

Connells  
group

**10%** market share

over **1,200** branches

over **15,000** colleagues

**Committed to developing our people**  
and providing opportunities for all

**80** local estate agency brands

UK's **most profitable**  
estate agency business

**115,000** property sales a year

**Largest agency** for new  
homes sales in the UK

over **9,000** new homes  
sold per year

**100** land specialists  
nationwide



**Multi-award winning**  
service

**One of the largest** volume residential  
property auctioneers in the UK

**£36bn** mortgage lending

**1,250** employed Mortgage  
Consultants

**One of the UK's largest**  
conveyancing businesses

**150,000+** tenancies managed

UK's **largest** survey and  
valuation business

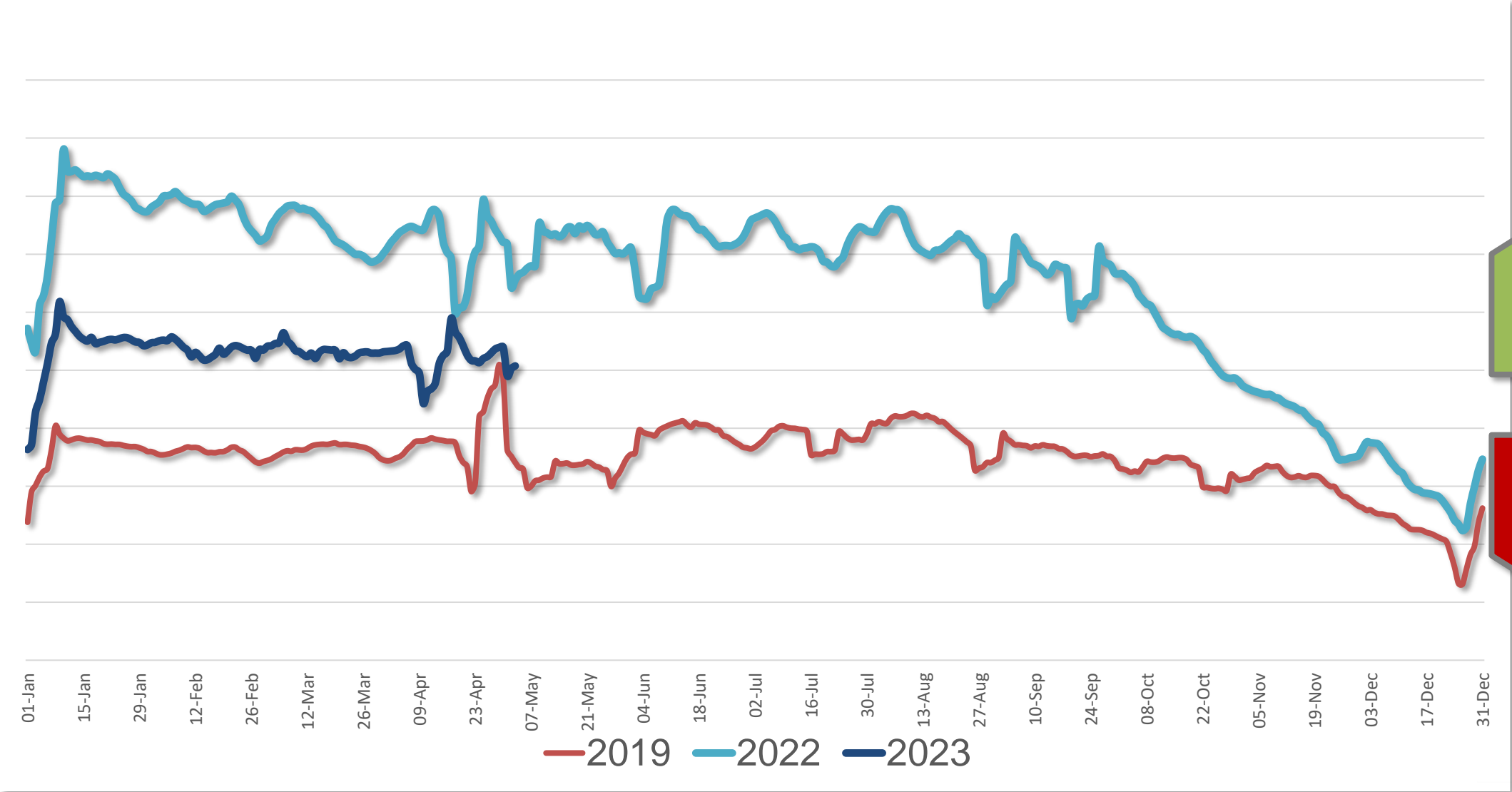
**700+** Chartered Surveyors

**ISO 9001:2015** panel and risk  
manager of valuations

