

David Livesey, Group Chief Executive



HIGH STREET ESTATE AGENCY BRANDS WITH 10 OR MORE BRANCHES



AND OVER 45 WELL-KNOWN, LOCAL NAMES ACROSS THE COUNTRY

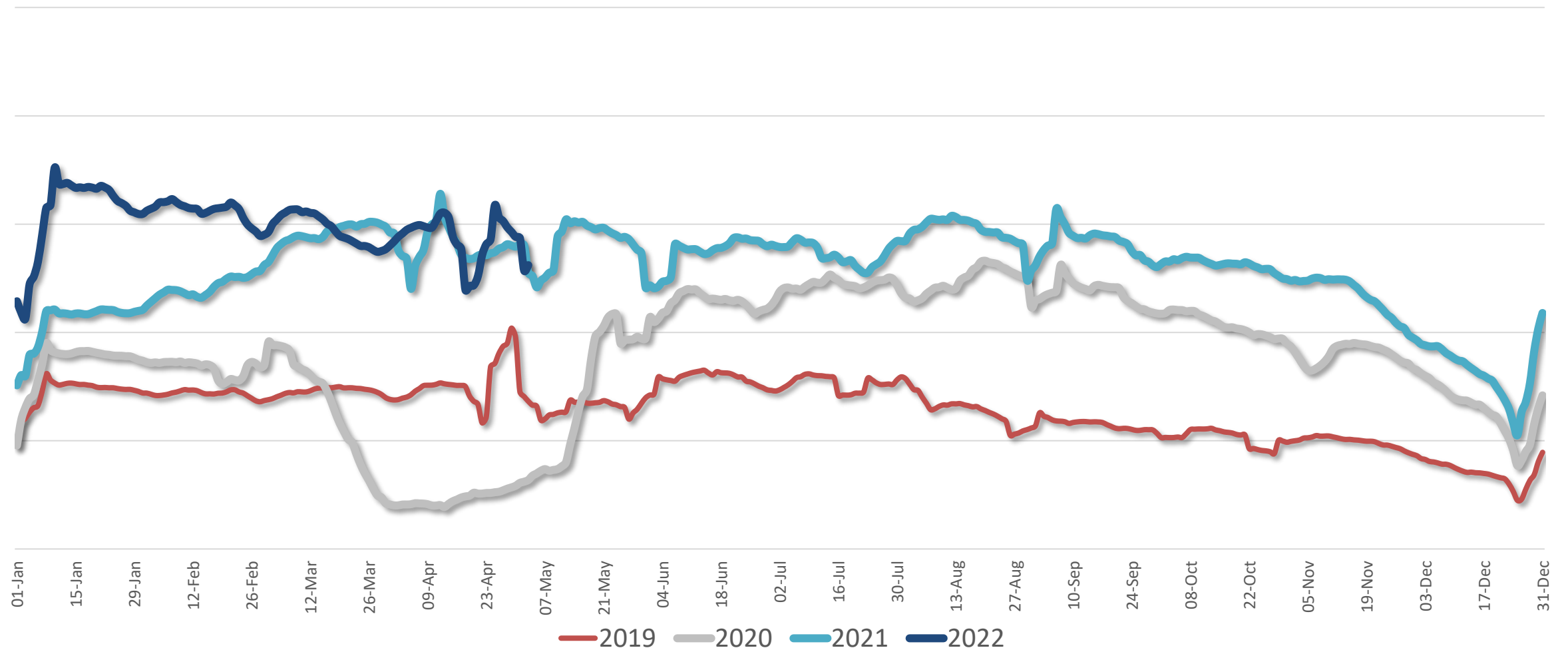


Data Sources

- 1,250 high street branches
- 10% market share
- 700+ Chartered Surveyors
- £35bn mortgage lending
- Largest new homes mortgage provider
- 150,000 tenancies managed
- Largest conveyancing provider
- Largest manager of part exchanges
- 100 land operators
- Mixed use land, local authorities etc
- Land transactions representing c12,000+ plots per annum
- Largest new homes sales operator c13,000+ sales per annum

