

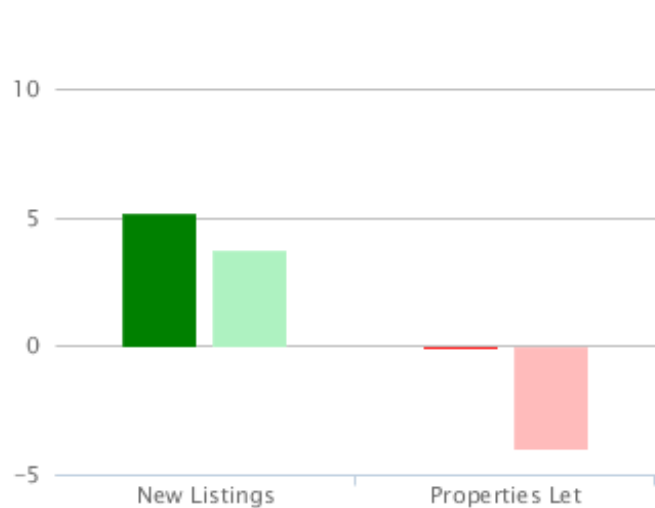


## Monthly % Changes for October 2018



|                 | New Listings |        | Properties Let |        |
|-----------------|--------------|--------|----------------|--------|
|                 | Oct 18       | Oct 17 | Oct 18         | Oct 17 |
| NATIONAL        | 24.2         | 7.2    | 8.1            | -4.9   |
| Central England | 21.0         | 13.7   | -5.3           | 5.0    |
| East Anglia     | 5.8          | 0.7    | 16.4           | -10.1  |
| East Midlands   | 3.2          | 8.5    | -8.0           | -9.7   |
| London          | 15.4         | 0.3    | 27.9           | -6.7   |
| North East      | 66.8         | 17.8   | 12.3           | -14.9  |
| North West      | 21.0         | 1.7    | 5.7            | 0.3    |
| Scotland        | 36.2         | 8.3    | 3.9            | -10.4  |
| South East      | 23.6         | 15.7   | 6.2            | -0.5   |
| South West      | 11.6         | -0.7   | 13.6           | -2.3   |
| Wales           | 36.4         | 10.9   | 10.2           | -13.7  |
| West Midlands   | 38.0         | 3.6    | 11.1           | -4.5   |
| Yorks & Humber  | 45.1         | 17.7   | 3.3            | -6.8   |

