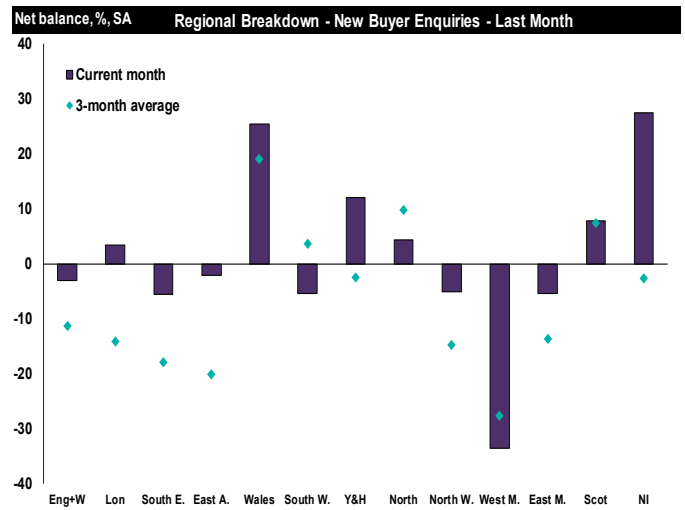
Regional Prices - Past three months



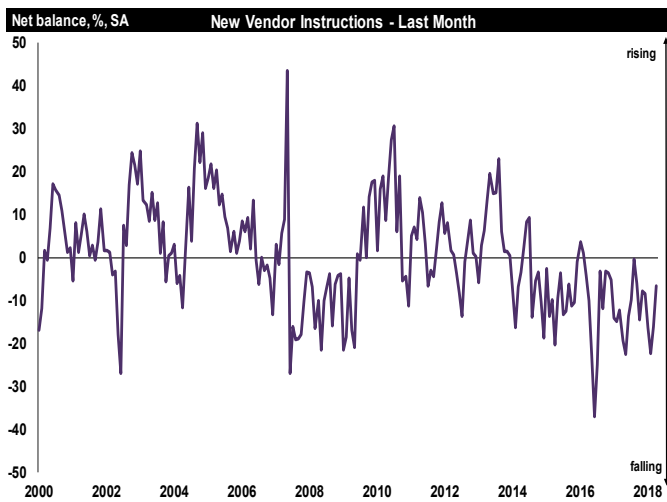
National Enquiries - Past month



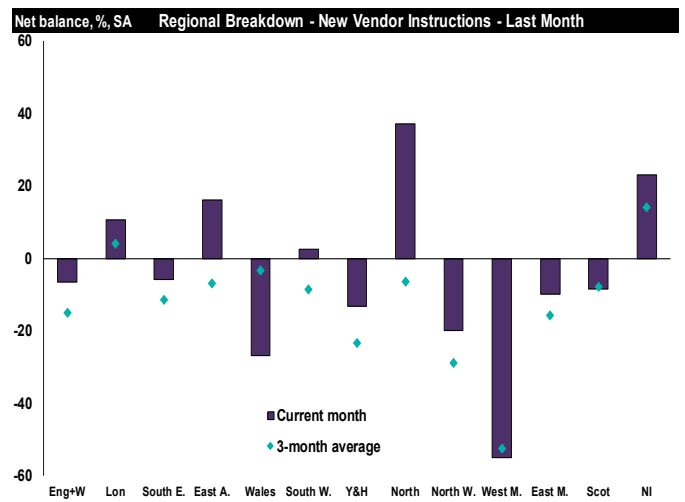
Regional Enquiries - Past month



National New Vendor Instructions - Past month

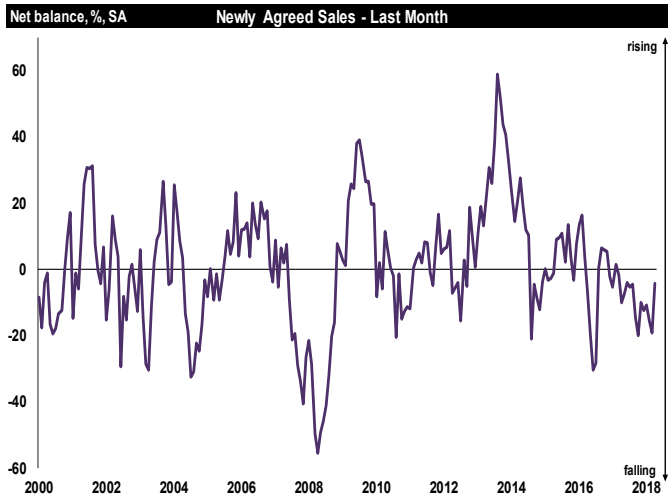


Regional New Vendor Instructions - Past month

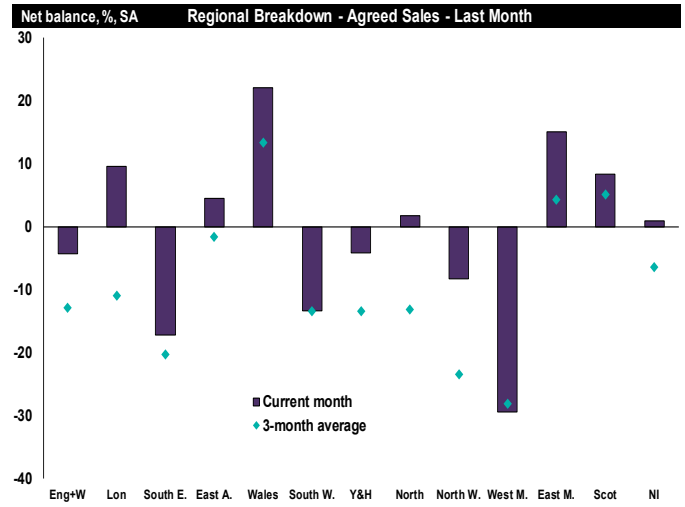


# Sales market charts

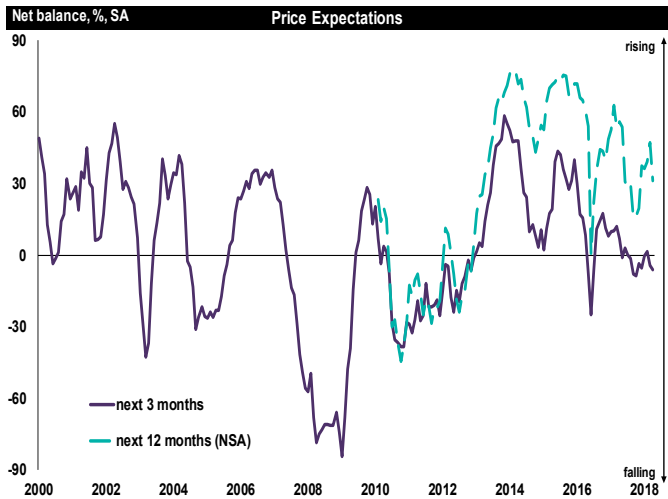
National Newly Agreed Sales - Past month



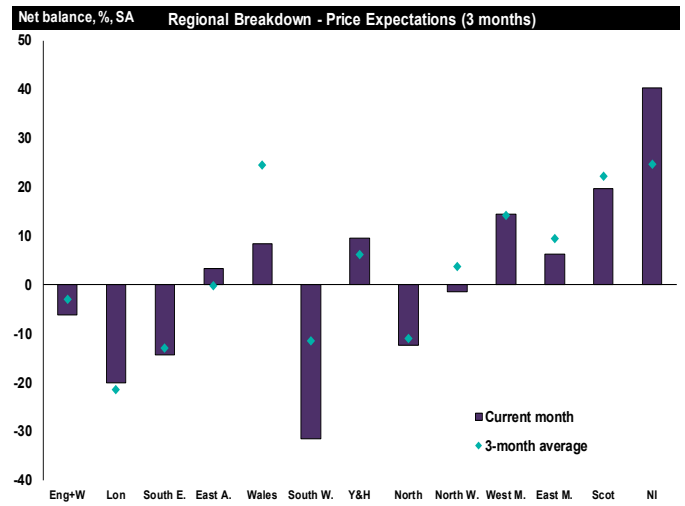
Regional Newly Agreed Sales - Past month



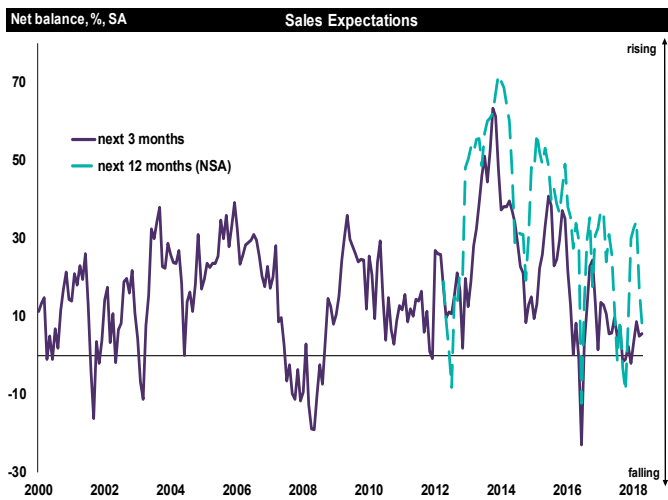
National Price Expectations - Three and twelve month expectations



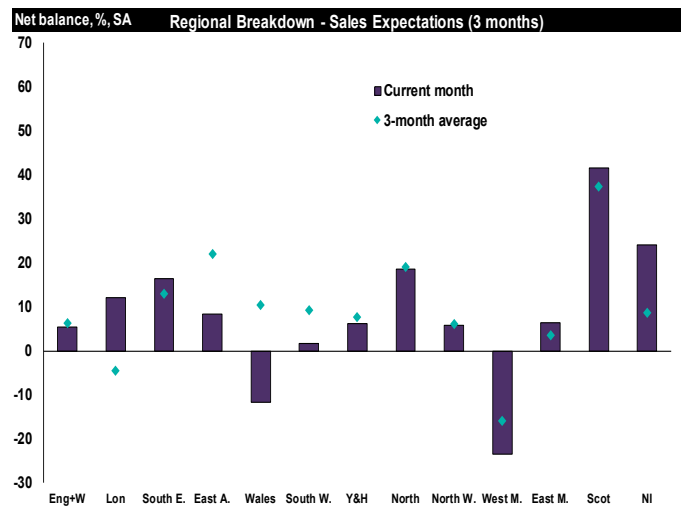
Regional Price Expectations - Next three months



