



# No holiday for estate agents as August sees unexpected increase in property activity



August results from the Agency Express Property Activity Index show unusually high levels of housing market activity in most cities and regions across the UK, bucking the traditional downward summer trend. The Index, which measures the number of new 'FOR SALE' instructions and properties 'SOLD' reveals that the number of 'FOR SALE' boards instructed by estate agents in August was up 10.8% month-on-month compared to July. And although the number of properties 'SOLD' in August was down by 8.7% month-on-month compared to July, this was a much smaller decrease than traditionally experienced and was in fact up 41.8% compared to August '08.



The latest report indicates further signs of confidence returning to the housing market and an increasing demand for properties - Scotland experienced the highest number of 'SOLD' board instructions for 14 months and the East Midlands was similarly busy, with a 16-month high recorded.

Nine out of the twelve UK regions experienced a month-on-month increase in the number of properties 'SOLD' in August – with the East Midlands leading the way up 33% and both the North East up 13.3% and North West up 12.8% showing increases in properties 'SOLD' compared to July. Interestingly, it is the South which is lagging behind with the South East showing a 5.9% decrease in the number of properties 'SOLD' in August, with London down by 1.3%.



Stephen Watson, Managing Director, Agency Express, commented: "Traditionally, August is a quieter month for estate agents but this year we have seen a real flurry of activity in both 'FOR SALE' instructions received and properties 'SOLD'. There does appear to be a genuine feeling of confidence returning to the market and perhaps, even a suggestion that we are on the road to recovery. Although overall the number of properties 'SOLD' in August dropped from July, much of this can be attributed to the falls in just three regions – West Midlands, the South East and London – which are heavily populated areas. The 3-month rolling average was still up by 0.7% on the 3-month period ending in July and all other regions reported an increase. As much of our

data is generated at the very start of the house sale process, the statistics indicate that estate agents should expect a busy autumn and a strong finish to the year."

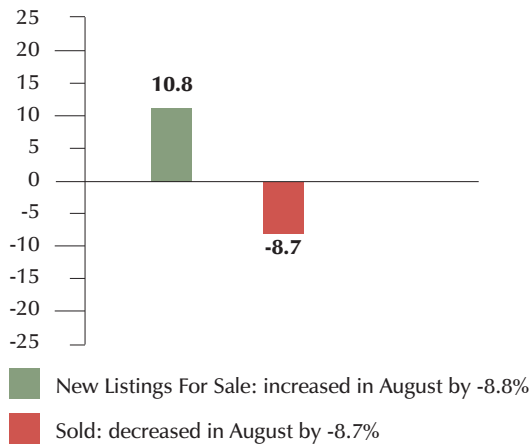
## Further results from August show that:

- ▲ Month-on-month comparisons show that Glasgow reversed the trend by out-performing Edinburgh in both the number of 'FOR SALE' signs instructed with Glasgow up by 50.5% and Edinburgh up by 47%, and properties 'SOLD' with Glasgow up by 138.8% and Edinburgh up by 5.7%.
- ▲ In terms of the UK cities there were signs of a North / South divide for volume of properties 'SOLD' compared to July with Glasgow up 138.8%, Manchester up 115% and Leeds up 34.5% - compared to London up 2.1%, Brighton down by 7.7% and Southampton down by 23%.
- ▲ Only 5 cities – London, Southampton, Cambridge, Carlisle, York - out of the 22 monitored by the Index showed a decrease in 'FOR SALE' signs instructed by estate agents in August compared to July.

The regions showing the best month-on-month performance in the number of 'FOR SALE' boards being put up were Scotland up 34.4%, the North East up 25.2% and Central England up 23.6%. The regions with the poorest monthly performances in the erection of 'FOR SALE' boards were London down 12%, the South East down 3.8% and Wales up 3.8%.

