

# Northern Ireland

Quarterly House Price Index

For Q1 2011



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## Introduction

This survey analyses the performance of the Northern Ireland housing market during the first quarter of 2011 spanning the months of January, February and March. The report is concerned with trends and spatial patterns in the housing market drawing comparisons with the market picture in the first quarter of 2010, as a measure of annual change, and with the fourth quarter of 2010 as an indicator of short-term, quarterly change. The report is produced by the University of Ulster in partnership with Bank of Ireland and the Northern Ireland Housing Executive.

The price statistics are based on market evidence on a sample of 925 properties. The quarterly sample size, although still below normal market expectations, is significantly higher than that for recent surveys.

In this report, information is presented on the residential property market for Northern Ireland, with an analysis of sale price by different property types. The overall performance of the housing market is measured by a weighted index that reflects the market share of each property type. The index captures various movements within a single statistic and allows changes over time to be tracked. The simple average percentage change is also reported. Regional analysis considers trends in market areas throughout the province.



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# Closer to the bottom



May 2011

In my previous commentary relating to the final quarter of 2010, I suggested that 2011 may be a year when the local market “bottoms out”. The early evidence, as presented in this survey, would seem to support such a perspective with a further decline in the average price of a property in the region related to, to some extent, an increase in the number of transactions.

At c £144,000, the average price has now returned to levels last seen in 2005 with a peak-to-current drop of over 42%. While there is no certainty the market has yet reached an absolute trough, it is clear that the residential market is now more affordable and more aligned to incomes. As revealed again in this survey, the change in transaction price bands over recent times has been truly remarkable with 1 in 3 properties now selling at or below the £100,000 level (in some cases at under £50,000) and just 1 in 25 at over £300,000.

Variable performance between locations and property types is again illustrated in the review. Generally-speaking, the East of the region is experiencing relatively more favourable market conditions but even within Belfast there are contrasting pictures between for example, the south of the city and the north.

## Key factors at play

When we look a little deeper into this latest survey, the explanations for the latest trends are highlighted. On the demand side, the continued climate of economic uncertainty and difficult jobs market are obvious factors and as policymakers have pointed out, we are living through a period of time when living standards are falling in real terms for many households with stagnating incomes that are not keeping pace with rising prices and tax increases.

On the supply side, a key influence on price trends at the present time is a number of “distressed” or “forced” sales which typically will include the disposal of investor portfolios of properties as part of a debt recovery strategy and which, in the wider context may be viewed as integral to the market clearing process. The very significant price correction in the terraced/townhouse segment of the market is consistent with this.

The reported increase in transaction volumes during the last quarter may also reflect this feature. It is widely recognised that the market was especially subdued in the final months of 2010, partly related to the adverse weather conditions, but compared to the same period a year ago, the sales volumes are up over 15% in the last 3 months. Interestingly, CML data for the region for the early part of this year would not indicate a commensurate increase in conventional mortgage activity for house purchase which may suggest a greater degree of cash buying for lower value properties and the use of other funding mechanisms. Remortgaging activity has been much more prevalent, perhaps in anticipation of higher interest rates later in the year.

## Gains and Losses

Of course, the history of every housing market cycle is typically littered with tales of winners and losers and the local market can also be viewed through this prism. While with every decline in price a window of opportunity opens for a subset of buyers who have been deferring purchases, for others in a negative equity situation who perhaps entered the market in 2006 & 2007, the potential recovery timeframe is pushed further out and options are more limited.

Interestingly, recent research from the UK Financial Services Authority\* estimates the incidence of negative equity in Northern Ireland at 11.2%, more than twice the UK average of 5.2%. If accurate, this would equate to c 25,000 households. While this is not a surprise given the pronounced nature of the boom, this factor may well act as a negative drag on the overall recovery of the regional market over a longer period of time.

## What next?

Looking ahead, the outlook for the market cannot be divorced from the wider economic canvas and the remainder of 2011 is likely to be challenging. The budgetary squeeze is impacting both public and private sectors but on a more positive note, the immediate pressure for interest rate rises appears to have dissipated for the time being.

