JUNE 2026

The Hawksman Report

THE MARKET UPDATE FOR HIGH VALUE HOMES QUARTER 2

“Has Spring Sprung in the Local Property Market or Has Trump Trampled Over Any Momentum?”

From the desk of James Mason
About a 5-minute read

Hello and welcome to your Q2 Spring market update!

As I’m sure you’re aware, a lot has been happening since the last update. Some good, some bad and some downright ugly... And for the next 5 minutes or so, I’ll be taking you through it all, step by step.

Here’s what we’ll be discussing:

- The 2026 market so far
- Iran War: The impact so far and the scenarios going forward
- My crystal ball predictions for the rest of the year
- Thinking of selling? Here’s what we suggest you do now

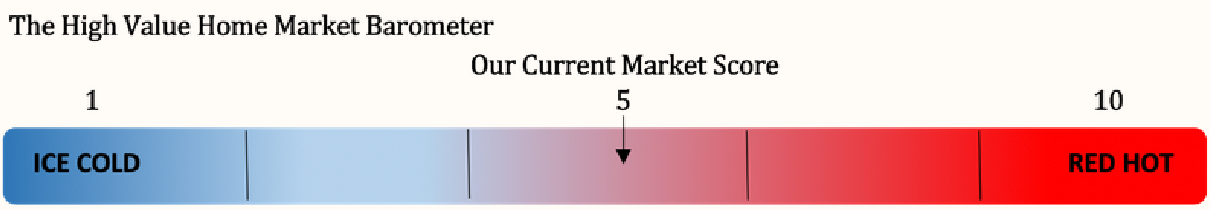
2026 so far...

CURRENT UK INTEREST RATE: 3.75%

Next review: 18th June 2026
Prediction: 3.75% *(or it could go up or down – we just can't call it this time!)*

After a slow start to the year, the local market picked up nicely through the end of February and into March.

Interest rates and mortgage rates were beginning to ease, and we seemed to be heading into calmer waters. Nationally, the market was showing strength, and in the local market we were seeing more proceedable buyers viewing homes and making strong offers, gradually moving up through the price points.



Most interest was (and still is) in the homes that are well presented and keenly priced, particularly around the £1.5 - £2 million mark. We're finding that the vast majority of buyers are those with a very clear reason to move – upsizing, downsizing, relocating for schools etc. There are a healthy number of buyers in rented homes with the funds ready to go on a purchase but also a large number of buyers predominantly with homes on the market in South–West London which are taking longer to sell than they expected. This is because of a smaller buyer pool in general but also Estate Agents over valuing and under performing as a result.

We're definitely seeing more interest from buyers now, compared with late last year and I was looking forward to sitting down and writing a really positive market update for you.

Until This Happened...

The Iran Conflict

As you know, on 13 March the US and Israel launched airstrikes on Iranian targets, prompting missile and drone responses and restrictions on shipping through the Strait of Hormuz, a key route for 20% of the world's oil. This has already contributed to rising UK fuel costs and pressure on food prices.

Mortgage lenders reacted quickly: rates jumped over 1%, and some first-time buyer products were reduced or withdrawn, slowing activity at the lower end of the market. However, the ceasefires have brought early hopes of stability. While a modest rise in UK energy bills is likely in July, the feared larger increase in October may now be avoided.

Ultimately, it's the pace at which confidence returns, not just the ceasefire, which will determine how much these events affect the local property market.

Crystal Ball Predictions

History shows us that markets tend to adapt quickly once clarity returns. If stability holds, the overall impact here is likely to remain minimal. From there, I believe momentum in the property market will continue to build.

Demand for homes across the price brackets should gain increasing traction as the year progresses.

Mortgage rates should begin to ease again as confidence returns, with increased lender competition bringing more products, particularly for first-time buyers, back to the market by the end of Q3. In turn, this should hopefully see rates move back towards pre-conflict levels and by September I predict the local market will be in a stronger position once again.

So What's Next?

If you're considering a move this year then let's have a chat. Every home and situation is different – if it's not critical you sell this year, we may suggest it would be better for you to wait for a more predictable market. Your plans are unique, and therefore so is our advice.

A chat over a cup of tea (offer me coffee at your peril – I start to see the WiFi after too much caffeine) is still our favourite way to get to know you, your home and your plans for the future.

Please don't worry that you'd be wasting our time, especially if you're not planning to move any time soon. We love talking to home owners in the first stages of their planning. In fact, these early conversations are often the most valuable for both you and us.

It's our job - and a responsibility we take seriously - to support owners of homes across Surrey in making informed decisions, whether that's a move in the coming months, a few years down the line or simply keeping a close eye on the market for now.

3 ways you can arrange a conversation or a home visit with us:

1. **Email me direct on: James@Hawksman.com**
2. **Text or WhatsApp 07753 101900**
3. **Call the team on 01372 237800**

If we don't hear from you in the next couple of months, we'll catch up again in Q3. Here's to a calmer world, a more predictable market and lots and lots of cash buyers.

With Best Wishes,

James Mason
Proud Owner of Hawksman Real Estate