National Sales Expectations - Three and twelve month expectations

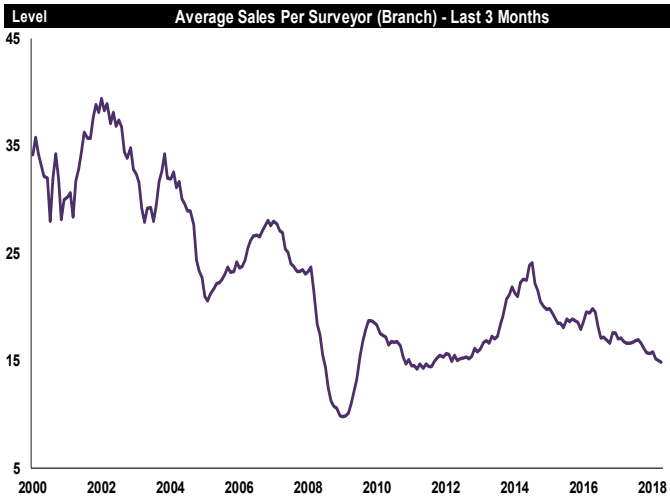


Regional Sales Expectations - Next three months

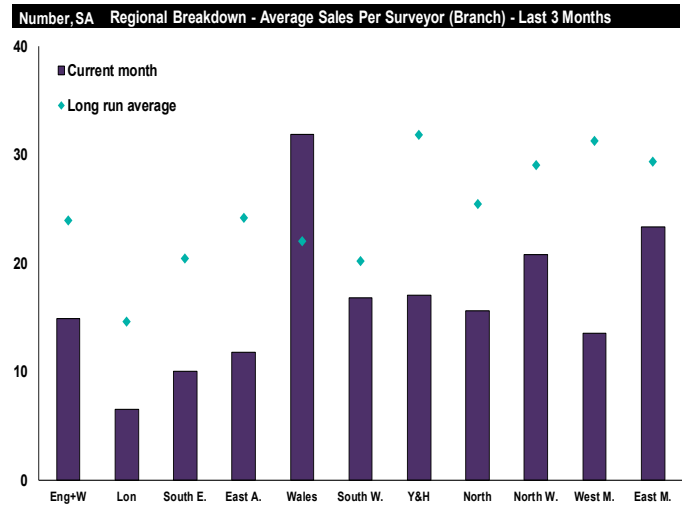


# Sales market charts

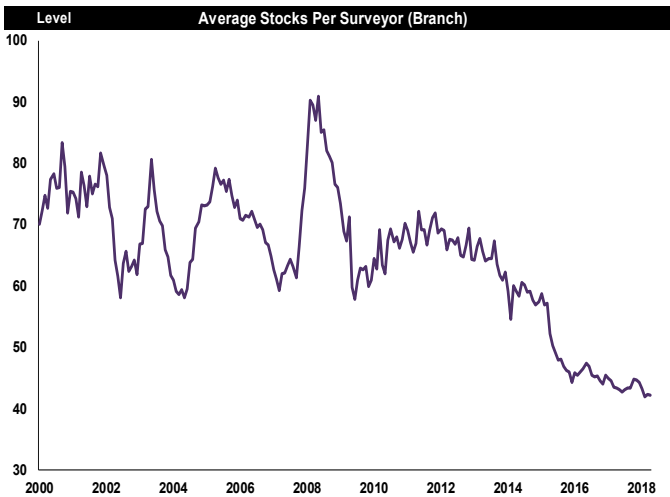
National Average Sales Per Surveyor - Past three months



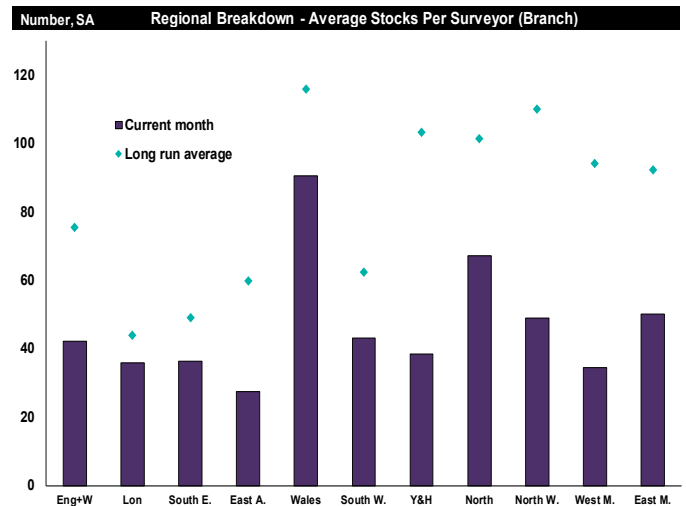
Regional Average Sales Per Surveyor - Past three months



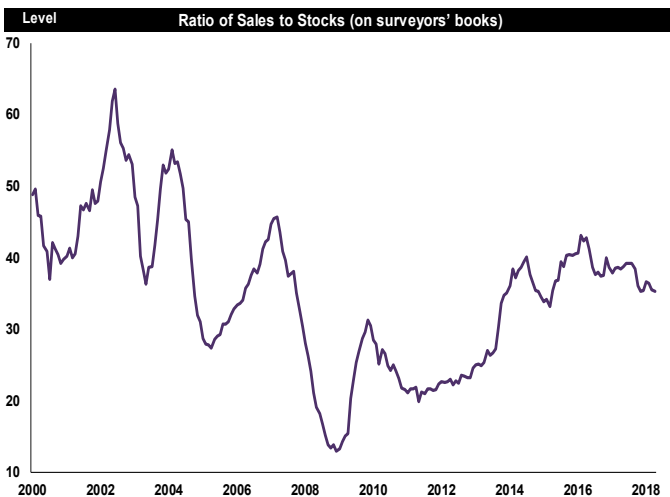
National Average Stocks Per Surveyor



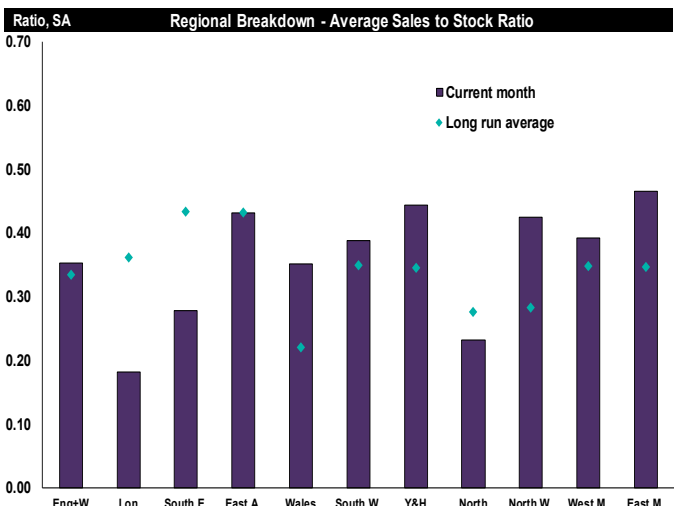
Regional Average Stock Per Surveyor



National Sales to Stock Ratio

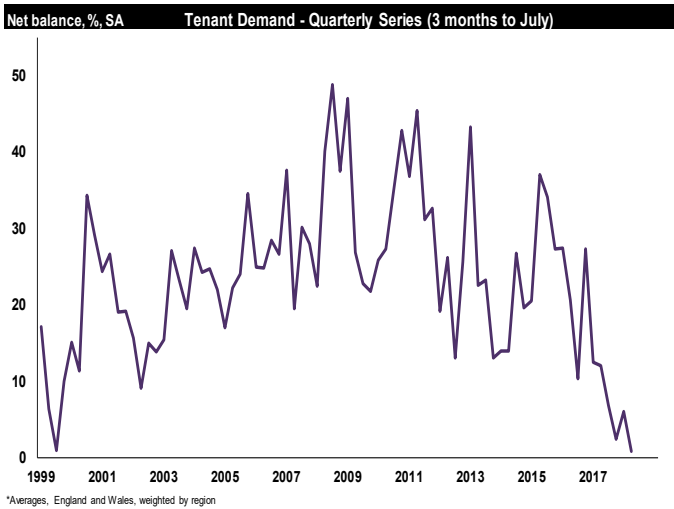


Regional Sales to Stock Ratio

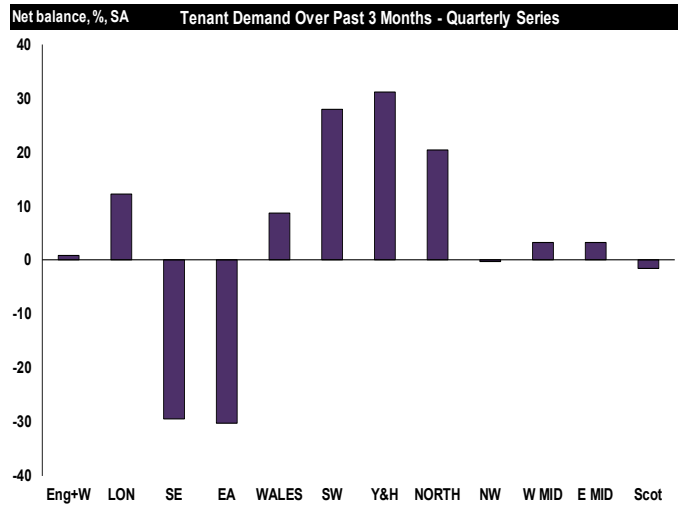


# Lettings market charts

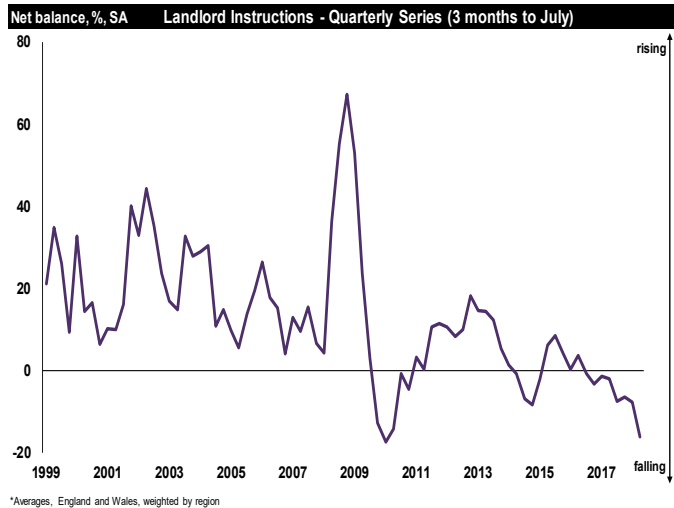
National Tenant Demand - Past three months



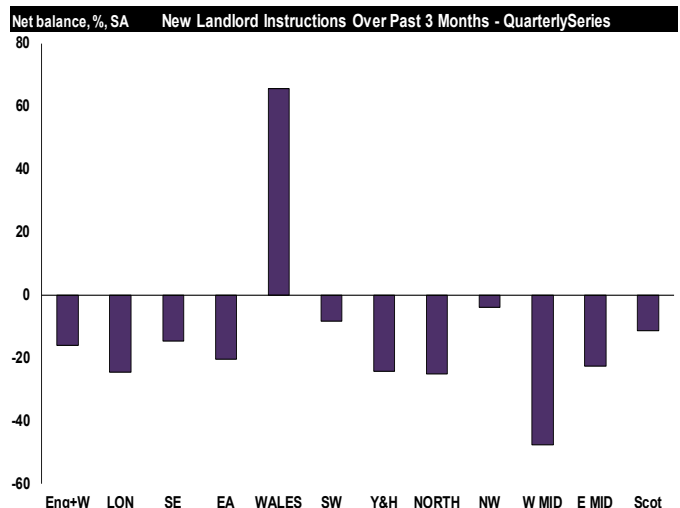
Regional Tenant Demand - Past three months