The mortgage market is adjusting to new realities with an emerging regulatory regime pointing towards tighter lending criteria and higher capital requirements which would suggest that the supply of higher LTV products is likely to remain constrained across the UK. The major UK lenders also face a continued funding challenge as borrowings from government at the peak of the crisis fall due for repayment.

Clearly, the period of adjustment for the regional housing market has been both extended and for some, a painful and sobering experience. Almost four years have now passed since the price peak of over £250,000 was recorded and, in my opinion, it may be well over a decade before the market can even contemplate reaching such heights again. The immediate target must be achieving more normal levels of activity allied to some price stability.

\* Financial Services Authority Prudential Risk Outlook 2011

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## The importance of ongoing research and analysis

The University of Ulster's most recent quarterly price report for Q1, 2011 provides further confirmation of the challenging market conditions. The upturn in the number of transactions must be seen as a welcome step in the process of normalisation of Northern Ireland's housing market, and can be regarded as a first step in halting the downward drift in prices that is continuing in many - though not all - parts of Northern Ireland. Frankly, the weighted quarterly reduction of 6% comes as no surprise, given the difficult labour market conditions, the pending reductions in public sector expenditure and employment and the stricter lending criteria which continue to be applied by the banks and building societies.

Although there are signs that lenders are now providing mortgages with higher loan-to-value ratios, the situation in relation to the underlying economic drivers of Northern Ireland's housing market - the labour market and public expenditure - will not improve in the foreseeable future. Building confidence for first-time buyers to return to the market will therefore not be easy.

It is vital therefore that we proceed cautiously in terms of the analysis and interpretation of housing market research and data. A time series analysis based on sample surveys often produce results with a significant amount of "background noise". At the local level in particular the degree of house price volatility may be more apparent than real. This is in no way detracting from the very valuable analysis of the house price data compiled by the University of Ulster's team. Rather it is a cautionary note for the media, who by reporting selectively or without providing the total context can raise or dash the hopes and prospects of first-time buyers and investors quite unnecessarily.



There is a tendency among some sections of the housing fraternity - as with many politicians - to overly focus on "good news stories" and to try and "talk up the market". At a time of serious economic difficulty, this is at best a short-sighted approach: housing market realities will inevitably come to the fore sooner or later, with very negative consequences for the level of confidence among prospective buyers, not only in the housing market itself, but also in the capabilities and professionalism of the researchers and analysts who provided the inaccurate picture.

It is also important to note that the information available on Northern Ireland's housing market is less than complete. The Housing Executive is in the process of launching its 2011 House Condition Survey, which will address some of the information gaps. The survey is undertaken on its behalf of more than 20 qualified and experienced Chartered surveyors, architects and environmental health officers. A random sample of 2,000 properties will be surveyed. Surveyors will not only undertake a detailed physical survey of properties, but will also collect a range of information from the occupants. In this survey additional data is being collected in relation to the private rented sector and energy efficiency. Analysis of this data will help build up a fuller more objective picture of what is happening in the housing market.

There are, however, still important areas where information is lacking. One of these is of particular importance in relation to the normalisation of the market: the number, characteristics and location of uncompleted, completed but unsold or sold but unoccupied new properties, which have been built over the last few years. In one sense it may be understandable that estate agents do not want this information to be widely known. On the other hand it is a major data weakness in the planning process - not only for Government bodies but also for developers and lenders. And what is sometimes overlooked is that particularly during a housing market downturn, no news can actually result in an unnecessarily and unwarranted image of doom and gloom in the minds of prospective buyers.

A new Assembly, a new Executive offers the opportunity for a further impetus to partnership working. The importance of ongoing research and analysis remains undiminished during these challenging times. The systematic collection and sharing of data which highlights the extent of the difficulties we face remains an ongoing challenge for everyone who is concerned to see Northern Ireland's housing market overcome the current imbalances.

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# General Market Trends

This survey provides mixed messages on the state of Northern Ireland’s housing market, on the positive side there is evidence of increased sales but average price levels are still lagging.