**UK's leading** EPC provider

**One of the UK's largest**  
commercial property consultancies

# Demand – Portal Enquiry Levels

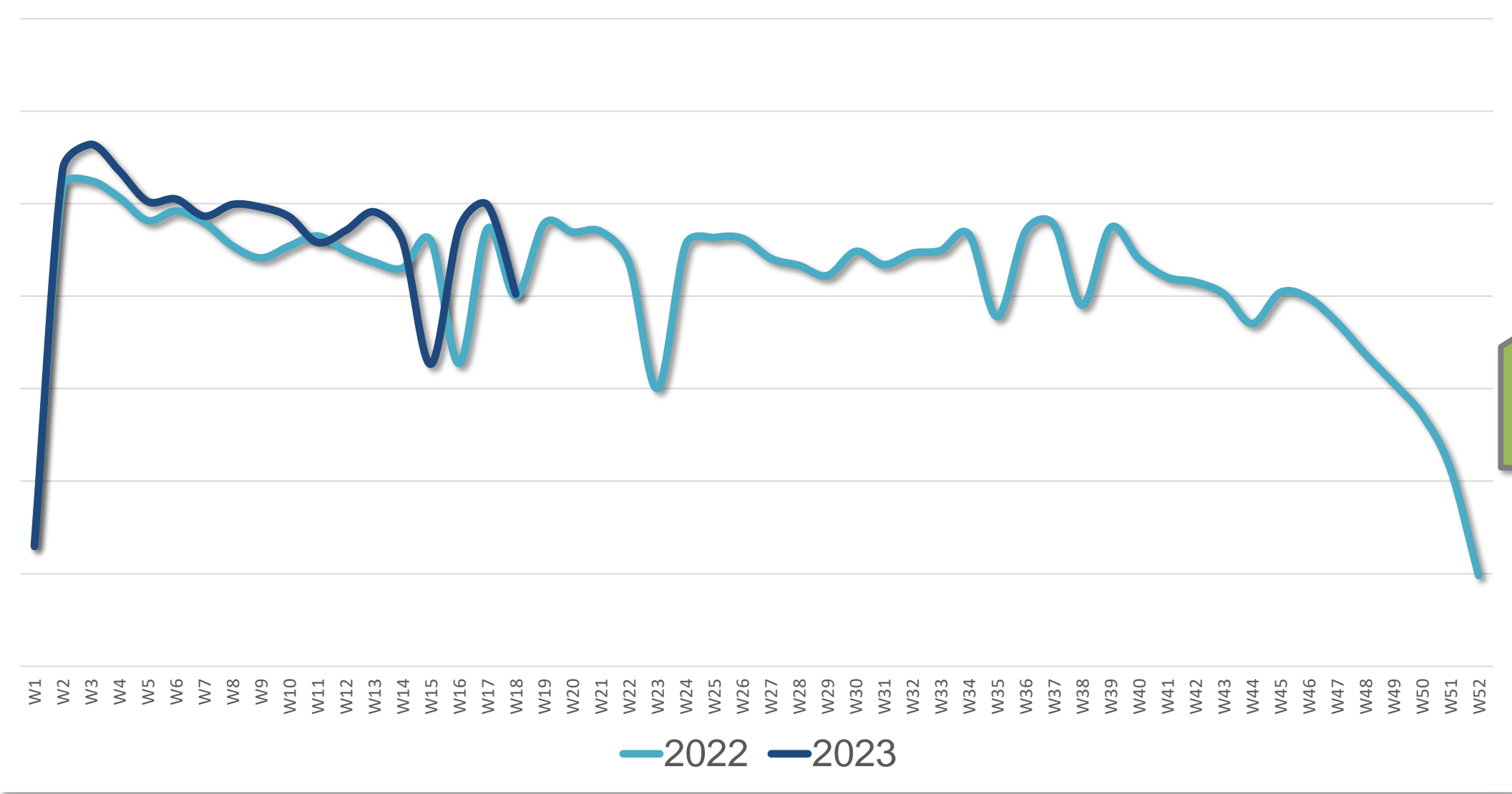


**Q1 Up  
48%  
on 2019**

**Q1 Down  
30%  
on 2022**

Source: Rightmove & Zoopla

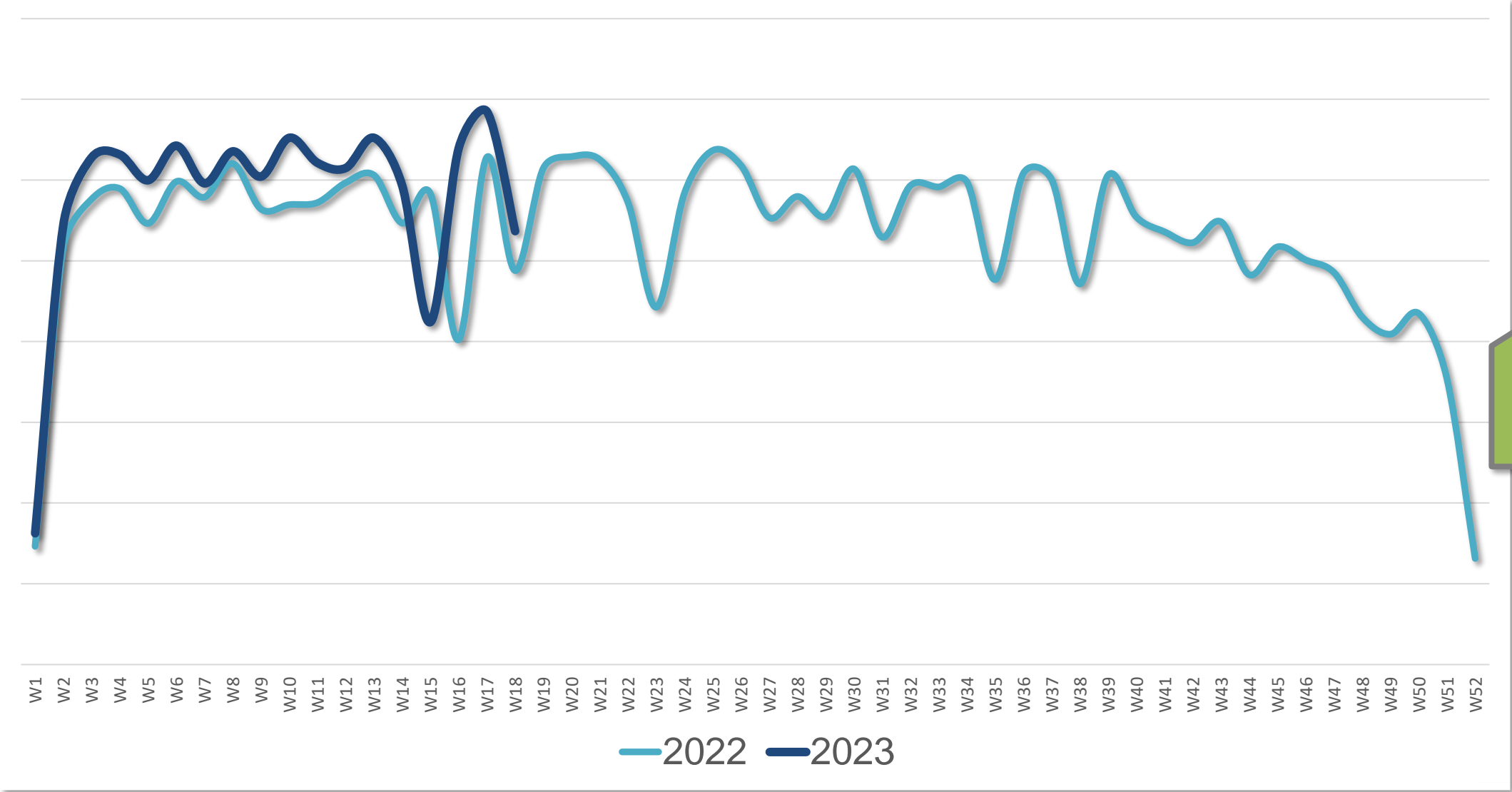
# Supply – Market Appraisals



Q1 Up  
6%  
on 2022

Source: Connells Group