## NATIONAL AND REGIONAL MONTHLY CHANGES for August 2009 v July 2009

### National monthly % change

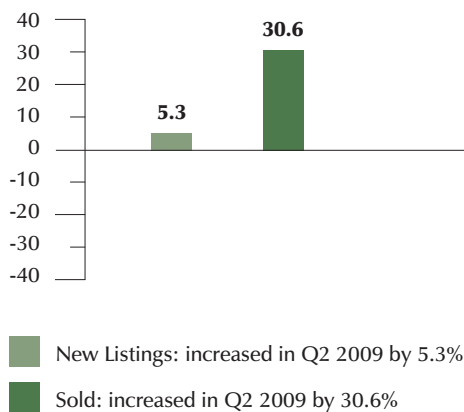


### National and regional monthly % change

	NEW LISTINGS	PROPERTIES SOLD
<b>NATIONAL</b>	<b>+10.8</b>	<b>-8.7</b>
Central	+23.6	+8.8
East Anglia	+5.5	+4.5
East Midlands	+19.5	+33.3
London	-12.0	-1.3
North West	+7.0	+12.8
North East	+25.2	+13.3
Scotland	+34.4	+6.9
South East	-3.8	-5.9
South West	+8.3	+7.6
Wales	+3.8	+1.9
West Midlands	+14.9	+9.4
Yorkshire	+4.8	+2.1

## NATIONAL QUARTERLY CHANGES for Q2 2009 v Q1 2009

### National quarterly % change

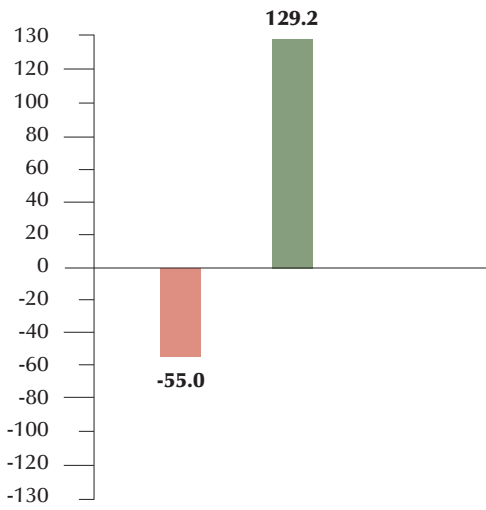


### National and regional quarterly % change

	NEW LISTINGS	PROPERTIES SOLD
<b>NATIONAL</b>	<b>+5.3</b>	<b>+30.6</b>
Central	+0.8	+23.2
East Anglia	-2.6	+23.6
East Midlands	-6.1	+35.1
London	+13.3	+31.2
North West	+0.1	+38.1
North East	+6.3	+32.5
Scotland	+48.6	+33.1
South East	+6.9	+46.0
South West	-1.1	+19.3
Wales	-6.6	+14.8
West Midlands	-5.0	+19.4
Yorkshire	+7.2	+36.8

**NATIONAL % CHANGES**  
for August 2009 'New Listings' v highest and lowest months of 'New Listings' recorded since Jan 2007

**National monthly% change**



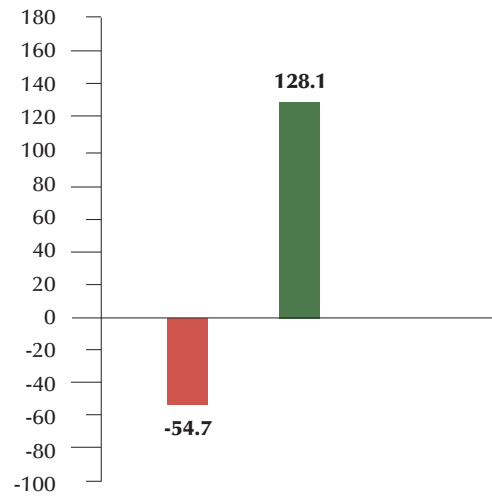
- August 2009 v highest month: decreased by 55.0%
- August 2009 v lowest month: increased by 129.2%