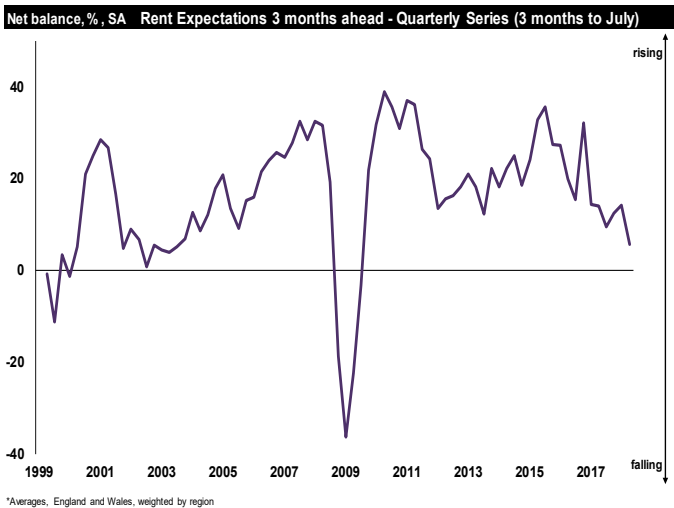
National New Landlord Instructions - Past three months



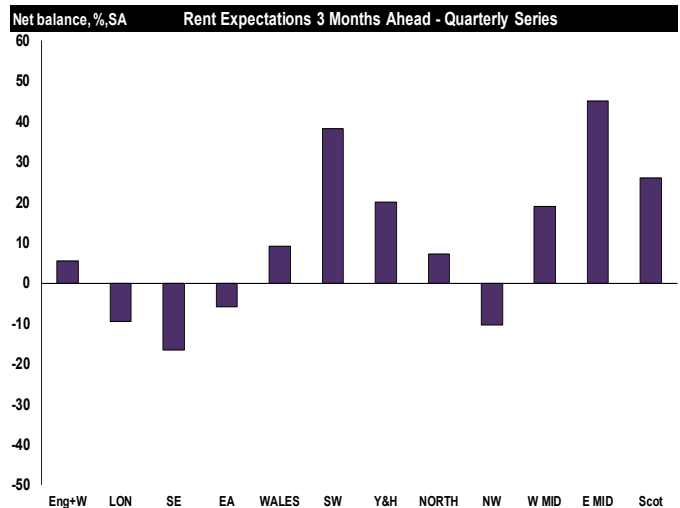
Regional New Landlord Instructions - Past three months



National Rent Expectations - Next three months

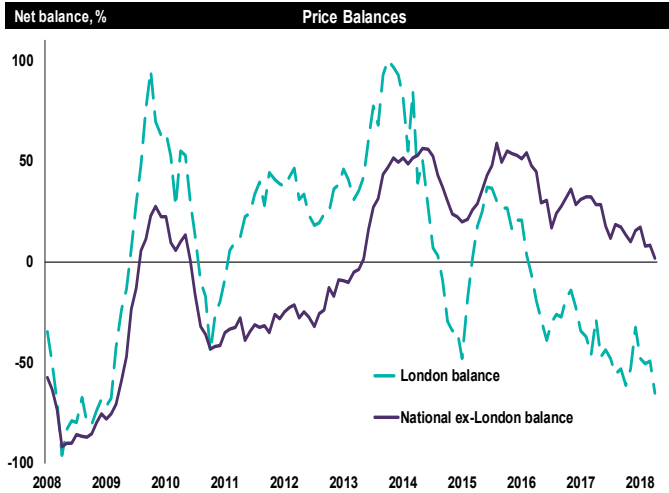


Regional Rent Expectations - Next three months

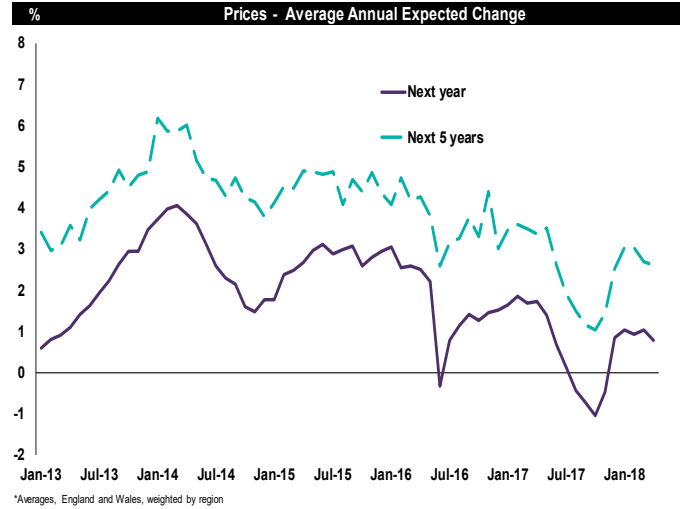


# Expectations & other data

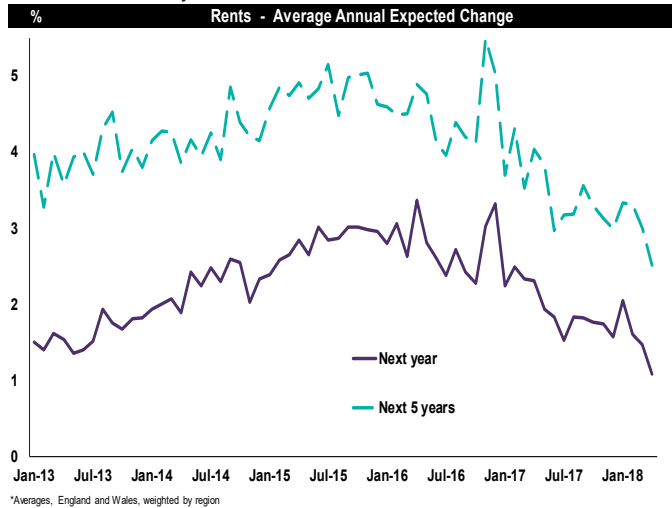
National Price Balance (excluding London) and London Price Balance - Past three months



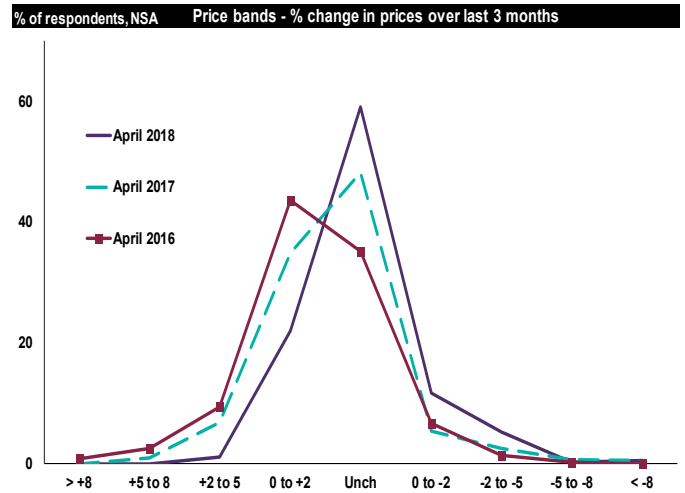
National Average Annual Expected Price Change (point estimate) - Next one and five years



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



Price Bands - Past three months





# Surveyor comments - sales

## North

Andrew Holmes, BSc (Hons) Dip Surv MRICS, Kendal, Thompson Hayton Winkley Estate Agents, 01539 815700 - Another steady month for listings and sales. Prices appear to be relatively stable.

Denise Walls, AssocRICS, Houghton le Spring, Kimmitt and Roberts, 0191 5848080, www.kimmittandroberts.com, denise.walls@kimmittandroberts.com - Bad weather usually slows the market down and the better weather leads to an improvement of people actively looking to buy and sell.

Mr T H Brannen, FRICS, NE Coast, Brannen & Partners, 0191 2517878, www.brannen-partners.co.uk, shaun.brannen@brannen-partners.co.uk - Instructions are up by approximately 30% on the same quarter last year, and sales are starting to increase.

Neil Foster, FRICS, Newcastle upon Tyne, Foster Maddison Property Consultants, 01434 605441 - Activity held up well in April despite poor weather and the Easter holiday. Quality of new stock has improved and this appears to be driving applicants and enquiries.

Paul McSkimmings, BSc(Hons) MRICS, Newcastle upon Tyne, Edward Watson Associates, 0191 2812444, www.edwardwatson-assoc.com, paul@edwardwatson-assoc.com - A busy month compared with the previous month. Good level of instructions despite Easter holidays. Investment flats and family homes still very popular.

Simon Bainbridge, MRICS, Darlington, Savills, 01325 370500, savills.co.uk, sbainbridge@savills.com - With Easter past and some better weather, there has been a dramatic increase in the number of appraisals/new instructions and transaction levels are on the rise.

## Yorkshire & Humberside

Alex McNeil, MRICS, Huddersfield, Bramleys, alex.mcneil@bramleys1.co.uk - Market showing similar pattern to last year, however, recent upturn in number of viewings and offers provides some scope for optimism. Demand levels remain strong, although stock levels continue to decline.

Chris Clubleby, FRICS FAAV, Market Weighton, Clubleys, 01430 874000, www.clubleys.com, mw@clubleys.com - The stock levels are extremely low, sales very strong, however, we are seeing an increase in fall throughs.

David J Martindale, MRICS, Wakefield, FSL, david.martindale@fslea.com - Our market is reasonably busy at the present time.

I Adams, MRICS, Kingston upon Hull, Metropolis Surveyors, ianadams31@yahoo.co.uk - Housing market lacking stock and therefore demand for the right house is still strong and in some cases, final offers are being accepted.

James Brown, MRICS, Richmond, Norman F Brown, 01748822473, normanfbrown.co.uk, belindandjames@hotmail.co.uk - Market has been steady this month.

John E Haigh, MRICS FAAV, Knaresborough, Lister Haigh (Knaresborough) Limited, 01423 860322, www.listerhaigh.co.uk, knaresborough@listerhaigh.co.uk - Uncertainty in the Government and the Economy. A rapidly increasing supply of new build houses. It's a worry.

John Reeves, FRICS, York, Colenso, 01904 682800, johnreeves@helmsley.co.uk - Stable.

Kenneth Bird, MRICS, Wetherby, Renton & Parr, 01937 582731, www.rentonandparr.co.uk, ken@rentonandparr.co.uk - Generally busier month but still down on last year.