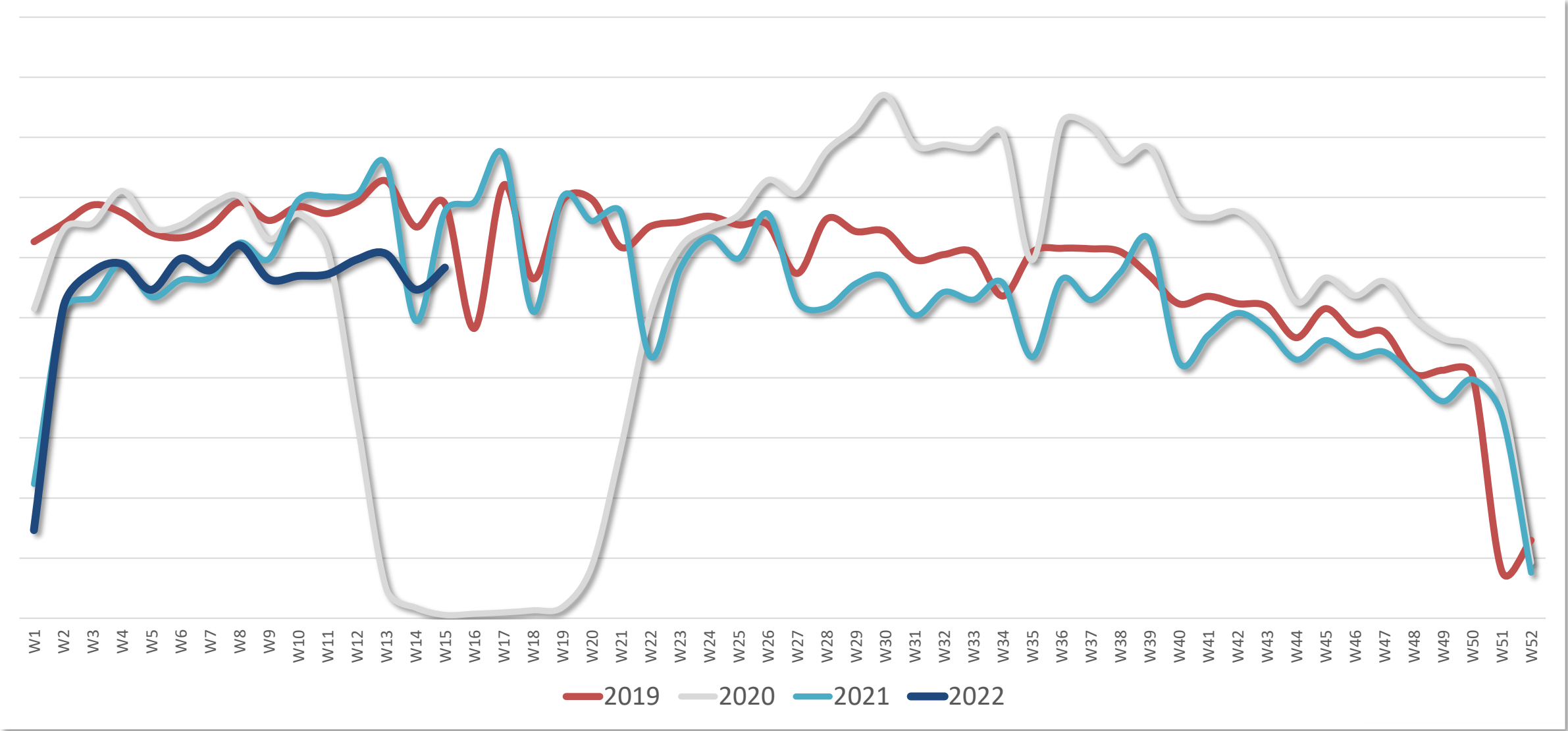
Demand – Enquiry Levels

Portal Enquiries



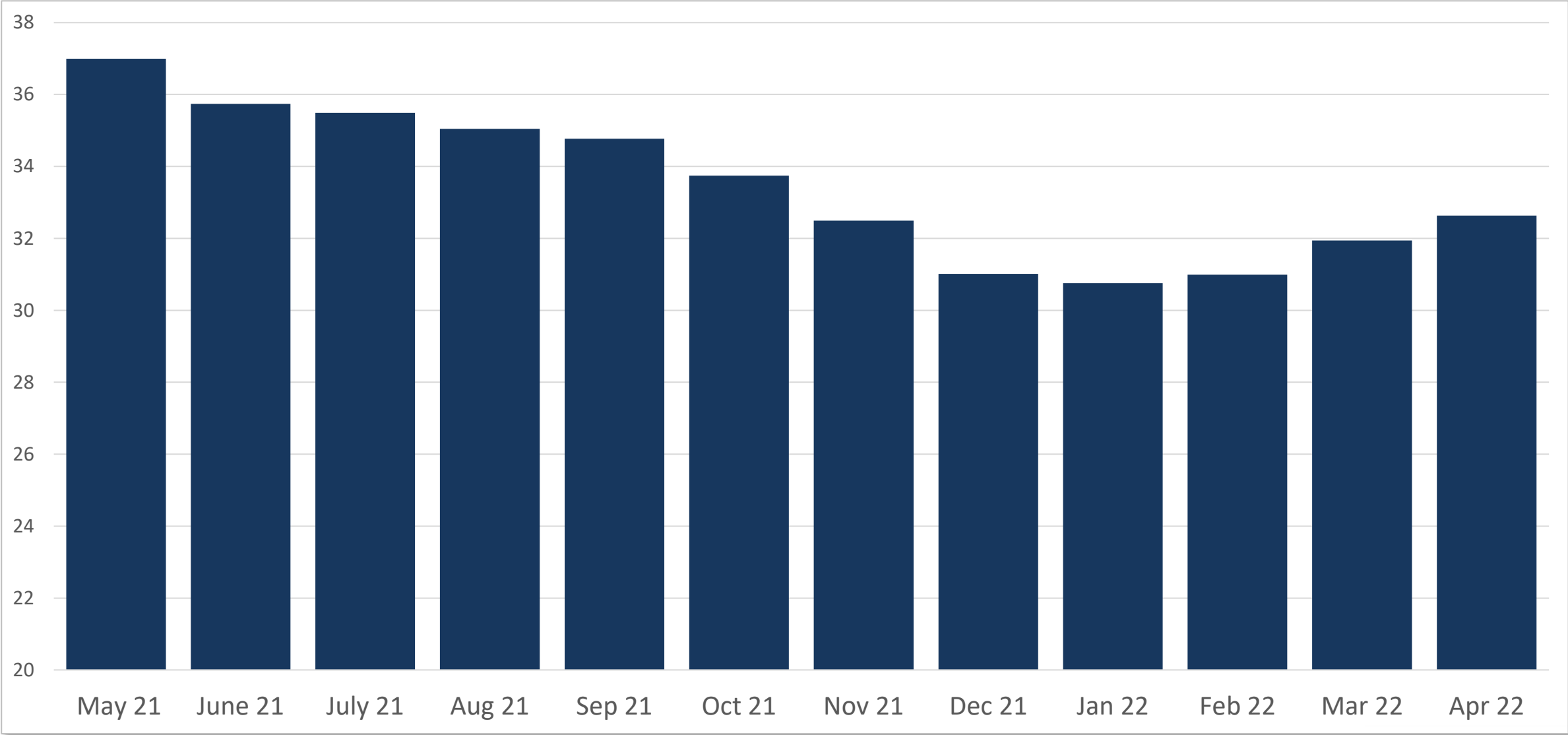
Source: Rightmove & Zoopla

Supply – New Instructions



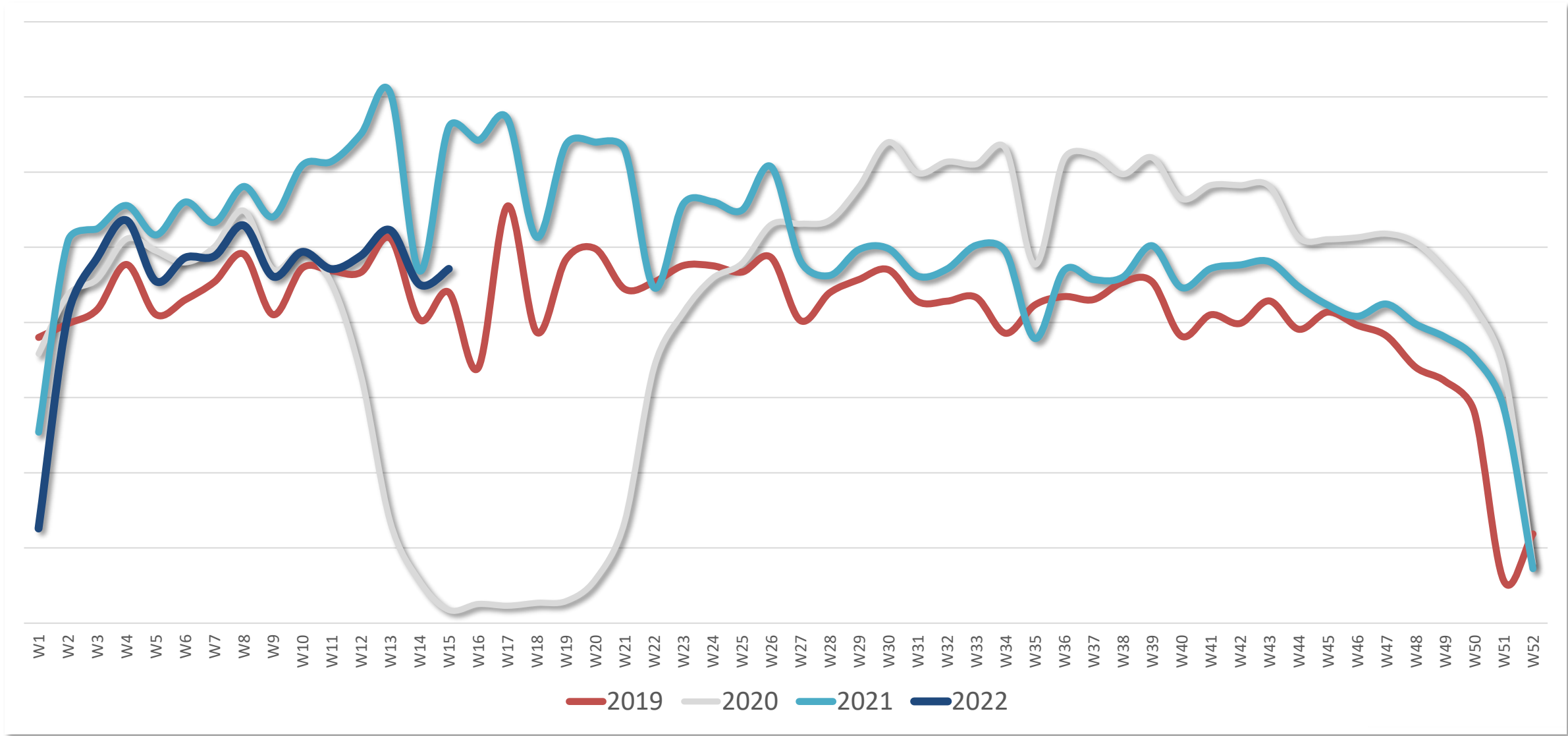
Source: Connells Group