## % Changes for August - October 2018

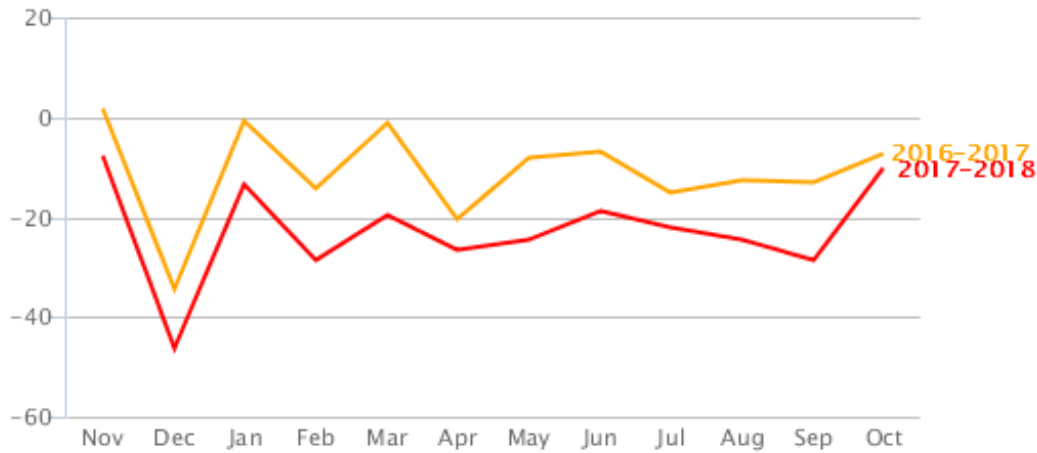


|                 | New Listings |              | Properties Let |              |
|-----------------|--------------|--------------|----------------|--------------|
|                 | Aug - Oct 18 | Aug - Oct 17 | Aug - Oct 18   | Aug - Oct 17 |
| NATIONAL        | 5.2          | 3.7          | -0.1           | -4.0         |
| Central England | 7.0          | 6.3          | 2.0            | -0.3         |
| East Anglia     | -0.2         | -0.4         | -2.5           | -5.9         |
| East Midlands   | 2.3          | 6.9          | -1.5           | -9.5         |
| London          | -0.4         | 1.0          | 1.0            | -0.2         |
| North East      | 21.4         | 12.5         | 0.3            | -3.6         |
| North West      | 3.8          | 3.3          | -2.5           | 0.0          |
| Scotland        | 4.8          | 0.9          | -0.1           | -13.6        |
| South East      | -0.8         | 4.7          | 2.0            | -9.2         |
| South West      | 3.2          | 1.0          | -2.5           | -3.1         |
| Wales           | 7.7          | 8.2          | -0.2           | -3.3         |
| West Midlands   | 11.9         | 2.1          | 1.5            | -3.0         |
| Yorks & Humber  | 13.5         | 7.0          | 2.4            | -2.7         |



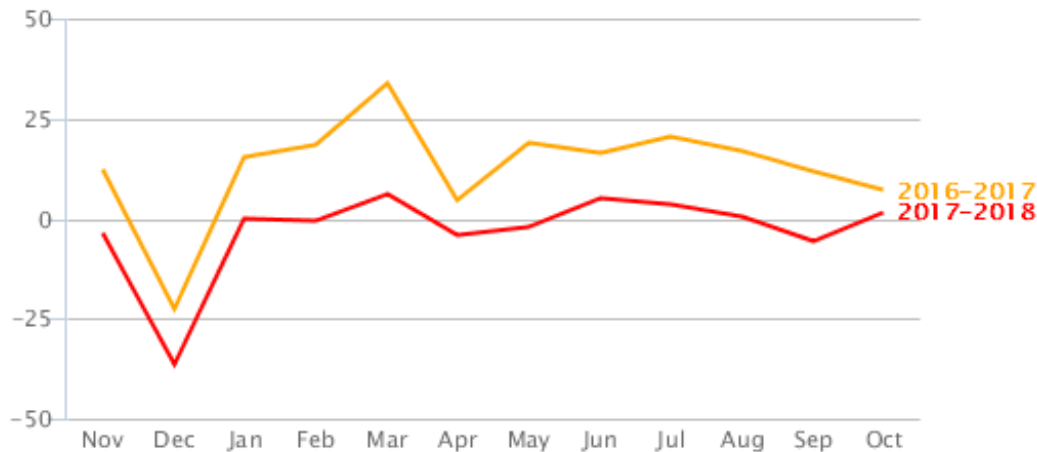
## New Listings

% Change over last 12 months vs previous 12 months



## Properties Let

% Change over last 12 months vs previous 12 months





## Ben Brookes

Managing Director of Agency Express

Stephen has over 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.

## Editors Notes

Agency Express was formed in 1998 by Stephen Watson an estate agent over 20 years, to specifically to provide a nationwide board erection and management service for corporate and independent estate agencies via a network of franchisees. Today, Agency Express is the UK's largest estate agency board company with one in four boards being erected and serviced by our franchisees.

Estate agency boards can be seen on virtually every street in the UK and every one of these boards needs to be erected, changed to 'Sold' and, finally, be removed. In short, it is 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 nationwide estate agency board company
- Over 60% of estate agents use Agency Express
- Industry leading on-line board management system SignMaster3
- Carrying out over 100,000 property visits per month
- Winners of 8 estate agency 'Supplier of the Year' awards

### UK-wide month-on-month percentage last 12 months

|        | To Let boards erected | Let By boards instructed |
|--------|-----------------------|--------------------------|
| Oct 18 | 24.2%                 | 8.1%                     |
| Sep 18 | -4.2%                 | -6.0%                    |
| Aug 18 | -3.2%                 | -1.9%                    |
| Jul 18 | -2.7%                 | -1.4%                    |
| Jun 18 | 7.4%                  | 7.8%                     |
| May 18 | 3.6%                  | 2.0%                     |
| Apr 18 | -9.4%                 | -9.1%                    |
| Mar 18 | 13.1%                 | 4.8%                     |
| Feb 18 | -17.4%                | -0.8%                    |
| Jan 18 | 60.9%                 | 57.7%                    |
| Dec 17 | -42.1%                | -34.8%                   |
| Nov 17 | 12.6%                 | 2.8%                     |