Mark J Hunter, MRICS, Doncaster, Grice and Hunter, 01302 360141, www.gricehunter.co.uk, griceandhunter@btconnect.com - The market is erratic, certain properties command strong interest whilst others none. There are now more properties coming onto the market and, inevitably, some of these are overpriced.

Pete Shield, FRICS, Sheffield, Shield Estates UK Limited, 0114 2571000, info@shieldgroup.uk.com - Steady market for the time of year but less activity.

Peter Green, Halifax, Brearley-Greens, 01422 330088 - The arrival of spring is, as usual, improving the market - more valuations, more instructions and more sales.

William Marshall, Leeds, Adair Paxton, 0113 205 4190 - On line estate agents driving fees down to non-profitable levels.

## North West

Derek Coates, MRICS, Liverpool, Venmore, 0151 236 0301, www.venmores.co.uk, d.coates@venmores.co.uk - A busy month with good levels of activity in all sectors.

John Williams, FRICS MEWI, Wirral, Brennan Ayre O'Neill LLP, 0151 343 9060, www.b-a-o.com, john@b-a-o.com - A noticeable pick-up in the market during April with all key indicators positive. Prices still supported by a lack of stock coming to market. Competition from buyers now driving offers above asking price in some instances.

Mr John F Halman, FRICS, Wilmslow Cheshire, Gascoigne Halman, 01625 460 344, www.gascoignealman.co.uk, jane@gascoignealman.co.uk - Sales market is a little more subdued than it has been.

Stephen Dodgson, BSc FRICS, Wirral, Rainfords Chartered Surveyors, http://charteredsurveyorcheshire.co.uk/, steve.dodgson@live.co.uk - Continued lack of supply is keeping prices buoyant, concerns over Brexit and potential interest rate changes are ongoing factors.

## East Midlands

Andrew W York, FRICS, Leicester, Moore & York Ltd, 0116 2558666, mooreandyork.co.uk, andrew.york@mooreandyork.co.uk - Top end of the market appears to be stalling.

Chris Beeby, DipREA FNAEA MARLA AssocRICS, Thrapston, Bletsoes, 01832 732188, bletsoes.co.uk, chris.beeby@bletsoes.co.uk - A lack of property continues to affect the market. Top end properties not moving at all.

Chris Charlton, FRICS, Nottinghamshire, Savills, 01159348020, www.savills.com, ccharlton@savills.com - The pre-Easter market has been slow to gather pace but good levels of new instructions and new applicants bode well for the next few months.

Christopher Shallice, FRICS FAAV, Holbeach, Hix & Son, 01406 422777 - Steady due to economic uncertainties nationally.

David Hammond, BSc FRICS, Nottinghamshire, David Hammond Chartered Surveyors, 01773 767776, residential@dvdhammond.co.uk, residential@dvdhammond.co.uk - Number of new instructions steady. Purchasers buying at realistic prices.

David Hawke, FRICS, Worksop, David Hawke & Co, 01909 531450 - Climate (economic), Brexit, weather? Maybe all these are contributing, with the result of a subdued market with a lack of motivation to sell and move the market up. Hoping that the summer may give the market a boost!

Grant Murray, MRICS, Oakham, Murray, grant@murray.co.uk - Poor weather, poor conveyancing process, poor Solicitor performance.

Mark Newton, FRICS, Grantham, Newton Fallowell, 01476 591900, www.newtonfallowell.co.uk, mark.newton@newtonfallowell.co.uk - April was an excellent month on all counts we just need a little sunshine to lift spirits higher.



# Surveyor comments - sales

Martin Pendered, FRICS, Wellingborough, Martin Pendered & Co Ltd, 01933 228822, [www.martinpendered.co.uk](http://www.martinpendered.co.uk), [mpendered@martinpendered.co.uk](mailto:mpendered@martinpendered.co.uk) - It is clear that vendor expectations are again higher than buyers'. Offers are now being refused against advice, so houses are failing to sell. Buyers are more wary and valuers will have to adjust prices to move sales.

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 ahead of last year in April with good buyer demand in all price ranges.

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) - Buoyant market conditions although buyers are acting cautiously. FTB market busy, some mid to top end prices are being reduced. Brexit is still a concern, as is the political situation and imminent increasing oil prices. However, it's a resilient market.

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) - A flurry of new instructions has been matched by a healthy number of properties under offer. Almost 50% of the properties we are offering are sold, subject to contract. Demand continues to outstrip supply.

Steve Gadsby, BSc FRICS, Derby, Gadsby Nichols, 01332 296396, [www.gadsbynichols.co.uk](http://www.gadsbynichols.co.uk), [stevegadsby@gadsbynichols.co.uk](mailto:stevegadsby@gadsbynichols.co.uk) - With the advent of Spring, there has been a significant increase in enquiry levels, viewings, and sales. Renewed optimism seems to be occurring in the market.

Will Ravenhill, MNAEA MARLA, Leicester, Readings, 0116 2227575, [www.readingspropertygroup.com](http://www.readingspropertygroup.com), [wravenhill@readingspropertygroup.com](mailto:wravenhill@readingspropertygroup.com) - Properties coming to the market are still generating plenty of interest. The time taken by conveyancers and local authorities to complete paperwork is still ridiculously slow though!

## West Midlands

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) - Very steady market. Strong demand and a shortage of new instructions means prices remain on an upward trend.

J J Dell, MRICS FAAV, Oswestry, J J Dell & CO, 01691 653437, [www.jjdell.co.uk](http://www.jjdell.co.uk), [property@jydell.co.uk](mailto:property@jydell.co.uk) - Instructions picked up slightly, market still slow for the time of year.

John Ozwell, FRICS, Solihull, Hunters, 01564 771000 - Stocks still low. Good demand for new homes.

Mark Wiggin, MRICS, Ludlow, Strutt and Parker, [mark.wiggin@struttandparker.com](http://www.struttandparker.com) - Weather is a factor but affordability becoming more and more of an issue.

Mike Arthan, FRICS, Shropshire, Barbers, [m.athan@barbers-online.co.uk](mailto:m.athan@barbers-online.co.uk) - Overall lack of property available for sale is still suppressing sales activity.

Richard Franklin, BSc (Hons) MRICS, Tenbury Wells, Franklin Gallimore, 01584 810436 - Low stock levels highlighted by quality rural houses now being brought on to the market. Economic uncertainty and slow progress on Brexit means no aspirational purchasers.

Rosemary Cheadle, AssocRICS, RICS Registered Valuer, Wolverhampton, Worthington Estates, [enquiries@worthingtonestates.co.uk](mailto:enquiries@worthingtonestates.co.uk) - Buyer demand is still exceeding supply, increasing competition and sale prices. New instructions have picked up from the last two months but still well below last year.

Ryan Williams, FRICS, Hay-on-Wye, Herefordshire, McCartneys LLP, 01497 820 778, [www.mccartneys.co.uk](http://www.mccartneys.co.uk), [ryan@mccartneys.co.uk](mailto:ryan@mccartneys.co.uk) - More activity because of the time of year but lots of hesitation from sellers and the market is being underpinned by a lack of supply.

Stephen Smith, MRICS, Walsall, Fraser Wood, 01922 629000 - Still a shortage of property for sale in all price ranges. Properties on the market are receiving multiple offers due to scarcity of properties available. We do not feel this will change in the short term and this should be the prime time for selling.

## East Anglia

Chris Philpot, FRICS, Stowmarket, Suffolk, Lacy Scott and Knight, [www.lsk.co.uk](http://www.lsk.co.uk), [cphilpot@lsk.co.uk](mailto:cphilpot@lsk.co.uk) - With the arrival of better weather both viewings and sales have improved.

Mark Wood, MRICS, Cambridge, Carter Jonas, 01223 403330, [www.carterjonas.co.uk](http://www.carterjonas.co.uk), [mark.wood@carterjonas.co.uk](mailto:mark.wood@carterjonas.co.uk) - Good general activity, increase of instructions particularly in the villages.

Nigel Steele, FRICS, Norfolk, Jackson-Stops, 01603 612333, [www.jackson-stops.co.uk](http://www.jackson-stops.co.uk), [nigel.steele@jackson-stops.co.uk](mailto:nigel.steele@jackson-stops.co.uk) - A good number of new instructions and buyers are out there but are cautious and price sensitive. Sales are taking a long time to go through.

Rob Winey, MRICS, Bury St Edmunds, Lacy Scott and Knight, 01284 748636, [www.lsk.co.uk](http://www.lsk.co.uk), [rswiney@lsk.co.uk](mailto:rswiney@lsk.co.uk) - The market has been very much dictated by the weather so let's hope with the sun on its way we should see more activity!

## South East

Anthony Webb, FRICS, Cobham, Surrey, Trenchard Arlidge, 01932 864242, [www.trenchard-arlidge.co.uk](http://www.trenchard-arlidge.co.uk), [twebb@trenchard-arlidge.co.uk](mailto:twebb@trenchard-arlidge.co.uk) - Buyer enquiries at a lower level. Government interference in the property market damaging to all price ranges.

David Nesbit, FRICS, Portsmouth, D.M.Nesbit & Company, 02392 864321, [www.nesbits.co.uk](http://www.nesbits.co.uk), [davidnesbit@nesbits.co.uk](mailto:davidnesbit@nesbits.co.uk) - The lack of confidence continues. Supply side affected, but demand for family homes close to popular schools. Rise in enquiries for lease extensions but a lack of knowledge of basic facts.

David Parish, FRICS, Upminster, Gates Parish & Co., 01708 250033 - Market activity has reduced with fewer sales being approved. The number of properties available for sale has increased indicative of a slowdown in the market.

Donald Leslie, MRICS, Amersham, Donald Leslie & Co Ltd, 01494 722006, [www.donaldleslie.co.uk](http://www.donaldleslie.co.uk), [donald@donaldleslie.co.uk](mailto:donald@donaldleslie.co.uk) - In the last month things have picked up a bit but only from a very low base. The market is not really functional at present. Low stock, low demand, stamp duty, lack of affordability, massive uncertainty. It's a difficult place to make a living.

E M Rook, MRICS, Sevenoaks, Knight Frank, [edward.rook@knightfrank.com](mailto:edward.rook@knightfrank.com) - Stamp duty levels are stalling the market

Ian Perry, FRICS, Fairford, Faringdon Lechlade Highworth Witney, Perry Bishop and Chambers, 07774 726665, [perrybishop.co.uk](http://perrybishop.co.uk), [ianperry@perrybishop.co.uk](mailto:ianperry@perrybishop.co.uk) - Demand is still strong but there is not enough stock.

John Frost, MRICS, Ashford, The Frost Partnership, 01494 680909, [frostweb.co.uk](http://frostweb.co.uk), [beaconsfield@frostsurveyors.co.uk](mailto:beaconsfield@frostsurveyors.co.uk) - Poor weather and Easter holidays have combined to produce low activity levels generally.

## Surveyor comments - sales

John Frost, MRICS, Beaconsfield, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - There are currently a high level of new instructions which may generate interest in the market.