The main findings of this survey shows, on the one hand, some evidence of market recovery with a significant increase in the level of market activity but, on the other hand, average price levels signify trends that generally are still down rather than up though this is not always the case with variation by location and property type. The overall average price of residential property in Northern Ireland for the first quarter of 2011 is £143,918. In simple percentage terms this represents a decline of 15.1% over the year comparing the current mean price with that for the first quarter of 2010. The weighted rate of annual decline, the preferred measure for these surveys, provides similar evidence with a weighted decline of 15.6%. The magnitude of this annual change is influenced by the stronger conditions that prevailed in the first quarter of 2010, pre the UK general election. In many respects the housing market since then has had to operate within a different economic, fiscal and policy context set by the coalition government.

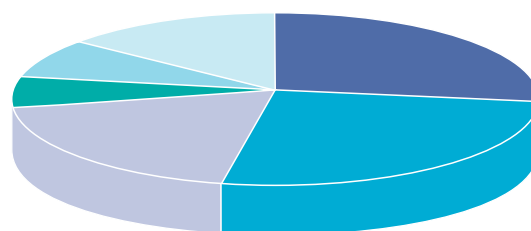
Quarterly price performance is also weaker, the simple percentage decline is 3.9% and the weighted drop is even greater at -5.8%. The lower price levels have been influenced by an increasing number of re-possession sales in the sample which has the tendency to pull average price levels down. However, the higher sales volume for the quarter would tend to indicate that there is a measure of confidence returning to the market which if sustained over the rest of 2011 should see price levels stabilising with the potential for some modest growth later in the year. It is important to stress that not all parts of Northern Ireland exhibit the same trends, with some market areas having property markets that are more buoyant notably in this survey South Belfast, East Belfast, Lisburn and also in the west of the province Mid Ulster and Derry/Strabane.

A number of factors reflecting the current value in the market and also the potential effect of re-possession sales have served to increase the number of properties selling at highly competitive prices. The price distribution indicates that the

market is increasingly becoming lower priced with one third (33%) of properties in this survey selling at or below £100,000 and collectively nearly two-thirds (65%) at or below £150,000. In comparison, at the peak of the housing market boom less than 10% of properties sold for below £150,000 and it was the exception to purchase a house below £100,000. In this context the private housing market has had to make considerable re-adjustment and is now a market that is potentially highly affordable. This survey also indicates that 84% of properties sold for £200,000 or less, 94% for £250,000 or below and 96% for at or under £300,000. The relativity of the percentages at the upper end of the market is unchanged compared to the previous report.

For this survey, the market share taken by semi-detached houses 31% (n=290) is in line with the long-term trend while the terraced/townhouse sector 25% (n=229) is slightly under represented. Detached houses (n=177) at 19% is in line with expectations. Detached bungalows take 8% (n=75) and semi-detached bungalows 3% (n=27). Apartments have a 14% (n=127) market share. Overall, the composition of the sample is consistent with previous surveys. The new build sector (n=226) takes close to one quarter of this sample (24%) which is highly consistent with overall market trends.

Market share by type of property



	Terrace	25%
	Semi-detached house	31%
	Detached house	19%
	Semi-detached bungalow	3%
	Detached bungalow	8%
	Apartment	14%

## Performance by Property Type

Performance by property sector remains highly variable over both the annual and quarterly time periods and reflecting the market as a whole average price levels are lower.

Annual performance provides a snapshot comparing the current average price on a property basis with corresponding statistics for the first quarter of 2010 which was a relatively buoyant quarter pre the UK general election and the ensuing public sector spending cuts. Evidence suggests that the highest rate of annual price decline has continued to be experienced in the terraced/townhouse sector for which the average price is now £91,878 representing a relative drop of 25.3% over the year. The average price in this sector has been reduced by the presence of a number of re-possession properties in the survey and properties selling for less than £50,000. However, significant price reductions are also apparent in other sectors notably the average price of detached houses (£235,033) is down by 19.7% and apartments (£117,626) by 17.7%. The scale of relative price decline is lower in the other sectors. The semi-detached house market average price (£134,855) is down by 6.9% over the year, semi-detached bungalows (£127,870) by 7.1% and detached bungalows (£173,120) by 6.7%.