Supply – Average Stock Per Branch



Source: Connells Group

Weekly Sales Agreed

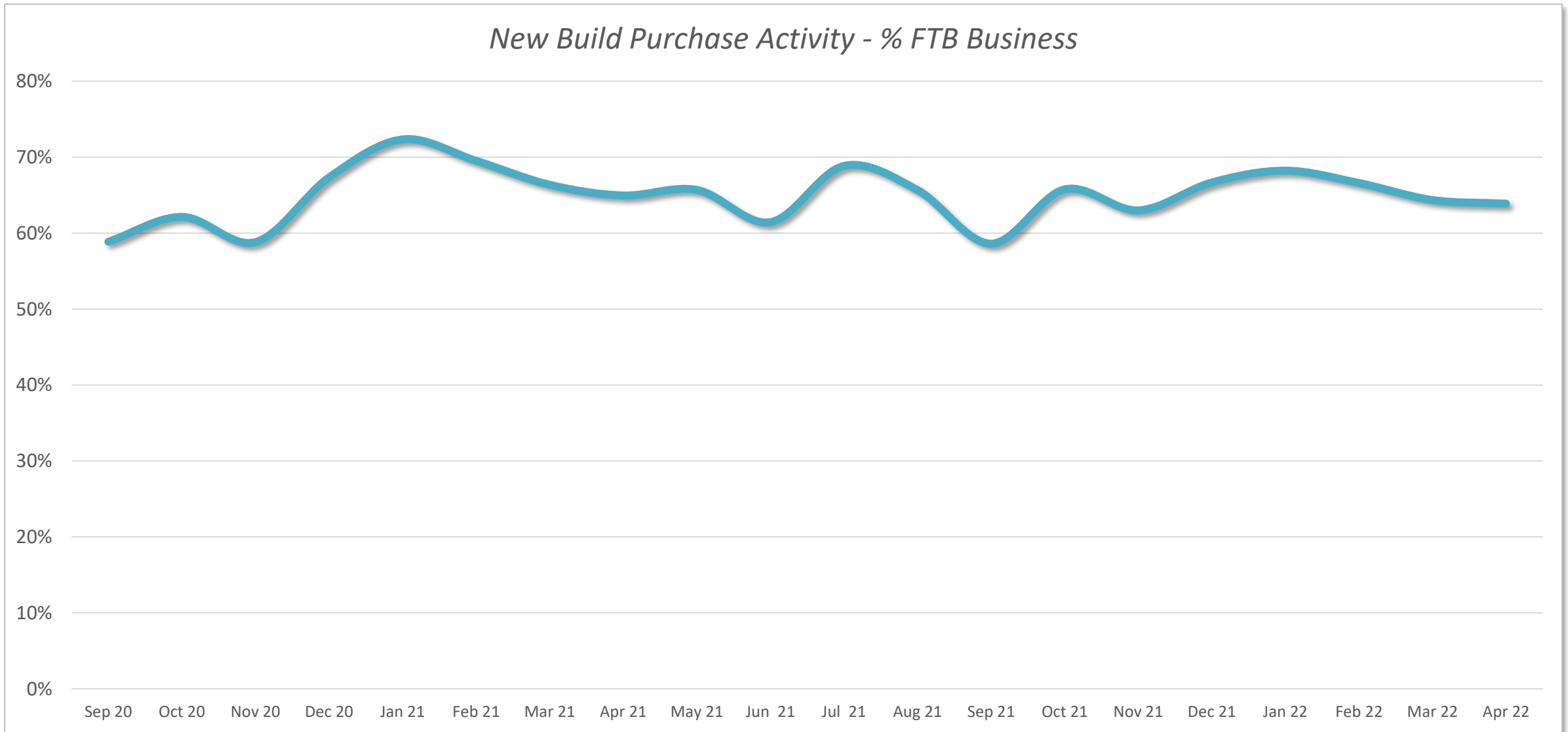


Source: Connells Group

- Buyer demand remains strong, the lack of availability in the resale market offering opportunities for house builders with the right stock
- New releases are attracting immediate interest with First time buyers keen to step onto the property ladder making use of Help To Buy
- In line with other sectors, stock availability is the constraining factor and is taking time to improve, available new homes stock down 23% on April 21 (resale market 20%, lettings market 31%)
- Sales rates are being maintained despite the constraints, Q1 Sales activity running 2% behind 2021