John Frost, MRICS, Gerrards Cross, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Overall lack of confidence and fence sitting due to Brexit cost of moving/lack of good saleable stock/HS2 threat. All 'offer gap' - vendors not prepared to accept market change in value.

John Frost, MRICS, Langley, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Currently good number of instructions but quality of buyers is weak and confidence in the market is low.

John Frost, MRICS, Slough, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Uncertainty over Brexit and economy. There is a lack of confidence by buyers, that said, some second-hand properties are now looking good value for money compared to new property being offered

John Frost, MRICS, Windsor, The Frost Partnership, 01494 680909, frostweb.co.uk, beaconsfield@frostsurveyors.co.uk - Stamp duty for second homes and generally negative legislation for landlords have impacted the market substantially, therefore houses for sale have to be competitively priced.

Mark Everett, FRICS, Epsom, Michael Everett & Company, www.michael-everett.co.uk, markeverett@michael-everett.co.uk - Continuing levels of improved activity particularly after Easter holiday period. Better weather seems to have brought out more buyers, but they remain selective. Accurate pricing more important than ever. Outlook positive.

Martin Allen, MRICS, Wingham, Canterbury, Elgars, 01227 720557, www.elgars.uk.com, m.allen@elgars.uk.com - Market activity finally starting to be seen after what seems to have been a very long winter.

Michael Brooker, FRICS, Crowborough, Michael Brooker, 0189266337, michael@michaelbrooker.co.uk - Plenty of activity. Confidence low. Protracted sales.

Philip Hiatt, MRICS, East Grinstead, Your Move Philip Hiatt, 01342 321142, www.your-move.co.uk/, philip.hiatt@your-move.co.uk - Still a shortage of property especially in lower price ranges and we need this end of the market to get moving to push through into the £500,000 and above price level which is currently very slow.

Tim Green, MRICS, South Oxfordshire, Green & Co, 01235 763562, www.greenand.co.uk, tim.green@greenand.co.uk - Increased vendor activity may be the early signs of increased activity in the re-sale sector but the unabated supply of new homes continues to have the effect of holding back transaction numbers.

Tony Jamieson, MRICS, Guildford, Clarke Gammon Welers, 01483 880900, www.clarkegammon.co.uk, tony.jamieson@clarkegammon.co.uk - There is at least a bit more optimism in the market, with a bit more stock becoming available and more viewings being undertaken. However, there is still an oversupply of brand new 2 bed flats in town centre which is adversely affecting prices

### South West

Christopher Bailey, MRICS, Exeter, Knight Frank, christopher.bailey@knightfrank.com - Due to the poor weather in March/April the market feels later than what it is by about 3 weeks. The top end is strong.

David Lewis, BSc Hons, West Devon and East Cornwall, Stags, 01752 223933, www.stags.co.uk, d.lewis@stags.co.uk - Offers continue to be a distance away from guide prices, increasingly vendors are accepting these lower offers. The elongated conveyancing process still muting transaction levels.

David McKillop, FRICS, Salisbury, McKillop and Gregory, dm@mckillopandgregory.co.uk - A very good month overall with instructions at the highest level for a year and sales satisfactory. Main problem is getting sales to exchange and delays are appalling, mostly for reasons outside our control.

David Robinson, AssocRICS, North Cornwall, Stags, d.robinson@stags.co.uk - A lot more properties coming to market and buyer proceedability slipping, Vendors need to be realistic about price.

G C Thorne, FRICS, East Dorset, Thornes/Fisk, 01202-684004, www.thornes.org.uk, graham@thornes.org.uk - A difficult month with worries about Brexit further stalling vendors aspirations.

Ian Perry, FRICS, Cheltenham Cirencester Nailsworth Stroud Tetbury, Perry Bishop and Chambers, 07774 726665, perrybishop.co.uk, ianperry@perrybishop.co.uk - Demand is still good and not enough properties coming on the market.

James Wilson, MRICS, Shaftesbury, Jackson-Stops, 01747 850858, jackson-stops.co.uk, james.wilson@jackson-stops.co.uk - Buyers lack confidence but more instructions coming on the market.

Jeff Cole, MRICS, Wadebridge, Cole Rayment & White, 01208813595, www.crw.co.uk, jeff.cole@crw.co.uk - The market seems to be picking up slightly as the weather improves, as we would expect as we approach the Spring/early Summer.

Jeremy Priestley, FRICS, Poole, Berkeleys, 01202 708383, www.berkeleys.com, jeremy.priestley@yogroup.co.uk - Inclement weather and continuing government drift contribute to a quiet market.

John Corben, FRICS FCABE, Swanage, Corbens, 01929 422284, corbens.co.uk, john@corbens.co.uk - There is generally a lack of genuine purchasers who are in a position to proceed. This has caused a slowdown in the market, which I think will continue for a number of months to come.

Julian Bunkall, FRICS, Dorchester, Jackson-Stops & Staff, 07970 872974 - The general feeling is that vendors are reluctant to go to market due to uncertain economic conditions. The lower/lower middle market is active, the upper end still difficult.

Lloyd Smale, FRICS, Exeter, Drew Pearce, 01392 201748 - Some signs of spring upturn in market appraisals and new instructions. When a new instruction is presented to the market at accurate pricing, good levels of viewings are generated and therefore prospects for achieving a sale are good.

Mark Annett, FRICS, Chipping Campden, Mark Annett & Company, 01386 841622 - Weather and time of year have been against us, but hopefully the lighter evenings and spring/early summer is going to create a leap forward.

O F Miles, FRICS, Swanage, Oliver Miles, 01929 426655, www.olivermiles.co.uk, olivermiles@olivermiles.co.uk - Market remains fragile but more increase in numbers of appraisals & new instructions.

Robert Cooney, FRICS, Taunton, Robert Cooney, 01823 230230, robertcooney.co.uk, robert.cooney@robertcooney.co.uk - MA and Sales volumes are better on a year on year basis but average selling price is less. Sub £400k market strongest currently on sales but bigger value properties are also now being appraised.

# Surveyor comments - sales

Roger Punch, FRICS, South Devon, Marchand Petit, 01752 873311, [www.marchandpetit.co.uk](http://www.marchandpetit.co.uk), [roger.punch@marchandpetit.co.uk](mailto:roger.punch@marchandpetit.co.uk) - Shortage of supply continues to be the dominant feature in all sectors. Nevertheless, accurate pricing remains important in securing sales as potential interest rate rises curb optimism.

Simon Barker, MRICS, Sherborne, Knight Frank LLP, [simon.barker@knightfrank.com](mailto:simon.barker@knightfrank.com) - The residential market was very slow to get going this year probably attributable to the poor weather. It has now started with gusto on a catch up! Lots of market appraisals, viewings and offers.

Simon Cooper, FRICS, Exeter, Stags, 01392 255202, [s.cooper@stags.co.uk](mailto:s.cooper@stags.co.uk) - April was a busy month for new instructions and viewings but sales were not as good. Vendors expectations of price are often higher than buyers' views so sales are not being arranged. As ever, many properties sell in the first 2 weeks or stick.

## Wales

Andrew Morgan, FRICS FAAV, Lampeter, Morgan and Davies, 01570423623, [morgananddavies.co.uk](http://morgananddavies.co.uk), [lampeter@morgananddavies.co.uk](mailto:lampeter@morgananddavies.co.uk) - Seasonally busy but phones are quieter with offers. Stamp duty changes have had a detrimental effect on our second homes market.

Anthony Filice, FRICS, Cardiff, Kelvin Francis, 02920 766538, [www.kelvinfrancis.com](http://www.kelvinfrancis.com), [tony@kelvinfrancis.com](mailto:tony@kelvinfrancis.com) - Increased valuations, instructions and offers received, reflecting a buoyant Spring market. Properties in hot spots, e.g. school catchments, selling over asking prices. Highest demand for 2/3 bedrooms. No noticeable effect from Land Transaction Tax.

David James, FRICS, Brecon, James Dean, 01874 624757, [jamesdean.co.uk](http://jamesdean.co.uk), [david@jamesdean.co.uk](mailto:david@jamesdean.co.uk) - The market in Brecon remains buoyant.

Paul Lucas, FRICS, Haverfordwest, R.K.Lucas & Son, 01437762538, [www.rklucas.co.uk](http://www.rklucas.co.uk), [paul@rklucas.co.uk](mailto:paul@rklucas.co.uk) - Market activity continues to improve in West Wales even though property sales in other parts of the UK are beginning to decline. This is a common occurrence in this area as we follow the trend a little later.

## London

Allan Fuller, FRICS, Putney, Allan Fuller Estate Agents, 02087888822, [allan@allanfuller.co.uk](mailto:allan@allanfuller.co.uk) - The enquiry from buyers remains low but we have agreed 20% more sales so far in 2018 than same period in 2017 due to vendors taking our advice to quote sensible prices.

B Bhalla, MRICS, HI, CEA, Hounslow - West London, Acrewoods Chartered Surveyors, 02085775733, [www.acrewoods.com](http://www.acrewoods.com), [enquiries@acrewoods.com](mailto:enquiries@acrewoods.com) - The level of demand since the start of the year has been lower. There is uncertainty within the market including Brexit, interest rates, as well as job security. Properties are generally overpriced, but stocks are low. Hence stalemate.

Christopher Ames, MRICS, Belgravia London, Ames Belgravia, 02077301155, [amesbelgravia.co.uk](http://amesbelgravia.co.uk), [ca@amesbelgravia.co.uk](mailto:ca@amesbelgravia.co.uk) - Owner occupiers still seem keen to do their up or down sizing irrespective of Brexit uncertainty. Within reason, timing of the double deal is more important than the price - especially for the down-sizers.

Ed, London, Cluttons, 02075841771, [cluttons.com](http://cluttons.com), [edward.cooper@cluttons.com](mailto:edward.cooper@cluttons.com) - It's tough.

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) - Generalist reports of a declining market are not reflected locally in Pimlico though Press reports do influence opinion and eventually markets.

James Perris, MRICS, London, De Villiers, 020 7887 6009, [james.perris@devilliers-surveyors.co.uk](mailto:james.perris@devilliers-surveyors.co.uk) - Some signs of improvement in the market this month although pricing must be very competitive to attract interest.

Jeremy Leaf, North Finchley, Jeremy Leaf & Co, [jeremy@jeremyleaf.co.uk](mailto:jeremy@jeremyleaf.co.uk) - Viewings & listings improving as expected at this time of year but little interest in flats & hard to generate any buyer commitment!

Joe Arnold, MRICS Registered Valuer, South London, Arnold & Baldwin, 02086422999, [www.arnoldandbaldwin.co.uk](http://www.arnoldandbaldwin.co.uk), [Joe@arnoldandbaldwin.co.uk](mailto:Joe@arnoldandbaldwin.co.uk) - Spring is in the air, but buyers can't find that something special as there is such little stock. Motivated buyers are home owners at sub £1m, investors aren't around really. Above that level stamp duty is still taking its toll.

