

# Property trends report.

England & Wales | July 2021

**Landmark.**  
Information Group

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# Introduction

## I'd like to welcome you to the Q2 2021 report.

It's been an extraordinarily busy time for legal professionals. Despite a slowing of new listings, the industry has seen surges in searches ordered. This combined with soaring volumes of Sold Subject to Contract (SSTC) and completions evidence the phenomenal effort property professionals have put in across the transaction pipeline since the SDLT holiday was introduced.

We have added an additional report this quarter, the completions to instructions ratio, which really highlights the tremendous market activity.



*Simon Brown*

Simon Brown | CEO Landmark Information Group

# About this report

**This report is based on a monthly extraction of key data in 2019 and 2021 from systems operated by Landmark Information Group within its various business entities that span the UK property market.**

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.

We hope our Cross Market Activity report continues to provide a valuable source of insights to help industry professionals and interested observers alike.



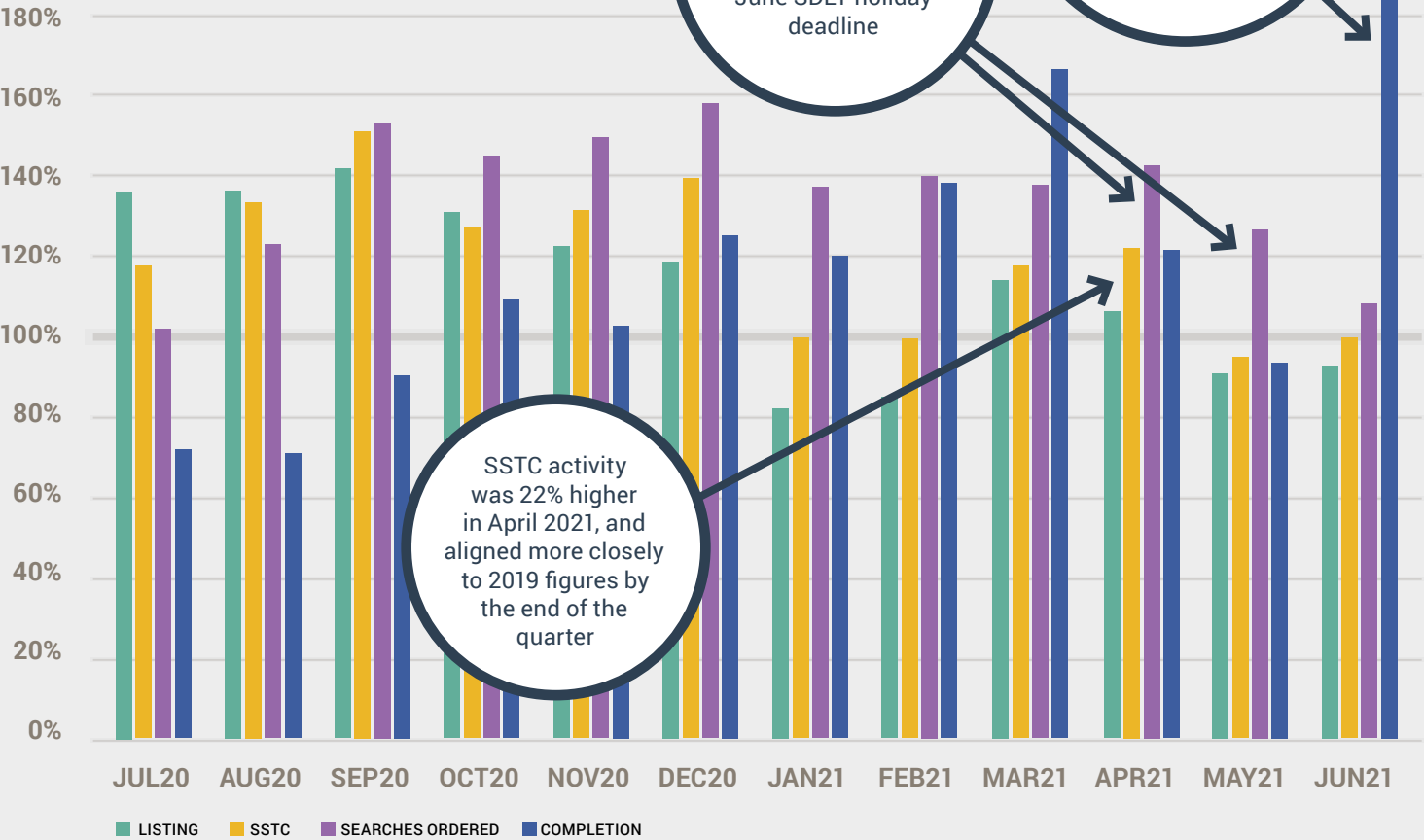
## Pipeline activity variance

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.