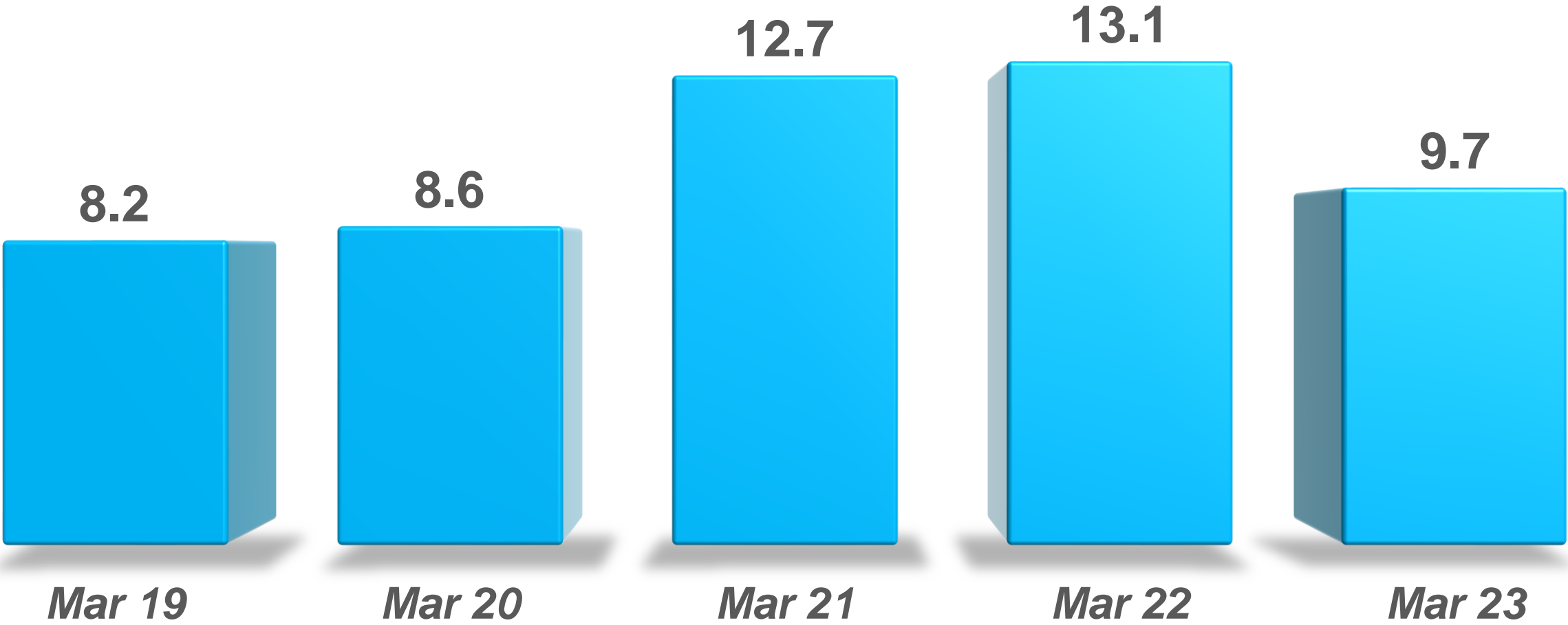
# Supply – New Instructions



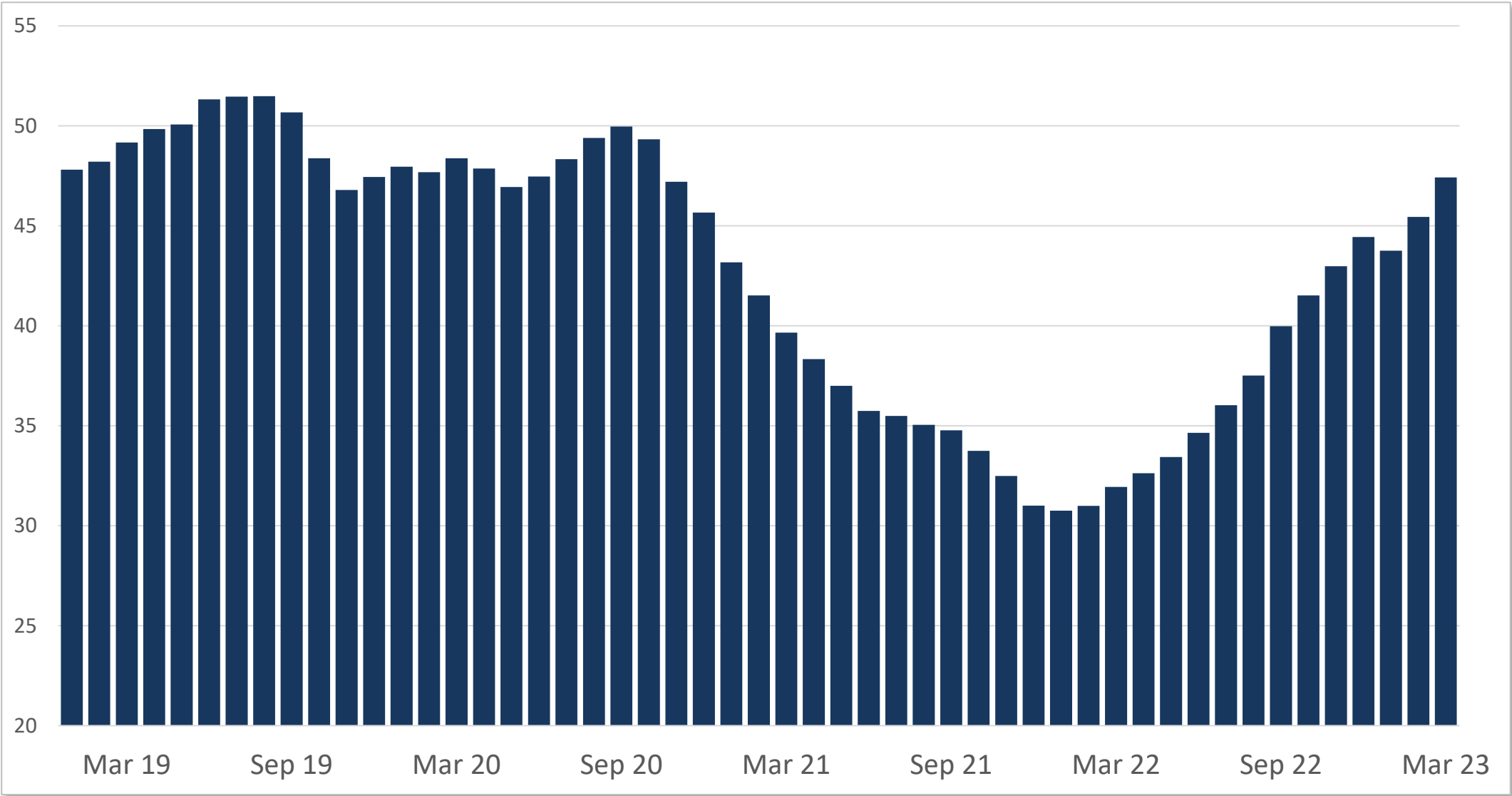
Q1 Up  
7%  
on 2022

Source: Connells Group

**Demand – Applicants Per New Instruction**

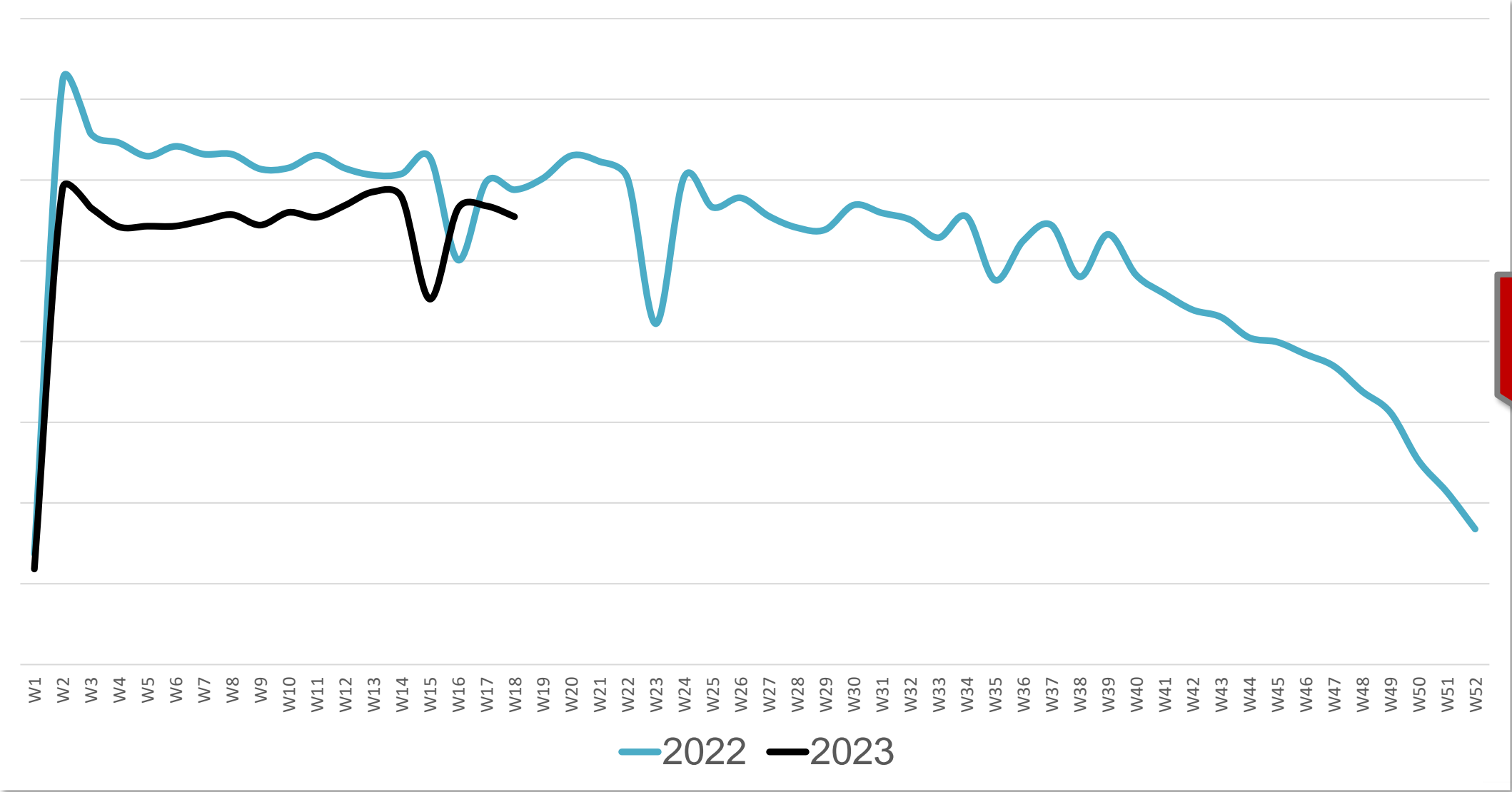


# Supply – Average Stock Per Branch



Source: Connells Group

# Demand - Viewings

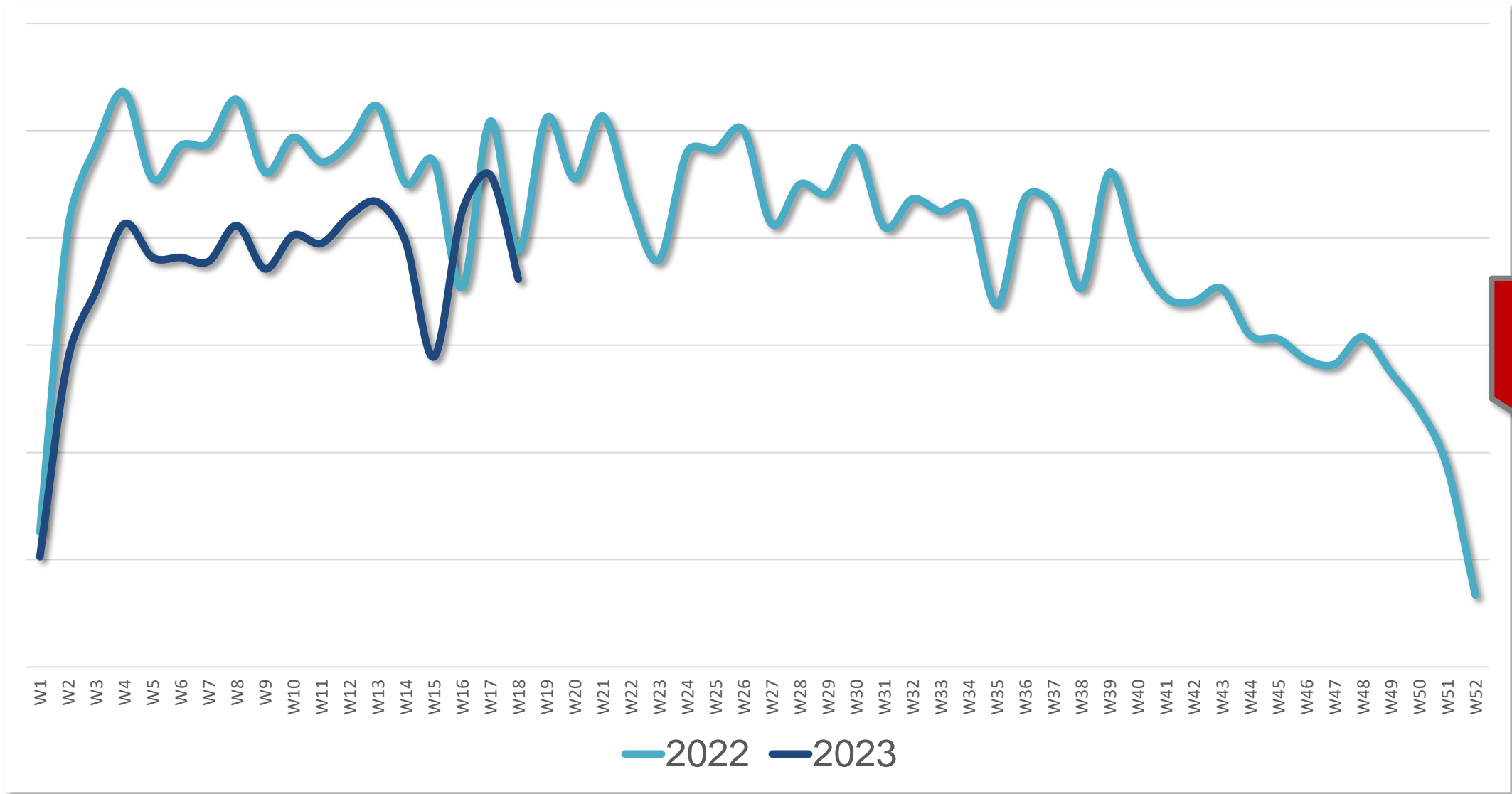


**Q1 Down  
12%  
on 2022**

Source: Connells Group