John King, FRICS, Wimbledon, Andrew Scott Robertson, 020 8971 6780, [www.as-r.co.uk](http://www.as-r.co.uk), [jkings@as-r.co.uk](mailto:jkings@as-r.co.uk) - Market activity has picked up recently, driven by price reductions in most cases. Good quality houses will buck the trend and often involve a number of offers above guide prices.

John King, FRICS, Merton LB, Andrew Scott Robertson, 020 8971 6780, [www.as-r.co.uk](http://www.as-r.co.uk), [jkings@as-r.co.uk](mailto:jkings@as-r.co.uk) - Better weather conditions has improved viewing figures. We are now seeing sales agreed on a regular basis between £2m-£2.5m previously a price range most affected by stamp duty costs

Kevin Ryan, FRICS, Mayfair, CarterJonas LLP, [kevin.ryan@carterjonas.co.uk](mailto:kevin.ryan@carterjonas.co.uk) - A number of sales arranged on properties that have been on the market for many months as the vendors accept that they will have to lower their expectations to bring about a sale. Still many serious purchasers around who will buy at the right price.

Paul Whitley, West Drayton, R Whitley & Co, 1895442711, [estate@r.whitley.co.uk](mailto:estate@r.whitley.co.uk) - Brexit has greatly reduced the number of overseas buyers.

Robert Green, MRICS, Chelsea, John D Wood & Co, 020 7352 1484 - April was a very good month for sales agreed across central London, with our pipeline doubling since Easter for the central region. Realistic vendors and buyers, who at last seem keen to transact.

Simon Aldous, MRICS, London, Savills, 02070163861, [savills.co.uk](mailto:savills.co.uk), [saldous@savills.com](mailto:saldous@savills.com) - In central London the market remains very price sensitive, especially at the high end. Transaction levels are down in this market especially between £5m to £20m.

Terry Osborne, FRICS, SW1, Tuckerman Residential Ltd, 020 7222 5510, [tosborne123@yahoo.com](mailto:tosborne123@yahoo.com) - Brexit.

## Scotland

Adrian Stott, FRICS, Lothians/ Northumberland, J and E Shepherd, 01316533456, [shepherd.co.uk](http://shepherd.co.uk), [a.stott@shepherd.co.uk](mailto:a.stott@shepherd.co.uk) - Continued lack of supply is leading to many homes selling at above home report values, in the up to £250k range.

Alex Inglis, MRICS, Scottish Borders, Galbraith, 01573 224 244, [galbraithgroup.com](http://galbraithgroup.com), [alex.inglis@galbraithgroup.com](mailto:alex.inglis@galbraithgroup.com) - Appears to be a sellers market as we move in to what is normally the bestselling time of the year. More buyers than sellers in the market at present, particularly at lower price levels.

Chris Hall, MRICS, Edinburgh, Rettie and Co, 0131 220 4160, [www.rettie.co.uk](http://www.rettie.co.uk), [chris.hall@rettie.co.uk](mailto:chris.hall@rettie.co.uk) - Residential market stratified between discretionary and non-discretionary sales - generally above and below £500,000. Market also stratified between preferred districts of Edinburgh and Glasgow where strong demand is leading to premium offers.



## Surveyor comments - sales

Craig Henderson, MRICA, Ayrshire, Graham & Sibbald, 01292 271030, [www.g-s.co.uk](http://www.g-s.co.uk), [craig.henderson@g-s.co.uk](mailto:craig.henderson@g-s.co.uk) - Still a shortage of good quality supply relative to demand. Message to would be sellers - there are buyers waiting on you coming to the market - take a leap of faith.

David Cruickshank, MRICS, Elgin, D M Hall, 01343 548 501, [david.cruickshank@dmhall.co.uk](mailto:david.cruickshank@dmhall.co.uk) - The market has recovered from the long winter period, with a marked increase in sales and new Home report instructions.

Gordon Macdonald, FRICS, Aberdeen & Aberdeenshire, Allied Surveyors Scotland, 01224 571163, [gordon.macdonald@alliedsurveyorsscotland.com](mailto:gordon.macdonald@alliedsurveyorsscotland.com) - Expected spring improvement slow to start due to the long severe winter, oil industry stability and increase in the oil price has boosted confidence. If politicians offered stable economic conditions, growth could follow. Some hope!

Graeme Gilchrist, MRICS, Dundee and Angus, Graham + Sibbald, 01382 200064, [www.g-s.co.uk](http://www.g-s.co.uk), [gilchrist@g-s.co.uk](mailto:gilchrist@g-s.co.uk) - The Tayside housing market stock remains depleted, meaning sales prices are continuing to rise as buyers fight for the few houses left on the market.

Graham Tonner, MRICS, Dundee, Graham + Sibbald, 01382200064, [gtonner@g-s.co.uk](mailto:gtonner@g-s.co.uk) - The market is generally busier at this time of year. Volumes of properties coming to the market is down from 2017. Not sure why this is - uncertainty? Prices being achieved are good. A sellers market!

Grant Robertson, MRICS, Glasgow, Allied Surveyors, 0141 330 9950 - As expected the early birds got the best prices in the Glasgow area and spiky values now dropping away albeit still a very strong market for sellers.

Ian Fergusson, FRICS, Stirling, J&E Shepherd, 01786450438, [www.shepherd.co.uk](http://www.shepherd.co.uk), [ian.fergusson@shepherd.co.uk](mailto:ian.fergusson@shepherd.co.uk) - New Home Report instructions have picked up following the snow and Easter events. Sales are generally at the asking price however high value homes are sticking and seeing discount in prices to achieve sales.

Ian Morton, MRICS, St Andrews, Bradburne & Co, 1334479479, [bradburne.co.uk](http://bradburne.co.uk), [info@bradburne.co.uk](mailto:info@bradburne.co.uk) - The usual increase in sales after Easter has not materialised. Prospective sellers are still hesitant in entering market and buyers have less choice.

John Brown, FRICS, Edinburgh-East of Scotland, John Brown and Company, 07768583919, JB-UK.com, [john.brown@jb-uk.com](mailto:john.brown@jb-uk.com) - Stock levels still low, owners staying put adding extensions or improving. Less stock means limited choice to move to. New Homes are popular, allowing time to sell and less risk. Edinburgh is getting interest from outside Scotland, this is boosting prices.

Kevin MacDonald, MRICS, Inverness, Graham + Sibbald, 01463 236977, [www.g-s.co.uk](http://www.g-s.co.uk), [kmacdonald@g-s.co.uk](mailto:kmacdonald@g-s.co.uk) - Despite the Easter holiday period slowing, much needed new property coming on to the market, activity remains positive with good prices achieved especially across lower and mid-price sectors.

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) - Transactions are picking up pace along with appraisals in line with seasonal expectations. Far west of region (Wigtownshire) seeing more sales, having been very slow over the last several years.

Peter McEachran, FRICS, Renfrewshire, Graham + Sibbald, 01418893251, [www.g-s.co.uk](http://www.g-s.co.uk), [peter.mceachran@g-s.co.uk](mailto:peter.mceachran@g-s.co.uk) - Still a shortage of stock. Good properties in good areas sell. Properties needing upgrades are taking longer to sell.

Richard A Clowes, MRICS, Scottish Borders, DM Hall LLP, 01896 752009, [www.dmall.co.uk](http://www.dmall.co.uk), [richard.clowes@dmhall.co.uk](mailto:richard.clowes@dmhall.co.uk) - The market continues to perform well, with signs of better weather and continued optimism from buyers and sellers the market should continue to perform well.

Scott Holley, PER, Perthshire, Galbraith, [scott.holley@galbraithgroup.com](mailto:scott.holley@galbraithgroup.com) - Experiencing a surge in buyer enquiries and sales for rural property valued up to £400,000 - a very robust market, especially from second home purchasers and those seeking a lifestyle move.

Thomas Baird, MRICS, Glasgow, Select Surveyors Ltd, 0141 632 6589, [www.selectsurveyors.co.uk](http://www.selectsurveyors.co.uk), [reception@selectsurveyors.co.uk](mailto:reception@selectsurveyors.co.uk) - Home Report instructions up on the same period for last year is hopeful however higher value properties are being stifled out the market due to stamp duty and lack of stock.

Tom Murray, AssocRICS & RICS Registered Valuer, Girvan, Galloway & Ayrshire Properties, 01465 713498, [www.gapinthemarket.com](http://www.gapinthemarket.com), [tom.murray@gapinthemarket.com](mailto:tom.murray@gapinthemarket.com) - A busy April. Above average number of instructions over the month has maintained applicant interest. Good level of buyer applicant engagement resulting in quick offers.

### Northern Ireland

Daniel Mc Leron, FRICS, Omagh, Co. Tyrone, Mc Leron Estate Agents, 02882 242772, [www.mclernonestateagents.com](http://www.mclernonestateagents.com), [info@mclernonestateagents.com](mailto:info@mclernonestateagents.com) - The demand is still from the First Time Buyer, but not enough stock at present to satisfy.

Daniel Mc Leron, FRICS, Omagh, Co.tyrone, Mc Leron Estate Agents & Valuers, 02882 242772, [www.mclernonestateagents.com](http://www.mclernonestateagents.com), [damclernon@gmail.com](mailto:damclernon@gmail.com) - Still experiencing a shortage of housing stock applicable to the First Time Buyer.

Eoin Lawless, FRICS, Warrenpoint, Eoin Lawless Estate Agents, [info@lawlessestateagent.co.uk](mailto:info@lawlessestateagent.co.uk) - Activity has increased in the market after a lull due to seasonal factors and unseasonable weather. We expect an increase in new Vendor instructions.

Gareth Gibson, FRICS, Belfast, Douglas Huston, 02890683711, [www.douglashuston.com](http://www.douglashuston.com), [gareth@hustonestateagents.com](mailto:gareth@hustonestateagents.com) - Supply remains very restricted however new enquiries are lower, the normal Easter lift has seen more properties being listed for sale.

Kirby O'Connor, AssocRICS, Belfast, GOC Estate Agents, 02890662366, [www.gocestateagents.com](http://www.gocestateagents.com), [kirby@gocestateagents.com](mailto:kirby@gocestateagents.com) - Sales have been very strong and demand is up. We have noticed a rise in investors and new builds.

Samuel Dickey, MRICS, Belfast, Simon Brien Residential, 02890595555, [www.simonbrien.com](http://www.simonbrien.com), [sdickey@simonbrien.com](mailto:sdickey@simonbrien.com) - The New Homes market is performing well with strong levels of activity - as we approach summer, resales activity should be back to full strength

Stephen Fitzpatrick, MRICS, Newry Co. Down, Stephen Fitzpatrick Estd.1881, 02830265533, [www.stephenfitzpatrick.co.uk](http://www.stephenfitzpatrick.co.uk), [info@stephenfitzpatrick.co.uk](mailto:info@stephenfitzpatrick.co.uk) - The cost of building materials in N.Ireland has gone up 10% since January 2018.