Mortgage Market

New Build Purchase Activity - % FTB Business



Source: Connells Group

Part Exchange

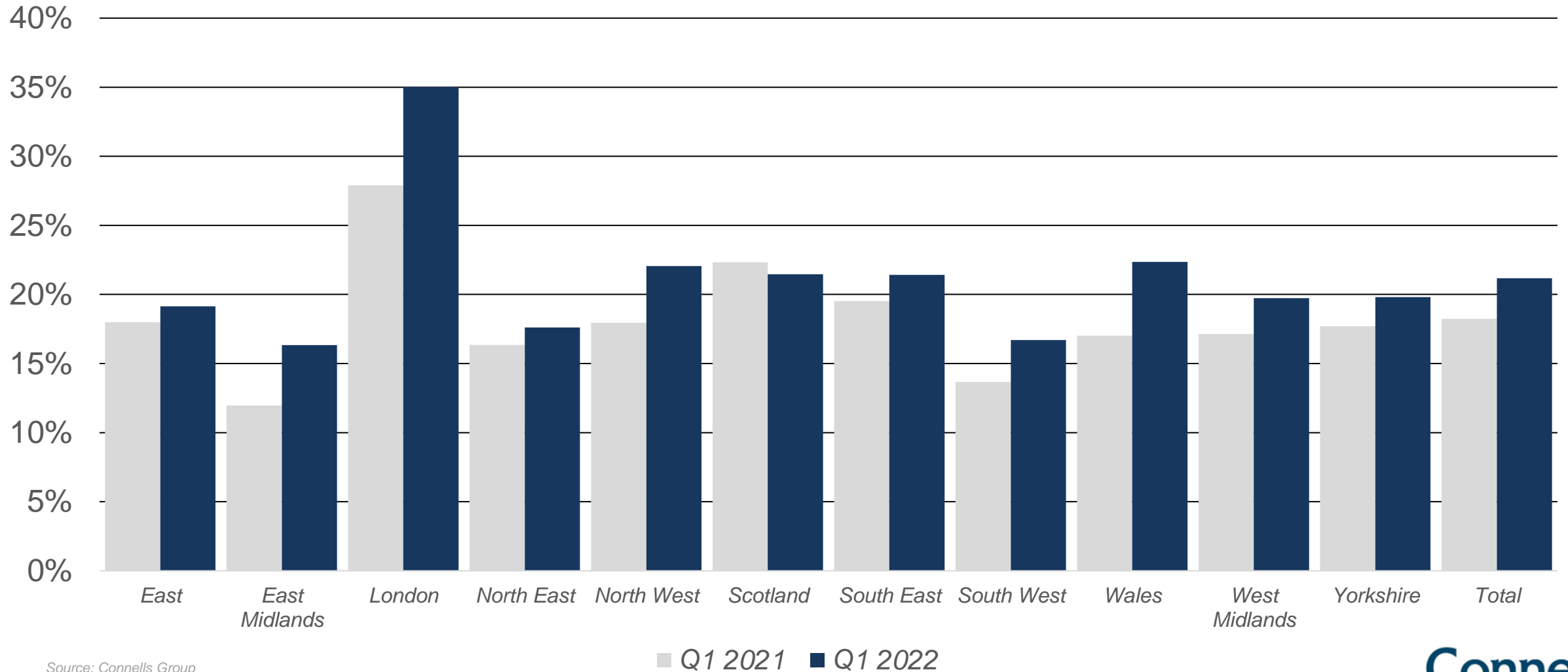
- Off the radar with many mainstream housebuilders for the past couple of years
- Retirement sector continue to use as a cost effective way to maintain cash-flow, create buyer interest and manage speed of sale
- Starting to see requests to train / remind Sales Consultants of the benefits of Part Exchange and chain-break, should schemes be needed to preserve sales rates

Assisted Move

- Widely used and popular with customers and housebuilders – has been a real “win win” whilst the market has been so hot
- Keeps customers involved rather than suggesting “they come back when you have sold...”
- An almost guaranteed sale if the process is managed in a structured manner
- No cash lock up for the housebuilder, and a good pipeline of Assisted Moves on a development is a great way of demonstrating buyer interest