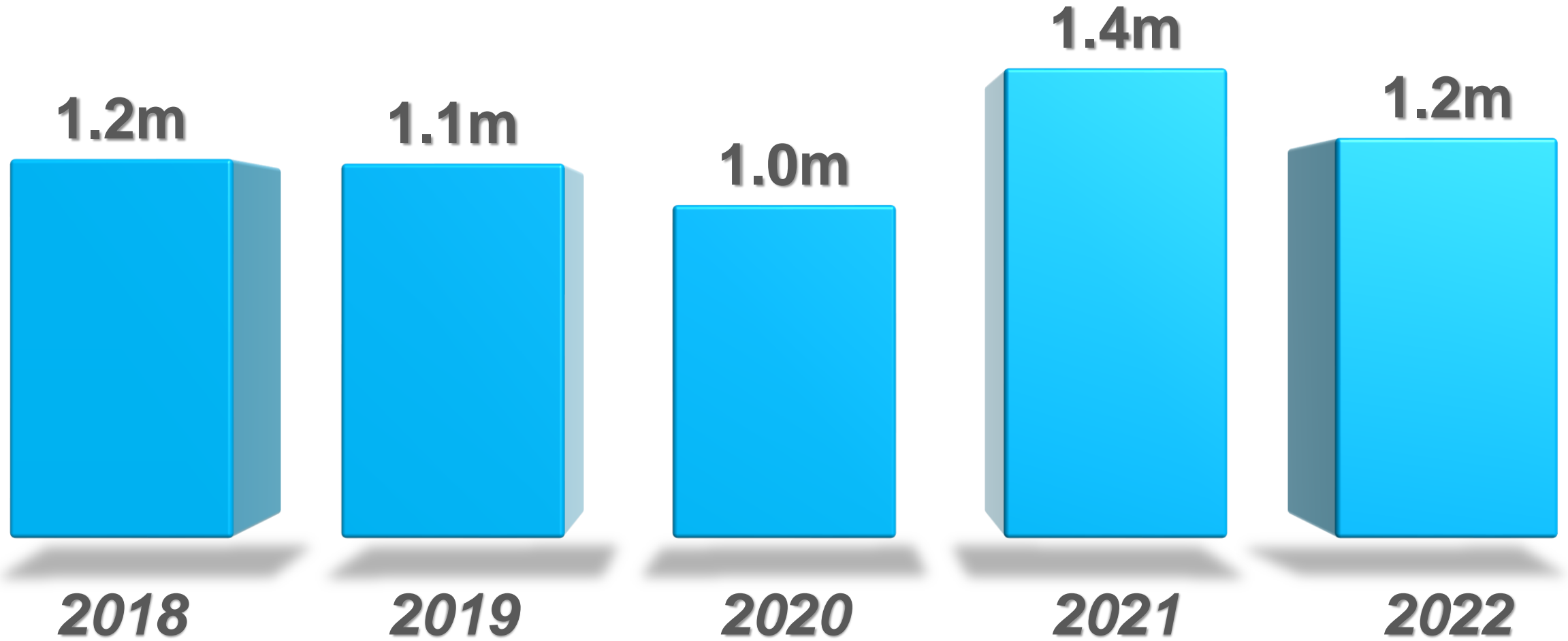
# Weekly Sales Activity



**Q1 Down  
21%  
on 2022**

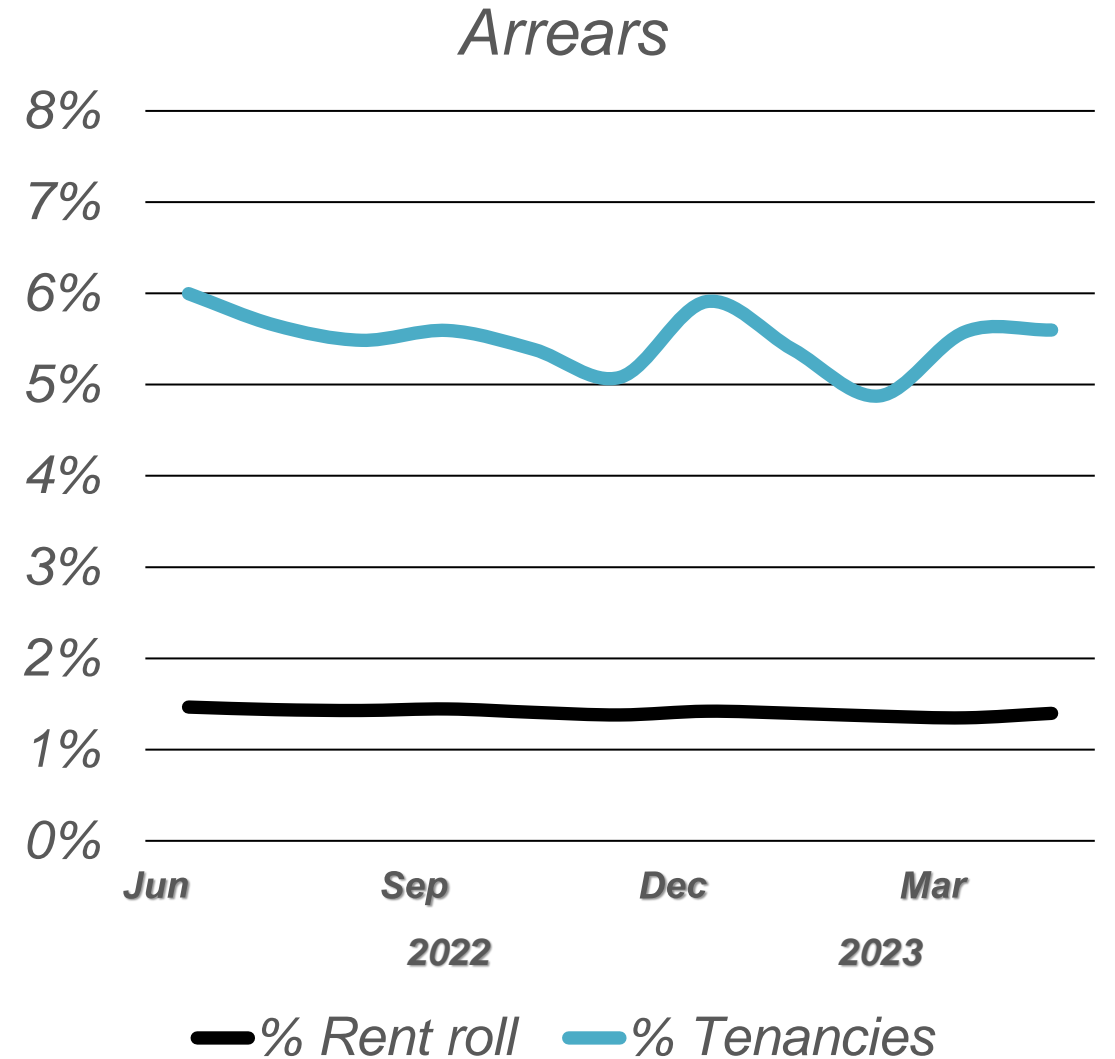
Source: Connells Group

## Housing Transactions



- Downward pressure on prices continues:
  - Prices for new listings in the quarter were down 5% on Q4 2022, but broadly level with Q1 2022
  - Price reductions common on existing stock
  - Sale prices agreed in Q1 were 2% lower than Q4 2022
- However, as activity levels have started to improve prices have started to edge forward slightly, March sales agreed price up 3%
- Forecast maintained, within a range of 0% to -5%

- Landlords will continue to review their portfolios but no sign of a mass exodus despite prospect of the Renters Reform Bill and EPC requirements
- Rental values continue to increase, but at a slower pace as demand has eased
- Many landlords are absorbing higher operating and financing costs, no real movement in level of arrears
- Landlords remain keen to secure and retain good tenants, average tenancy length now just over 27 months



**National network  
of dedicated land & new homes centres**

Over **9,000**  
new homes sold per year

Help to Buy accounted for **32%** of all  
new home mortgage applications in 2022