Short-term performance considers average price levels in the first quarter of 2011 against those for the fourth quarter of 2010. In common with the

### Annual % change and average price

Market sector	Annual Change	Average Price Quarter 1
Terraced/townhouse	-25.3%	£91,878
Semi-detached house	-6.9%	£134,855
Detached house	-19.7%	£235,033
Semi-detached bungalow	-7.1%	£127,870
Detached bungalow	-6.7%	£173,120
Apartment	-17.7%	£117,626

annual perspective, the quarterly picture is again characterised by considerable variability in performance by property type. Over the quarter, the average price of terraced/townhouses is down by 6.8% reflecting the high number of lower priced houses in the survey. Detached houses are also lower by 6.4% and detached bungalows by 8.3%. The average price of apartments, also influenced by a number of lower end sales, is down by 11.8%. Semi-detached houses, which take a significant share of the sample, performed relatively better with a small decline in average sale price of just 2.6%. In contrast, semi-detached bungalows have a significantly higher average price this quarter (up by 15%) however the small sample size for this property type may be a distorting factor.



## Average price by region and property type

Region	All	Terrace	SD House	Detached House
Northern Ireland	£143,918	£91,878	£134,855	£235,033
Belfast	£149,458	£90,401	£148,660	£311,474
North Down	£154,481	£111,265	£148,714	£277,964
Lisburn	£174,018	£76,590	£139,272	£276,200
East Antrim	£131,169	£80,506	£121,916	£232,296
l'derry/Strabane	£159,069	*	£97,917	£244,000
Antrim/Ballymena	£125,775	£89,089	£136,646	£178,933
Coleraine/Limavady/North Coast	£130,284	£87,600	£144,678	£192,200
Enniskillen/Fermanagh/South Tyrone	£133,279	*	£81,583	£201,000
Mid Ulster	£144,931	£97,719	£116,698	£184,656
Mid and South Down	£143,065	£103,413	£123,883	£178,875
Craigavon/Armagh	£105,898	£90,490	£108,182	*

Region	SD Bungalow	Detached Bungalow	Apartment
Northern Ireland	£127,870	£173,120	£117,626
Belfast	*	*	£129,735
North Down	*	£179,564	£126,375
Lisburn	*	£165,000	*
East Antrim	*	£189,386	£74,718
l'derry/Strabane	*	*	*
Antrim/Ballymena	*	£185,000	*
Coleraine/Limavady/North Coast	£103,786	£145,053	£100,000
Enniskillen/Fermanagh/South Tyrone	*	*	*
Mid Ulster	*	*	*
Mid and South Down	£121,700	£196,444	*
Craigavon/Armagh	*	*	*



## Performance by Region

At a regional level, the picture is similar to that for the overall Northern Ireland market. Average prices continue to be rather variable, volatile and generally lower in most areas.

### Belfast

In Belfast, the number of sales has increased but the average price of housing at £149,458 has declined relative to the first quarter of 2010 by 18.6% suggesting a performance that is slightly weaker than the overall Northern Ireland picture, likewise the quarterly position with average price down by 5.3% is similar to that for the province. However as discussed in more detail below, performance varies considerably across the city. A major contributing factor to the average price level in Belfast has been a presence of repossession sales in the terraced/townhouse sector for which the average sale price has slipped back to £90,401. A similar factor has impacted on the apartment sector with the average sale price declining to £129,735. While the average price level is also lower, there is evidence of a relatively better performance for semi-detached houses (£148,660) and in particular for detached houses (£311,474).

In **South Belfast** a different picture emerges with evidence that the market has performed relatively much better. The overall average price is still above £200,000 (£201,272) with the average price of terraced/townhouses (£149,253) holding up in spite of decline in this sector elsewhere in the city. Semi-detached houses at £201,321 are up on the previous quarter, the average price of detached houses is £347,313 and apartments, although a little lower, have an average sale price of £152,291. Likewise, in **East Belfast**, the overall average price at £173,876 is above that for the previous quarter. On a property sector basis, respective average prices are terraced/townhouses £96,743, semi-detached houses £170,480, detached houses £340,325 and apartments £128,050. The average price in **West Belfast** is £128,486 boosted by some city centre apartment schemes (£139,742). The average price of terraced/townhouse property in West Belfast is £92,922 and for semi-detached houses £119,539. For **North Belfast**, the current average price is £91,308 with the mean price of terraced/townhouses slipping further to £64,744, semi-detached houses £93,239 and apartments £88,400.