- Planning continues to challenge, both obtaining and amending existing consents
- Demand for land remains strong whether it is short/medium or longer term strategic sites
- Strategic sites in demand from a range of acquirers – House builders, promoters, private equity, investment groups, Build to Rent
- Commercial land values strong, potential impact on sites no longer viable for residential. ie industrial and logistics.
- Continued demand for public sector led development for high street regeneration creating multi use opportunities including residential

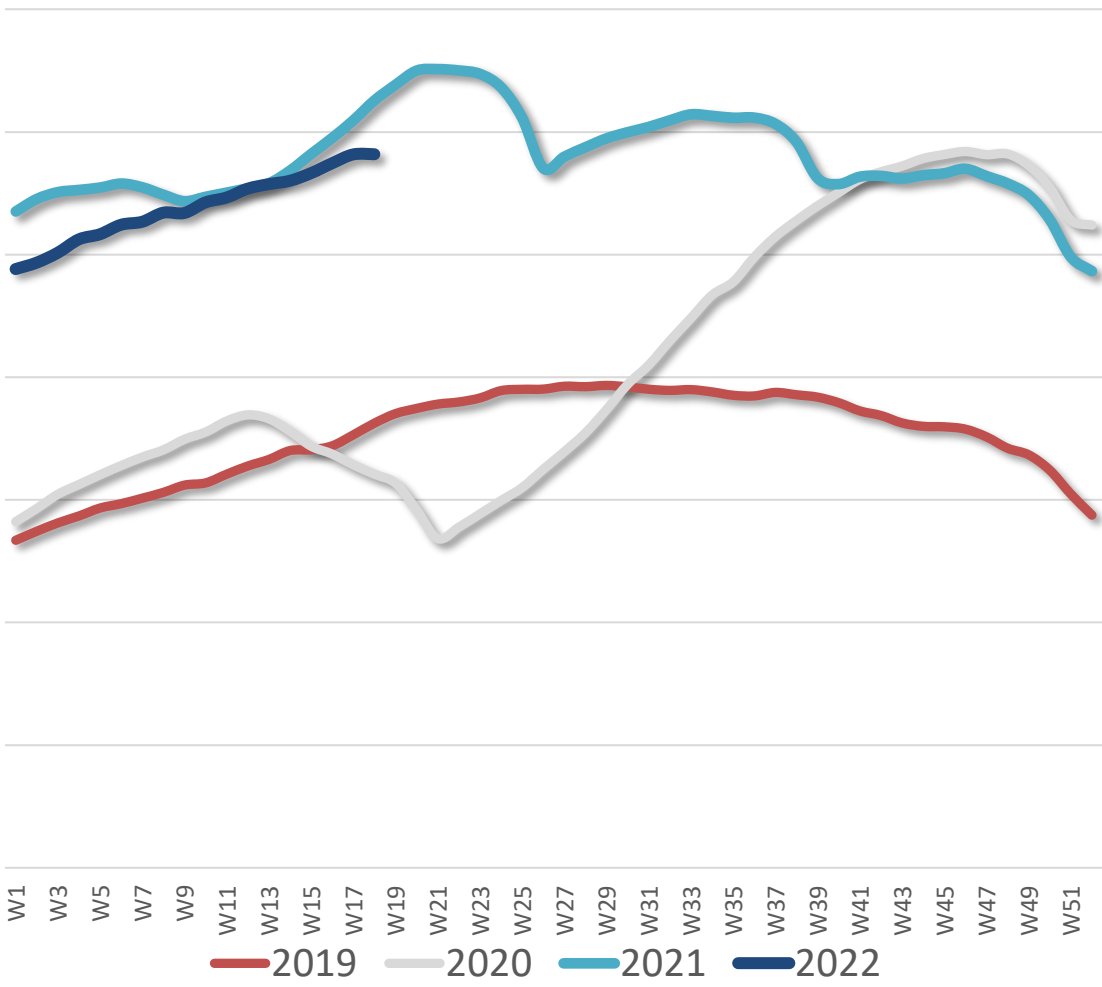
Valuation Challenges