**70+** Land Managers and Directors  
across the branch network

**160** New Homes Managers and  
Directors around the country

**1,350** Currently instructed on  
new homes sites nationwide

Supported by over **1,200**  
estate agency branches nationwide

**Leading** agents Lambert Smith Hampton

**60,000+**  
commercial & residential  
properties managed

Advisors to LA on numerous town  
centre regeneration schemes

**Sell more** new homes  
than any other estate agent

**Dedicated**  
New Build Mortgage Services Consultants

**115,000** property sales  
a year across the network

Sponsor of the  
**WhatHouse? Awards**

New build properties account for **20%**  
of all mortgage purchase applications

Over **12,500**  
new homes currently instructed

**350**  
public sector clients

**Connells**  
group

Land and New Home  
Specialists

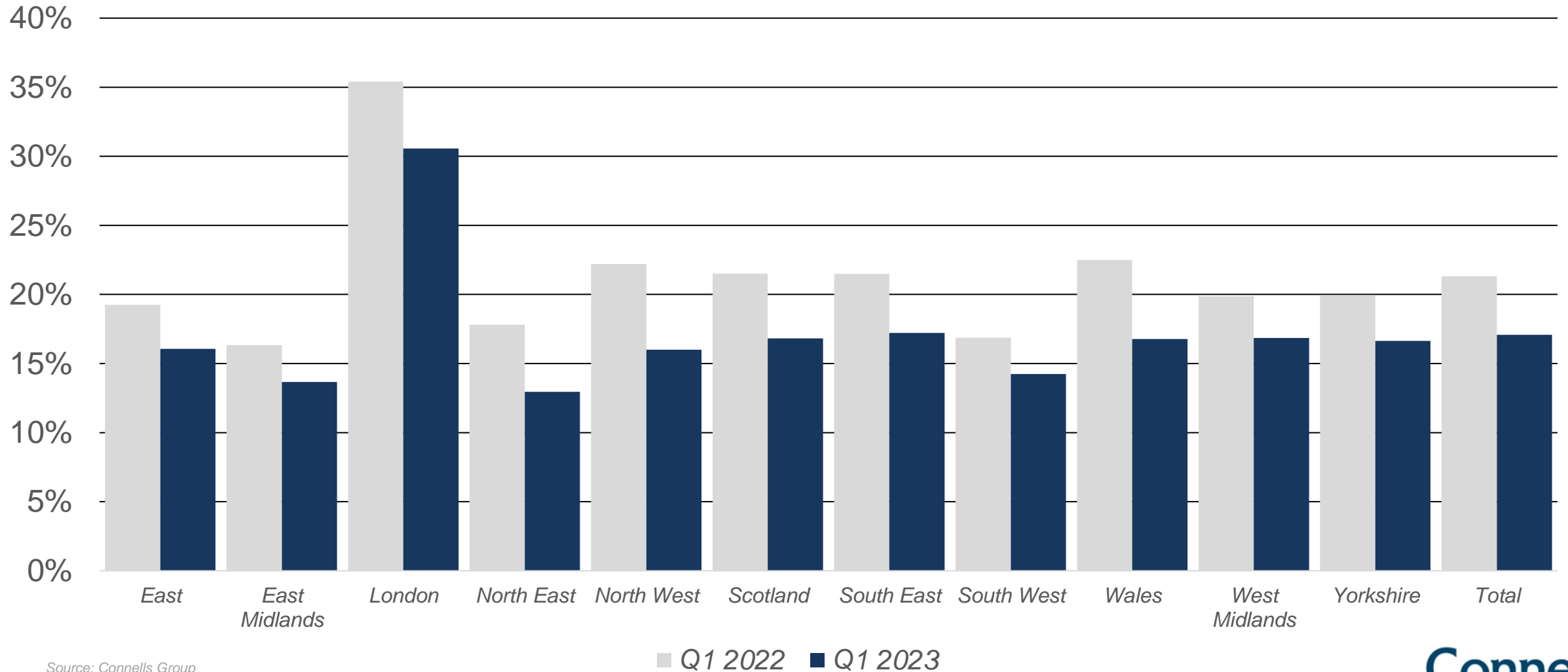
- Planning consent continues to challenge, both obtaining and amending existing consents
- Change in Government policy and approach to NPPF looks set to derail the much needed commitment to increasing housing supply in the UK
- Planning delays are driving strong demand for short term consented sites
- Strategic sites in demand, but the supply of development land looks set to remain in short supply

- Stock availability continues to improve but there is no step change in output on the horizon
- Increased financing / energy costs, reduced sales demand has led to a challenging start to 2023
- SME housebuilders bearing the brunt of current issues and costs driven by the local planning system
- Positive buyer demand for house builders with the right available stock
- Whilst down on last year, Q1 saw a 30% uplift on Q4 2022 and activity continues to improve

- Part Ex & Assisted Move very much back on the agenda
- Great USP over the second-hand market
- The New Homes Group have seen a big uplift in both Part Exchange and Assisted Move applications in Q1 up nearly 50% on 2022
- Part Exchange re-sale properties if priced correctly are achieving good offer levels with an average market to sale under 60 days



# Valuation Challenges



Source: Connells Group

- Overall the market remains challenging but gradually improving
- Uplift in stock levels will ultimately drive an increase in transactions volumes, however, many remain hesitant and unwilling to commit
- Uncertainty on inflation, house prices and mortgage rates are all impacting customer confidence
- Short term rebalancing of supply and demand within sales market is helpful but stock levels are a continuing concern across all sectors
- House prices may still ease slightly but expect them to remain broadly stable in the short term as the market continues its recovery
- Factors external to the UK housing market will no doubt continue to influence

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group