# Surveyor comments - lettings

## North

Mr T H Brannen, FRICS, NE Coast, Brannen & Partners, 0191 2517878, [www.brannen-partners.co.uk](http://www.brannen-partners.co.uk), shaun.brannen@brannen-partners.co.uk - Demand is still high, whilst supply is decreasing.

Neil Foster, FRICS, Newcastle upon Tyne, Foster Maddison Property Consultants, 01434 605441 - Low stock levels are pushing rents higher and concerns over landlord migration to other asset classes remain.

Richard Towler, MRICS, Penrith, Eden Lettings & Management, [enquiries@edenletting.co.uk](mailto:enquiries@edenletting.co.uk) - Some resurgence of interest from applicants, with property letting readily but increasing signs of landlords selling instead.

## Yorkshire & Humberside

Alex McNeil, MRICS, Huddersfield, Bramleys, alex.mcneil@bramleys1.co.uk - Slow start to year. Number of lettings agreed increased over last month. Lower number of newer applicants, the average tenancy term for an extended period is also lower compared with 3 years ago.

Chris Clubleby, FRICS FAAV, Market Weighton, Clubleys, 01430 874000, [www.clubleys.com](http://www.clubleys.com), [mw@clubleys.com](mailto:mw@clubleys.com) - Tenant demand has decreased and rental properties are remaining on the market longer.

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

I Adams, MRICS, Kingston upon Hull, Metropolis Surveyors, [ianadams31@yahoo.co.uk](mailto:ianadams31@yahoo.co.uk) - Single family units still being let almost immediately, HMO's have an oversupply and landlords are having to accept void periods.

John Reeves, FRICS, York, Colenso, 01904 682800, [john-reeves@helmsley.co.uk](mailto:john-reeves@helmsley.co.uk) - Pressure on rents to rise.

Pete Shield, FRICS, Sheffield, Shield Estates UK Limited, 0114 2571000, [info@shieldgroup.co.uk](mailto:info@shieldgroup.co.uk) - Steady demand for good quality properties at realistic prices. We expect this to continue through Spring.

Peter Green, Halifax, Brearley-Greens, 01422 330088 - The lettings market is not affected by seasons and weather as much as the sales side, although lettings have improved from the depth of winter and we would expect that trend to carry on over the coming months.

## North West

Ed Goodwin, Northwich, Wright Marshall, 01606 41318, [wrightmarshall.co.uk](http://wrightmarshall.co.uk), [edgoodwin@wrightmarshall.co.uk](mailto:edgoodwin@wrightmarshall.co.uk) - Lack of decent properties coming on to the market.

Mr John F Halman, FRICS, Wilmslow Cheshire, Gascoigne Halman, 01625 460 344, [www.gascoignealman.co.uk](http://www.gascoignealman.co.uk), [jane@gascoignealman.co.uk](mailto:jane@gascoignealman.co.uk) - Instructions are down. Managed portfolio is reducing as landlords selling due to tax, EPCs, reducing rent, general affordability.

## East Midlands

Andrew W York, FRICS, Leicester, Moore & York Ltd, 0116 2558666, [mooreandyork.co.uk](mailto:mooreandyork.co.uk), [andrew.york@mooreandyork.co.uk](mailto:andrew.york@mooreandyork.co.uk) - Steady market.

Chris Beeby, DipREA FNAEA MARLA AssocRICS, Thrapston, Bletsoes, 01832 732188, [bletsoes.co.uk](mailto:bletsoes.co.uk), [chris.beeby@bletsoes.co.uk](mailto:chris.beeby@bletsoes.co.uk) - Lack of supply pushing rents up. More landlords selling and not being replaced.

Christopher Shallice, FRICS FAAV, Holbeach, Hix & Son, 01406 422777 - Demand has recently improved with several good quality tenant applications received during April.

David Hammond, BSc FRICS, Nottinghamshire, David Hammond Chartered Surveyors, 01773 767776, [residential@dvdhammond.co.uk](mailto:residential@dvdhammond.co.uk), [dvdhammond.co.uk](mailto:dvdhammond.co.uk) - New instructions slow - some landlords selling instead of renting.

Grant Murray, MRICS, Oakham, Murray, [grant@murray.co.uk](mailto:grant@murray.co.uk) - Poor weather, bad government policy.

John Chappell, MRICS, Skegness, Property Office, 01754 763520 - The letting market is set for a major re-alignment as MEES kicks in, especially older properties. We anticipate some smaller landlords leaving the sector.

Martin Pendered, FRICS, Wellingborough, Martin Pendered & Co Ltd, 01933 228822, [www.martinpendered.co.uk](http://www.martinpendered.co.uk), [mpendered@martinpendered.co.uk](mailto:mpendered@martinpendered.co.uk) - Demand remains good with quality property letting quickly. Landlords are still investing but price rises have reduced the returns over recent years.

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) - Demand still exceeding supply.

Will Ravenhill, MNAEA MARLA, Leicester, Readings, 0116 2227575, [www.rreadingspropertygroup.com](http://www.rreadingspropertygroup.com), [wravenhill@readingspropertygroup.com](mailto:wravenhill@readingspropertygroup.com) - Demand has picked up after a slow New year. We're finding more tenants moving out though to buy property, which is no bad thing I suppose!

## West Midlands

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) - Steady market. Rents continuing to rise albeit slowly.

Dean Taylor, MRICS, Harborne, Birmingham, JPTaylor, 0121 4284333, [www.jptaylor.co.uk](http://www.jptaylor.co.uk), [dean@jptaylor.co.uk](mailto:dean@jptaylor.co.uk) - We see interest levels improving with both prospective tenants and landlords looking to let. We expect this to continue.

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) - A shortage of instructions and tenants.

Jennifer Price, FRICS, Birmingham, Harrison Price Homes, [jennifer@harrisonpricehomes.co.uk](mailto:jennifer@harrisonpricehomes.co.uk) - Tenant demand steady, about what is expected at this time of year.

John Ozwell, FRICS, Solihull, Hunters, 01564 771000 - Consistent demand especially for 3 and 4 bedroom homes.

Mike Arthan, FRICS, Shropshire, Barbers, [m.athan@barbers-online.co.uk](mailto:m.athan@barbers-online.co.uk) - A good balanced lettings market place. Tenants are more discerning so poorer quality stock is harder to let.

Nicholas Lamb, MRICS, Birmingham & Surrounds, Naismiths, 0121 262 3450, [www.naismiths.com](http://www.naismiths.com), [nicholas.lamb@naismiths.com](mailto:nicholas.lamb@naismiths.com) - Demand still outstripping supply for quality, properly managed stock, especially in the family housing sector.

Richard Franklin, BSc (Hons) MRICS, Tenbury Wells, Franklin Gallimore, 01584 810436 - Strong demand for 2 bed+ houses. Applicants are strong although concern from landlords about potential changes where dogs may be permitted by law.

Ryan Williams, FRICS, Hay-on-Wye, Herefordshire, McCartneys LLP, 01497 820 778, [www.mccartneys.co.uk](http://www.mccartneys.co.uk), [ryan@mccartneys.co.uk](mailto:ryan@mccartneys.co.uk) - Fewer buy to let purchasers because of tax changes and concerns about a possible drop in prices due to Brexit. Steady demand from would be tenants.

Stephen Smith, MRICS, Walsall, Fraser Wood, 01922 629000 - A distinct shortage of new instructions.

# Surveyor comments - lettings

## East Anglia

Chris Philpot, FRICS, Stowmarket, Suffolk, Lacy Scott and Knight, [www.lsk.co.uk](http://www.lsk.co.uk), [cphilpot@lsk.co.uk](mailto:cphilpot@lsk.co.uk) - Still strong, but rents need to be right.

Nigel Steele, FRICS, Norfolk, Jackson-Stops, 01603 612333, [www.jackson-stops.co.uk](http://www.jackson-stops.co.uk), [nigel.steele@jackson-stops.co.uk](mailto:nigel.steele@jackson-stops.co.uk) - Quality and good presentation wins every time as long as the rent is at the right level.

## South East

David Parish, FRICS, Upminster, Gates Parish & Co., 01708 250033 - There continues to be a good level of demand but rents remain static. Tenants are unwilling to offer excessive rents.

Hannah Ward, Hove, King and Chasemore, Hove, 01273 719625, [hannah.ward@countrywide.co.uk](http://hannah.ward@countrywide.co.uk) - In general the current market seems very poor at the moment.

John Frost, MRICS, Gerrards Cross, The Frost Partnership, 01494 680909, [frostweb.co.uk](http://frostweb.co.uk), [beaconsfield@frostsurveyors.co.uk](mailto:beaconsfield@frostsurveyors.co.uk) - Buy To Let investors have disappeared, which has effectively decreased the number of properties, which in turn could lead to an increase in rents.

John Frost, MRICS, Slough, The Frost Partnership, 01494 680909, [frostweb.co.uk](http://frostweb.co.uk), [beaconsfield@frostsurveyors.co.uk](mailto:beaconsfield@frostsurveyors.co.uk) - Tax measures imposed on landlords has decreased the supply of properties to let and this could lead to an increase in rents.

Martin Allen, MRICS, Wingham, Canterbury, Elgars, 01227 720557, [www.elgars.uk.com](http://www.elgars.uk.com), [m.allen@elgars.uk.com](mailto:m.allen@elgars.uk.com) - Demand is still strong and many lettings are being agreed before properties are advertised.

Michael Brooker, FRICS, Crowborough, Michael Brooker, 0189266337, [michael@michaelbrooker.co.uk](mailto:michael@michaelbrooker.co.uk) - Steady

Tony Jamieson, MRICS, Guildford, Clarke Gammon Welers, 01483 880900, [www.clarkegammon.co.uk](http://www.clarkegammon.co.uk), [tony.jamieson@clarkegammon.co.uk](mailto:tony.jamieson@clarkegammon.co.uk) - There has been an increase in properties available for rent and no increase in tenant demand so rent values are falling and we expect this trend to continue.

Zaza Oswald, FARLA, Winchester, Carter Jonas, 01962 876838, [www.carterjonas.co.uk](http://www.carterjonas.co.uk), [zaza.oswald@carterjonas.co.uk](mailto:zaza.oswald@carterjonas.co.uk) - Shortage of stock currently but even so, rents for larger houses above £2,500 down compared to previous years.

## South West

Mark Annett, FRICS, Chipping Campden, Mark Annett & Company, 01386 841622 - Holding up well and demand is still as strong as ever.

P Oughton, MARLA, MNAEA, Cirencester and the Cotswolds, Moore Allen & Innocent, 01285651831, [www.mooreallen.co.uk](http://www.mooreallen.co.uk), [paul.oughton@mooreallen.co.uk](mailto:paul.oughton@mooreallen.co.uk) - Applicant demand strong, new property supply dropping, rents supported.