### Belfast Metropolitan Area

Within the commuter zone of the Belfast Metropolitan Area, it is apparent that the local markets are performing rather differently reflecting the current inconsistency in the housing sector.

For **North Down** the overall average price is £154,481. While the overall average price is lower, in common with trends at the Northern Ireland level, there is also some evidence of market growth over the last quarter with sales volumes improving. Detached houses although achieving a lower average sale price (£277,964) are still a mainstay of the North Down market though detached bungalows (£179,564) command a lower average price. The average prices for the terraced/townhouse (£111,265) and semi-

detached house (£148,714) sectors although lower over the year are slightly higher over the quarter, in the case of semi-detached houses up by 3.7%. Further evidence of the variable nature of the market is provided by apartments (£126,375) with a strengthening of average price over the year.

The **Lisburn** market, overall average price (£174,018), provides further evidence of the mixed signals coming from the housing market. In contrast to the overall picture, there is some evidence of price growth in Lisburn with the overall average price up over the year and the quarter. The annual price growth of 5.9% appears to have been influenced by a much stronger performance of detached houses (£276,200) in the local market, though the average price of both terraced/townhouses (£76,590) and semi-detached houses (£139,272) is lower. Quarterly change again suggests that there may be some confidence returning to the local market though most of this growth appears to have been on the basis of the stronger detached house sector.

For the **East Antrim** market, a different picture is again apparent. In contrast to the previous survey which showed evidence of continuing growth in average price levels there has been a decline this quarter reflecting the uncertainty that is characterising the housing sector. However, the volume of sales evidence for East Antrim remains good suggesting that the market has been active. The overall average price (£131,169) is lower over both annual and quarterly time periods by circa 8.5% to 9% respectively. This is largely due to lower prices being achieved in the terraced/townhouse (£80,506), semi-detached house (£121,916) and apartment (£74,718) sectors. In contrast, the average price £232,296 of detached houses has remained highly consistent over the year with negligible change recorded over the past quarter.

### The North and North West

The overall picture for market areas in the North and North West is variable with the Derry/Londonderry market performing well.

In **Antrim/Ballymena** the headline picture is still one of a volatile market and fairly wide swings in average price can occur when sample sizes are small. The reduced overall average price (£125,775) reflects a market mix with a relatively high representation in the terraced/townhouse and semi-detached house sectors and a corresponding lower representation at the higher end of the market. However on a property type basis, the average price of the semi-detached house sector (£136,646) is up over both the year and quarter. The detached house market (average price £178,933) has been influenced by the small sample.



For the **Coleraine/Limavady/North Coast** market, the overall average price £130,284 is down on an annual and quarterly basis reflecting the wider Northern Ireland picture. However, an improved sample size suggests that there has been market activity with an element of confidence being restored to the market. Performance by property type indicates that the semi-detached house sector (£144,678) is the market leader with the average price up by 2.5% over the year and by 2.6% for the quarter. However, the detached house sector has performed less well with the average price dropping back to £192,200 and detached bungalows to £145,053.

For **Derry/Strabane** the overall average price level (£159,069) is highly comparable to that for the previous survey (£158,276) indicating that the local market has maintained its position and indeed has strengthened over the year. However, the volume of sales evidence is low and a disproportionate number of sales in the detached house sector (£244,000) has helped to skew the overall average price upwards. Semi-detached houses (£97,917) which forms an important part of the local housing market have increased in average price level over the year by 2% but have declined in value by 4.9% compared to the final quarter of 2010. This type of variability has characterised the Derry/Strabane market over the past year and is likely to continue to do so over the current year.

### The West

The two markets in the West of Northern Ireland show some evidence of strengthening with average sale price up over the year.