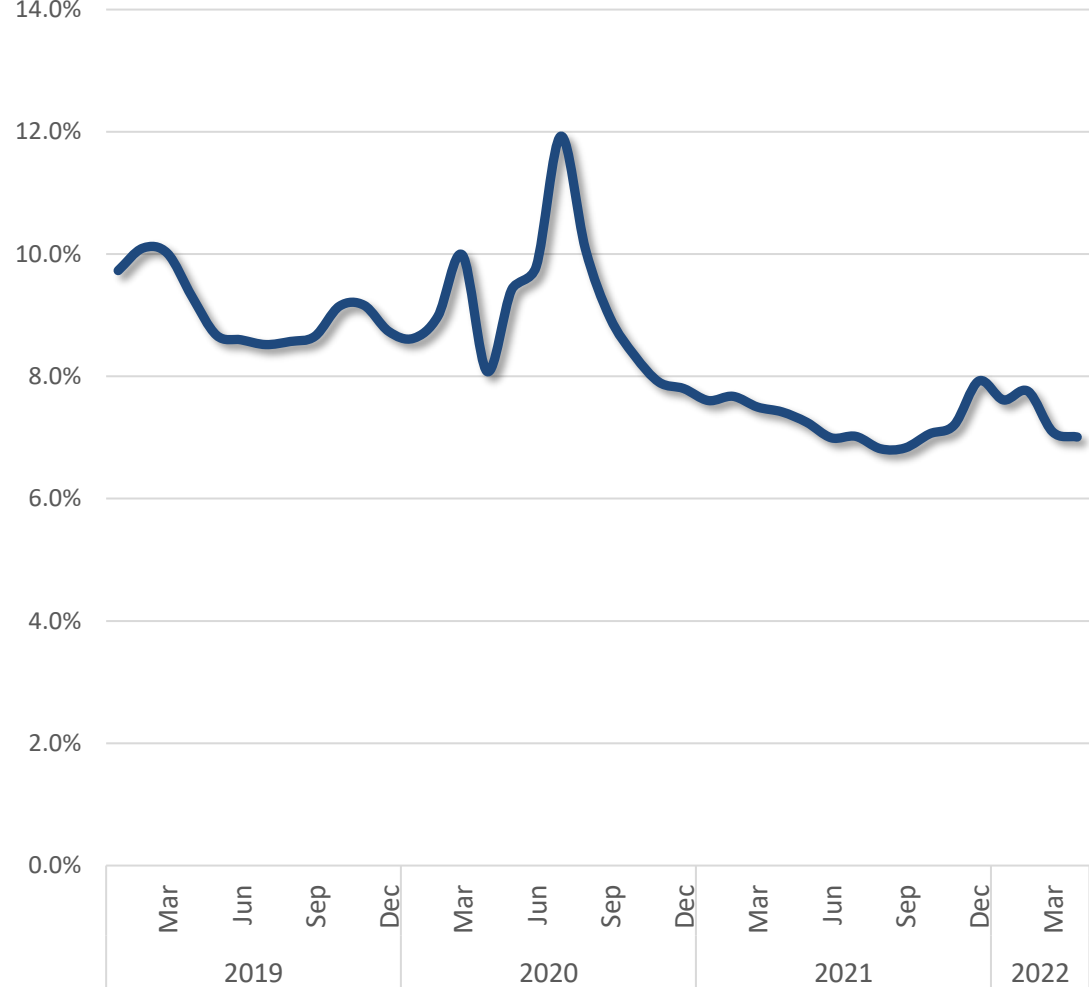
Source: Connells Group

Sales Pipeline – Second-hand

Pipeline (£)



Cancelled Sales % Pipeline



Source: Connells Group

- Market sentiment robust despite backdrop of cost of living, base rate increases, world events
- Across all markets – resale, new and rental:
 - The imbalance between demand and supply persists
 - Stock is the constraining factor, some signs of easing but marginal
- New stock attracting immediate interest and sales rates being broadly maintained
- Pipeline remains high but conversion has slowed
- House prices to continue rising

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