Simon Cooper, FRICS, Exeter, Stags, 01392 255202, [stags.co.uk](mailto:stags.co.uk), [s.cooper@stags.co.uk](mailto:s.cooper@stags.co.uk) - Tenant demand still strong and there is not enough supply. Government policy is putting off potential landlords.

## Wales

Anthony Filice, FRICS, Cardiff, Kelvin Francis, 02920 766538, [www.kelvinfrancis.com](http://www.kelvinfrancis.com), [tony@kelvinfrancis.com](mailto:tony@kelvinfrancis.com) - Continuing shortage of 2/3 bedroom properties, with Lets being agreed rapidly. Fewer Landlords are selling properties from their portfolios.

Paul Lucas, FRICS, Haverfordwest, R.K.Lucas & Son, 01437762538, [www.rklucas.co.uk](http://www.rklucas.co.uk), [paul@rklucas.co.uk](mailto:paul@rklucas.co.uk) - Activity remains resilient in current conditions.

## London

Allan Fuller, FRICS, Putney, Allan Fuller Estate Agents, 02087888822, [allanfullr.co.uk](mailto:allanfullr.co.uk), [allan@allanfuller.co.uk](mailto:allan@allanfuller.co.uk) - Tenants are staying in the same properties longer, on renewal landlords are not asking for higher rents, demand levels are good but lack of new properties because there are very few landlords now due to tax changes

Angela Kelly, MRICS, City and Clerkenwell, Hurford Salvi Carr, 02074901122, [hurford-salvi-carr.co.uk](mailto:hurford-salvi-carr.co.uk), [angela.kelly@h-s-c.co.uk](mailto:angela.kelly@h-s-c.co.uk) - Across all our offices, the number of valuations and new properties coming to the market is negligible - taxes on landlords are such that adding to your portfolio in the current climate represents a poor financial decision.

B Bhalla, MRICS, HI, CEA, Hounslow - West London, Acrewoods Chartered Surveyors, 02085775733, [www.acrewoods.com](http://www.acrewoods.com), [enquiries@acrewoods.com](mailto:enquiries@acrewoods.com) - Demand is greatest for modern flats. There is a poor market for second hand converted flats. Landlords are reducing rents to meet low levels of demand.

Benjamin Mire, Former FRICS, London, NW9, Trust Property Management, 02083586543, <http://www.trustpremier.co.uk/>, [bmire@trustplc.com](mailto:bmire@trustplc.com) - We are seeing strong demand from tenants as well as an increasing number of instructions from landlords which we ascribe to our client service satisfaction.

Henry Wilson, London, Cluttons, 020 7488 4858, [henry.wilson@cluttons.com](mailto:henry.wilson@cluttons.com) - Busy with enquires and new tenancies, prices are sensitive, high prices not being achieved.

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) - Market improving - more tenants registering, ready to move in early summer.

James Perris, MRICS, London, De Villiers, 020 7887 6009, [james.perris@devilliers-surveyors.co.uk](mailto:james.perris@devilliers-surveyors.co.uk) - The reduced demand for Corporate lets, which will continue until post Brexit, is affecting demand and value.

Jeremy Leaf, North Finchley, Jeremy Leaf & Co, [jeremyleaf.co.uk](http://jeremyleaf.co.uk) - More demand this month compared to last but more stock available means rents hardly changing.

Joe Arnold, MRICS Registered Valuer, South London, Arnold & Baldwin, 02086422999, [www.arnoldandbaldwin.co.uk](http://www.arnoldandbaldwin.co.uk), [Joe@arnoldandbaldwin.co.uk](mailto:Joe@arnoldandbaldwin.co.uk) - Plenty of demand for good quality stock. Not enough new stock though as landlords have shifted their focus up north.

John King, FRICS, Wimbledon, Andrew Scott Robertson, 020 8971 6780, [www.as-r.co.uk](http://www.as-r.co.uk), [jkking@as-r.co.uk](mailto:jkking@as-r.co.uk) - Weather permitting busy month, there has been an increase in the number of enquires, but good quality stock while limited is producing higher rental offers.

John King, FRICS, Merton LB, Andrew Scott Robertson, 020 8971 6780, [www.as-r.co.uk](http://www.as-r.co.uk), [jkking@as-r.co.uk](mailto:jkking@as-r.co.uk) - A recent upturn in the number of tenant enquires, although good quality stock levels remain low, fuelling rental levels when available.

Mark Wilson, MRICS, London, Globe Apartments, 020 7935 9512, [www.globeapt.com](http://www.globeapt.com), [mark@globeapt.com](mailto:mark@globeapt.com) - If Landlords take a view on the rent there is business to be done. We are a little happier than this time last month. Is it a trend? We are doubtful.

Paul Whitley, West Drayton, R Whitley & Co, 1895442711, [estate@r.whitley.co.uk](mailto:estate@r.whitley.co.uk) - Buy to let market impacted by government measures with regard to increase in stamp duty etc.

Simon Aldous, MRICS, London, Savills, 02070163861, [savills.co.uk](http://savills.co.uk), [saldous@savills.com](mailto:saldous@savills.com) - Market rents are still falling but now at a slower pace, with the weak sales market, demand remains relatively strong.

## Surveyor comments - lettings

Terry Osborne, FRICS, SW1, Tuckerman Residential Ltd, 020 7222 5510, [tosborne123@yahoo.com](mailto:tosborne123@yahoo.com) - Brexit.

Will Barnes Yallowley, AssocRICS, Kensington London, LHH Residential, 02073762286, [www.lhhresidential.co.uk](http://www.lhhresidential.co.uk), [will@lhhresidential.co.uk](mailto:will@lhhresidential.co.uk) - The market continues to be very price sensitive.

### Scotland

Fraser Crichton, MRICS, Edinburgh, Dove Davies, 01312283999, [www.dovedavies.com](http://www.dovedavies.com), [fcrichton@dovedavies.com](mailto:fcrichton@dovedavies.com) - There remains strong demand for most properties in and around Edinburgh with one bedroom flats and HMO's in highest demand.

Gordon Macdonald, FRICS, Aberdeen & Aberdeenshire, Allied Surveyors Scotland, 01224 571163, [gordon.macdonald@alliedsurveyorsscotland.com](mailto:gordon.macdonald@alliedsurveyorsscotland.com) - Still a considerable excess of supply over demand, though that is being slowly improved as many casual buy to let investors leave the market.

Grant Robertson, MRICS, Glasgow, Allied Surveyors, 0141 330 9950 - The Scottish Government's meddling in the market has had the expected effect. Landlords leaving or not entering the market, leaving reduced stock and rents increasing.

Ian Fergusson, FRICS, Stirling, J&E Shepherd, 01786450438, [www.shepherd.co.uk](http://www.shepherd.co.uk), [ian.fergusson@shepherd.co.uk](mailto:fergusson@shepherd.co.uk) - Steady and predictable with rents stable and rental growth working its way in as landlords seek to recover extra costs due to tax and agents fee changes.

Ian Morton, MRICS, St Andrews, Bradburne & Co, 1334479479, [bradburne.co.uk](http://bradburne.co.uk), [info@bradburne.co.uk](mailto:info@bradburne.co.uk) - Lettings continue to increase with demand from tenants who are hesitant to buy due to political/economic uncertainty.

John Brown, FRICS, Edinburgh-East of Scotland, John Brown and Company, 07768583919, [JB-UK.com](http://JB-UK.com), [john.brown@jb-uk.com](mailto:john.brown@jb-uk.com) - Popularity of renting continues, as prices are getting out of reach of the younger buyer. Wages are still lowish and rents are increasing.

John Gell, MRICS, Inverness, Simply Let, 01463 718888, [www.simplylet.biz](http://www.simplylet.biz), [john.gell@simplylet.biz](mailto:john.gell@simplylet.biz) - Market steady. Some landlords moving to short-term lets, but equally others seeking to invest.

Neil Woodhead, FRICS, Inverclyde, Castle Estates, 01475784781, [www.castle-estates.co](http://www.castle-estates.co), [neil@castle-estates.co](mailto:neil@castle-estates.co) - Quality stock now being sold as tenants vacate now creating a surplus of poor quality properties.

Rachel Bromby, MRICS, Nairn, Cawdor Estate, [rachel@cauldor.com](http://rachel@cauldor.com) - The new Private Residential Tenancy is affecting confidence in the market. Rent reviews are likely to be more frequent and rents are increased to reflect tenant security and reduced capital values.

### Northern Ireland

Gareth Gibson, FRICS, Belfast, Douglas Huston, 02890683711, [www.douglashuston.com](http://www.douglashuston.com), [gareth@hustonestateagents.com](mailto:gareth@hustonestateagents.com) - Rental market remains strong particularly for high end property. The low end of the market continues to have strong demand with slight increase in rental values.

Kirby O'Connor, AssocRics, Belfast, GOC Estate Agents, 02890662366, [www.gocestateagents.com](http://www.gocestateagents.com), [kirby@gocestateagents.com](mailto:kirby@gocestateagents.com) - Rentals are very strong at all levels. We have just released our student properties, all let earlier than last year, good strong demand.

Samuel Dickey, MRICS, Belfast, Simon Brien Residential, 02890595555, [www.simonbrien.com](http://www.simonbrien.com), [sdickey@simonbrien.com](mailto:sdickey@simonbrien.com) - Rental is still a very popular choice for many.



# Surveyor contact details

## North

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Keith Johnson, FRICS, Durham, J W Wood, 01913869921, www.jww.co.uk, g.graham@jww.co.uk

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Neil Foster, FRICS, Newcastle upon Tyne, Foster Maddison Property Consultants, 01434 605441

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Richard Harkness, MRICS, Kirkby Lonsdale, Hackney & Leigh, richardharkness@hackney-leigh.co.uk

Richard Henderson, MRICS FAAV, Crook, Addisons Chartered Surveyors, 01388 766676, www.addisons-surveyors.co.uk, richard.henderson@addisons-surveyors.co.uk

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Simon Bainbridge, MRICS, Darlington, Savills, 01325 370500, savills.co.uk, sbainbridge@savills.com

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## Yorkshire & Humberside

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David Blagden, FRICS, Harrogate, Esurv Chartered Surveyors, 01423 531696, www.esurv.co.uk, david.blagden@esurv.co.uk

David J Martindale, MRICS, Wakefield, FSL, david.martindale@fslea.com

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Simon Dee, MRICS, Driffield, Dee Atkinson & Harrison, 01377 241919, simon@dee-atkinson-harrison.co.uk

William Marshall, Leeds, Adair Paxton, 0113 205 4190

## North West

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Robert Ikin, FRICS, Tarporley, Wright Marshall, 01829 770310, robertikin@wrightmarshall.co.uk

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## East Midlands

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C Ball, MRICS, Buxton, Bury & Hilton, Charles@buryandhilton.co.uk

Chris Beeby, DipREA FNAEA MARLA AssocRICS, Thrapston, Bletsoes, 01832 732188, bletsoes.co.uk, chris.beeby@bletsoes.co.uk

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