The overall average price for the **Mid-Ulster** market is £144,931 representing an increase of 3.2% over the year and a 4.6% rate of growth for last quarter. However, the evidence is not consistent by property type. For terraced/townhouses (£97,719) the average price is highly similar to that at the start of 2010 (£97,204) but up significantly from the low price of last quarter. Semi-detached houses (£116,698) have remained largely unchanged in terms of average price but the price level of detached houses (£184,656) tends to be highly variable and down by 6.9% over the quarter.

For **Enniskillen/Fermanagh/South Tyrone**, the overall average price (£133,279) is largely unchanged over the year, up by 0.6% but down relative to the final quarter of 2010. The small volume of sales activity for this market area can influence the average price levels particularly if there is any significant change in the quality or mix of housing. However, the analysis suggests a strengthening of the detached house sector (£201,000) up by 6.1% since last quarter though semi-detached houses (£81,583) have a lower average sale price.

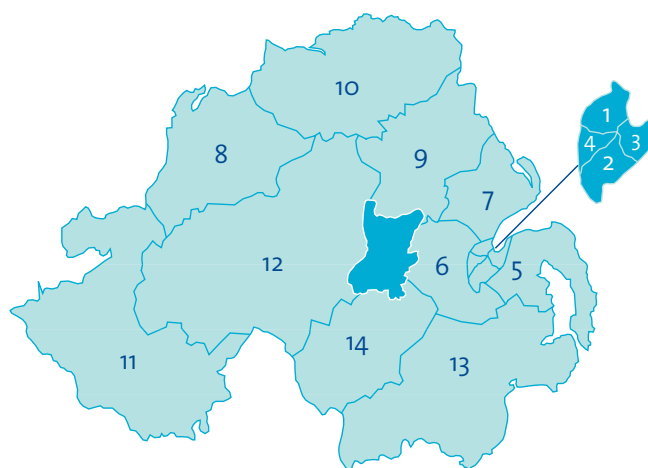
### The South

For the South of Northern Ireland, the pattern of variable performance is again apparent.

For **Craigavon/Armagh** the overall average price (£105,898) is lower with a decline over both the annual and quarterly time periods. It seems that sample size and sample mix with a low representation in the detached house market is contributing to the reduced price for this survey. However, over the quarter terraced/townhouses (£90,490) have increased in average sale

price by 7.6%. Semi-detached houses (£108,182) also show a 5.9% increase relative to the previous quarter.

For the **Mid & South Down** market the picture is variable over both the annual and quarterly time periods. The overall average price £143,065 is indicative of a recovery in the market from the weak performance in the final quarter of 2010. This is reflected in a quarterly increase in average sale price for certain property types notably semi-detached houses (£123,883) up by 4.9% and detached bungalows (£196,444) up by 7.9%. In contrast, the annual performance is weaker with average prices lower across the market notably for terraced/townhouses (£103,413) and detached houses (£178,875).