Listing were down on average by 5% at the half year point, showing a slow in supply whilst demand remained strong

### Transaction pipeline

100% = volumes vs 2019

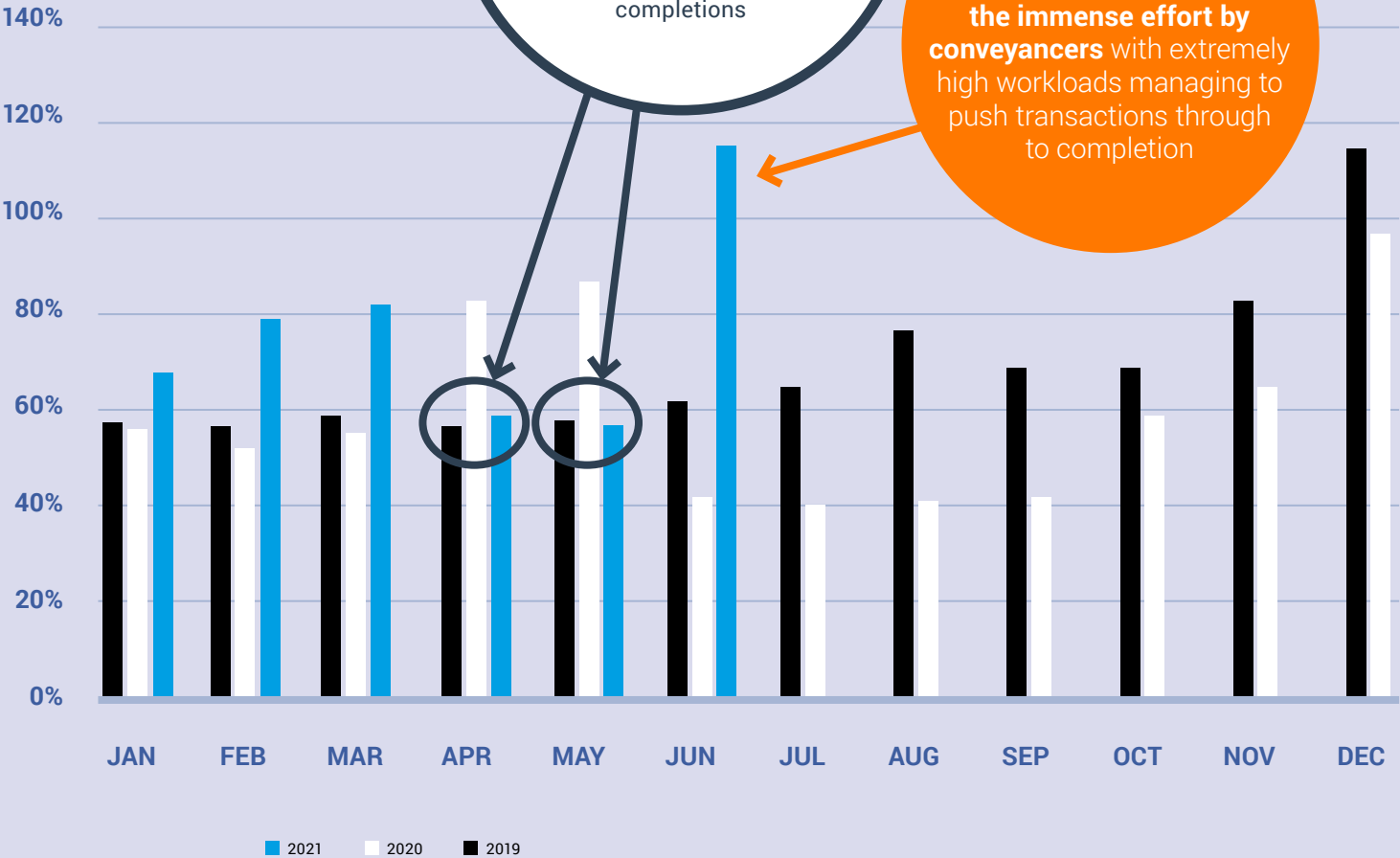


NOTES:  
(1) Chart shows volumes per month in 2020 and 2021 as a percentage of the same month in 2019.  
(2) Source: Landmark's own data to extrapolate the entire market.

## Ratio of completions to instructions

CIR is a good barometer for how busy conveyancing lawyers are. Typically, a higher percentage indicates a more stable and manageable relationship between incoming and outgoing workloads. However, as the percentage drops, the quicker the build-up of work-in-progress, which has the potential to lead to delays and service issues.

Completion to instruction ratio



# Thank you for reading our market insight

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## Further enquiries

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