**National monthly % change**

	HIGHEST NEW LISTINGS	LOWEST NEW LISTINGS
<b>NATIONAL</b>	<b>-55.0</b>	<b>+129.2</b>

**NATIONAL % CHANGES**  
for August 2009 'Sold' v highest and lowest months of 'Sold' recorded since Jan 2007

**National monthly% change**



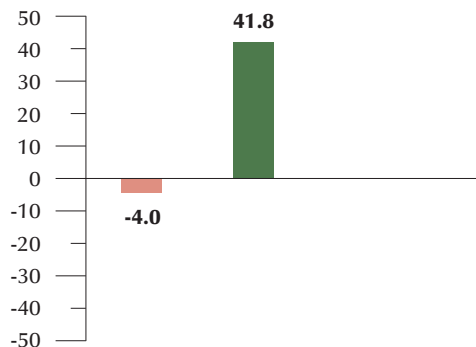
- August 2009 v highest month: decreased by 54.7%
- August 2009 v lowest month: increased by 128.1%

**National monthly % change**

	HIGHEST SOLD	LOWEST SOLD
<b>NATIONAL</b>	<b>-54.7</b>	<b>+128.1</b>

## NATIONAL MONTHLY % CHANGES for August 2009 v August 2008

### National monthly % change



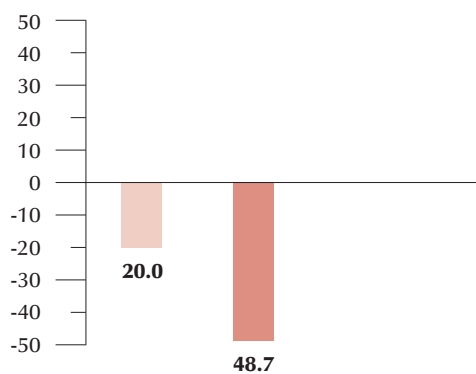
- New Listings: decreased in August by -4.0%
- Sold: increased in August by 41.8%

### National and regional monthly % change

	NEW LISTINGS	PROPERTIES SOLD
<b>NATIONAL</b>	<b>-4.0</b>	<b>+41.8</b>
Central	+0.2	+58.8
East Anglia	-3.7	+75.2
East Midlands	-40.7	+15.1
London	+5.0	+148.3
North West	+15.8	+79.1
North East	+20.4	+88.8
Scotland	-9.2	+1.9
South East	-29.4	+41.2
South West	-0.5	+73.7
Wales	-7.1	+8.2
West Midlands	+4.8	+85.9
Yorkshire	-5.0	+77.7

## NATIONAL ANNUAL % CHANGES for 2008 v 2007

### National annual % change



- New Listings: decreased in 2008 by 20.0%
- Sold: decreased in 2008 by 48.7%

### National annual % change

	NEW LISTINGS	PROPERTIES SOLD
<b>NATIONAL</b>	<b>-20.0</b>	<b>-48.7</b>



**Stephen Watson**  
Founder & Managing  
Director of Agency Express

Stephen has 20 years estate agency experience, was instrumental in the formation of the UK's first estate agency franchise company and latterly, headed up the franchising division of Alliance & Leicester Property Services.

## Editor's notes:

Agency Express was formed in 1998 specifically to provide a nationwide 'For Sale' board erection and management service for corporate and independent estate agencies via a network of franchisees. Today, Agency Express is the UK's largest 'For Sale' board company with one in four boards being erected and serviced by our franchisees.

'For Sale' boards can be seen on virtually every street in the UK and every one of these boards needs to be erected, changed to display 'Sold' and, finally, be removed at a time agreed with the agency when the sale has been completed. In short, a multi million pound business, the results of which give a very visible indication of the condition of the UK residential property market.

- ▲ **The UK's only truly nationwide estate agency 'For Sale' board company**
- ▲ **18 out of the top 20 estate agency chains use Agency Express**
- ▲ **On-line management system provides estate agencies with total control over their board assets**
- ▲ **Full members of the British Franchise Association**
- ▲ **Carrying out up to 4,000 board movements every working day**

### UK-WIDE MONTH-ON-MONTH PERCENTAGE CHANGES 2009

	For Sale boards erected	Sold boards instructed
February	+8.7%	+37.5%
March	+25.0%	+27.4%
April	-17.9%	-4.7%
May	+2.1%	+1.7%
June	+20.4%	+19.2%
July	-8.8%	-6.1%
August	+10.8%	-8.7%

### For more information or to arrange an interview please contact:

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