

Property trends report

ENGLAND & WALES



APRIL 2021

Introducing cross-market key trend data

WELCOME

This report is based on a monthly extraction of key data from systems operated by Landmark Information Group within its various business entities that span the UK property market.

I'd like to welcome you to the Q1 2021 report. So far this year, despite the fluctuations in the market, demand has remained strong with volumes in the pipeline stabilising in March thanks to the extension of the SDLT relief period. We hope our Cross Market Activity report provides a valuable source of facts and insights into the inner workings of the market to help industry professionals and interested observers alike.

At Landmark, we are able to provide a complete view of the entire market as we operate the essential services that underpin every key stage of the property transaction. From the very start of a process where a property owner wishes to initiate a sale through estate agencies, through the gathering of property search data, and across the lending process from building survey and valuation to approval, our data supplies the needs of our customers.



Simon Brown

Simon Brown | CEO Landmark Information Group



CMA | CROSS MARKET ACTIVITY TREND

Pipeline activity variance

Taking the whole market as a single summary view, we present the relative trends in each of the key 4 stages of the pipeline: listings, SSTC, searches ordered and completion.

After the volatility of 2020, we see that 2021 has started with subdued listings, with volumes pushed downwards by the national lockdown. Sellers were waiting to see how the pandemic developed before listing their properties.

Despite the fluctuations in listings, demand remained strong through the period with buyers snapping up anything on the market.

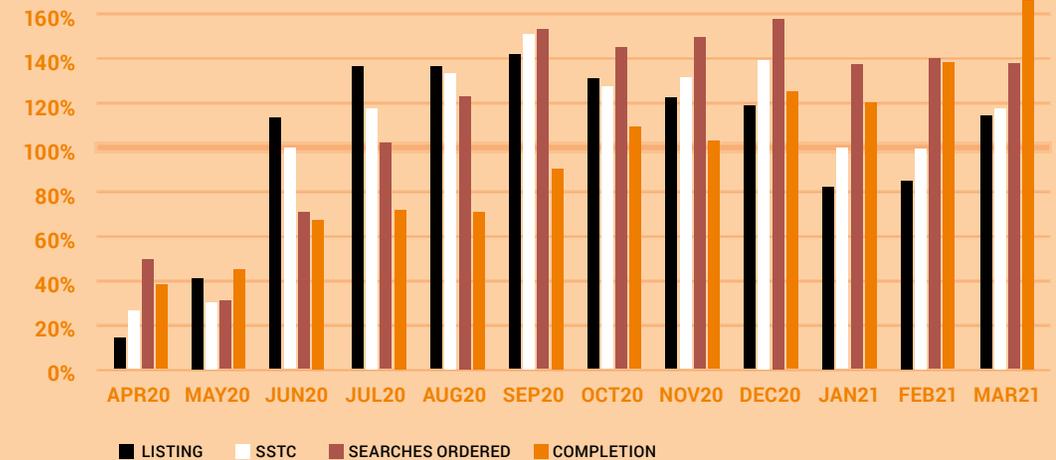
Conveyancing capacity continued to build through the first quarter in 2021. After taking five months to recover from the first lockdown, conveyancing volumes surged to over 160% of the 2019 volumes in anticipation of the SDLT cliff at the end of March 2021.

The extension of the SDLT relief period will hopefully see the volume in the pipeline stabilise and the industry return to a steadier pattern.

With demand remaining strong, and with the SDLT relief being tapered after June, there is no doubt that 2021 will continue to be an interesting year with a few surprises still in store.

Transaction pipeline

100% = volumes vs 2019



NOTES:
 (1) Chart shows volumes per month in 2020 and 2021 as a percentage of the same month in 2019.
 (2) Source: Landmark's own data to extrapolate the entire market.



