

MORE HOUSE SALES FALLING THROUGH, AS BRITAIN GETS TO GRIPS WITH A SLOWING PROPERTY MARKET



26.56%

House sales fell though in Q4

24.64%

House sales fell though in last 6 months

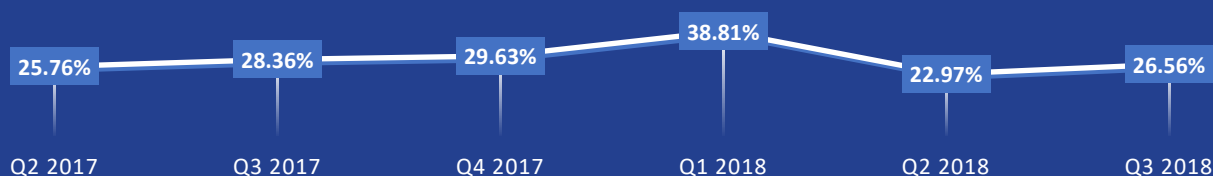
29.37%

House sales fell though in last 12 months

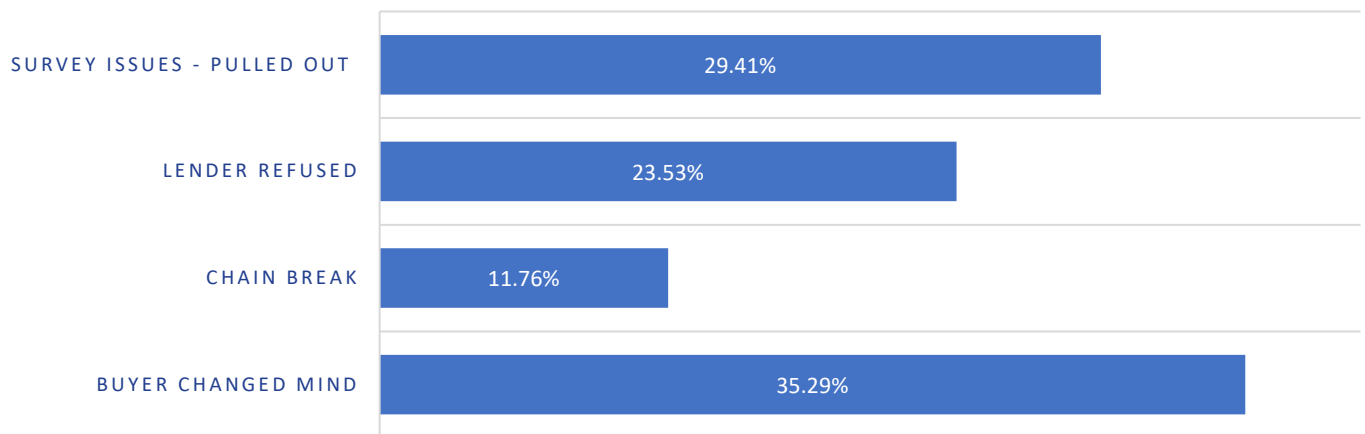
The number of house sales falling through before completion is on the rise according to figures released today by the UK's largest independent home buyer; Quick Move Now.

Figures indicate a house sale fall through rate of 26.56 percent for the third quarter of 2018, a rise of 3.59 percent since the second quarter.

% OF HOUSE SALES THAT FALL THROUGH BEFORE COMPLETION



REASONS FOR FAILED PROPERTY SALES IN Q3 2018



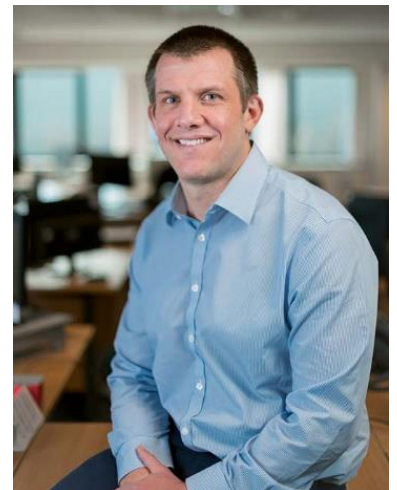
Danny Luke, Quick Move Now's managing director, commented:

"2018 has been a challenging year for the UK property market.

Political and economic uncertainty has left many homeowners and would-be buyers feeling nervous, and most estate agents are now openly acknowledging a slowing market after an unseasonably sluggish summer.

"The start of the year was incredibly difficult, with fall through rates hitting a first quarter ten-year high of 38.81 percent. The second quarter was a little more positive, as the market showed signs of beginning to pick up. However, it seems as Brexit looms ever closer, with no deal yet finalised and growing speculation of a second referendum, would-be buyers are proving cautious.

"In a slowing, buyer-centric market, it is increasingly important that sellers are proactive. Making sure your property is priced attractively will help to increase the number of viewings you are able to secure. With more properties for buyers to choose from, it is crucial that your property is well presented to make it stand out from other properties on the market. Declutter, refresh your paintwork and make sure your property's best assets are well highlighted if you want to stand the best chance of securing a sale. If you are in need of a quick sale in a slow market, you may also want to explore alternative routes such as property auction or a cash property buying company. Whilst it is important to highlight that you will achieve a lower price than on the open market, either of these options should enable you to secure a sale in a matter of weeks."



Data Calculation: [Quick Move Now](#) buy and sell hundreds of properties each year and the fall through statistics are calculated month-on-month, quarterly and annually.

Quick Move Now was founded in 1998 to offer homeowners a quick and guaranteed property sale. As the UK's original and largest property buying company, Quick Move Now has helped more than 6,000 homeowners. Quick Move Now is a founding member of the National Association of Property Buyers and a member of The Property Ombudsman.



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