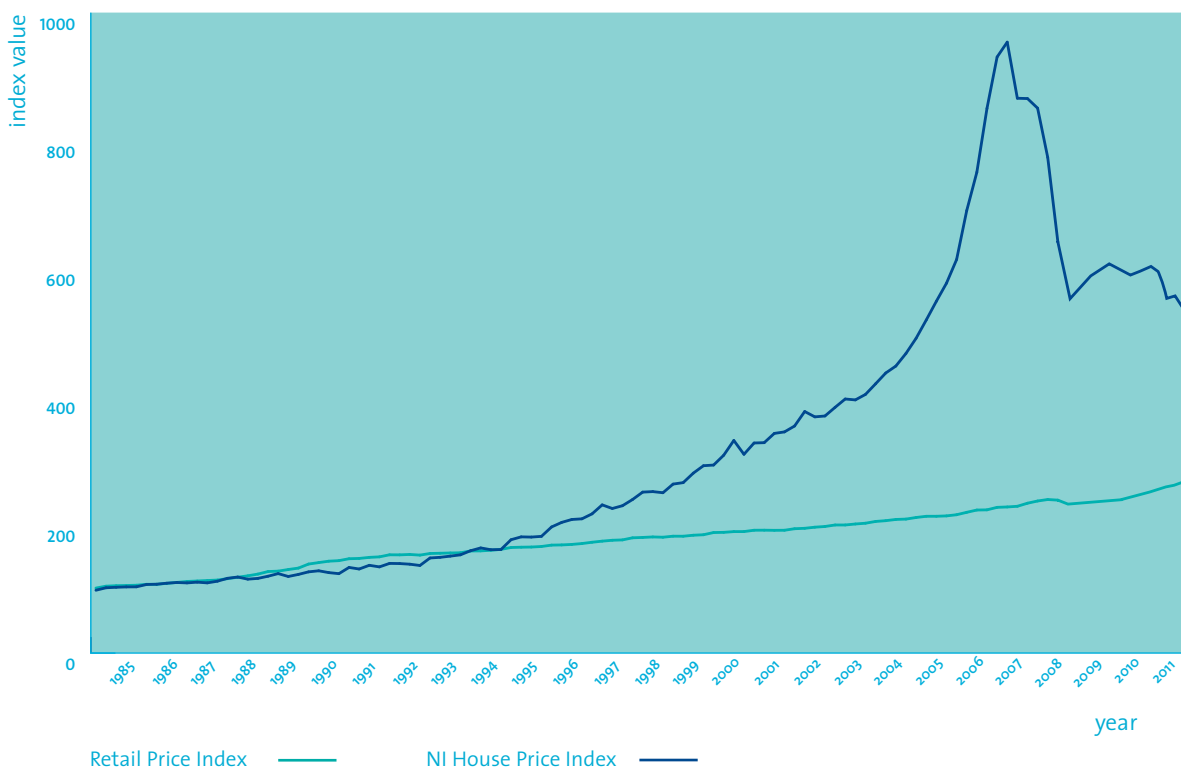


Location	Average Price Quarter 1
Northern Ireland - All	£143,918
Belfast - All	£149,458
1. North Belfast	£ 91,308
2. South Belfast	£201,272
3. East Belfast	£173,876
4. West Belfast	£128,486
5. North Down	£154,481
6. Lisburn	£174,018
7. East Antrim	£131,169
8. Derry/Strabane	£159,069
9. Antrim/Ballymena	£125,775
10. Coleraine/Limavady/N. Coast	£130,284
11. Enniskillen/Fermanagh/S.Tyrone	£133,279
12. Mid Ulster	£144,931
13. Mid & South Down	£143,065
14. Craigavon/Armagh	£105,898

## The House Price Index

The long-term house price index is calculated relative to the price levels for each property type at the base quarter for the survey in 1984. The overall index is now at 531.51 and seemingly still on the downside of the cycle.

The pattern of the house price index has been erratic since 2009 showing uneven recovery for the Northern Ireland housing market. It would seem that this rather tentative fluctuating picture is likely to prevail over 2011 as the market seeks to stabilise.



# Contributors

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- Burns & Co.
- Century 21 Network Property Services
- Century 21 McIvor Homes
- City Property Services
- Clarke Cullen Partnership
- Cookstown Property Services
- Corry & Stewart
- Country Estates
- Countrywide Estates Martin Quinn
- Cowley Estate Agents
- CPS
- Curran Associates
- Dallas Real Estate (Coleraine)
- Daniel Henry Estate Agents
- Daniel Platt Property Services
- Daniel McGeown & Company
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- DH Stevenson and Cumming
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- Eadie McFarland & Co.
- EOC Estate Agents
- Falloon Estate Agents
- Fred Dalzell & Partners
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- Hampton Estates
- Hanna Hillen Estates
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- Homelink
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- Mid Ulster Properties
- Montgomery Finlay
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- Mortgage Property Shop
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- O'Keefe Estate Agents
- O'Reilly Property Services
- Peter Rogers
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- Pooler Estate Agency
- Porter Estate Agency
- Premier Properties
- Quinn Bros
- RA Noble & Co.
- Rainey & Gregg Property and Mortgage Centre
- R Benson & Son
- Reeds Rains
- Relocate
- Robert Ferris
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- Shooter Property Services
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- Stephen Carson Estate Agency
- Stevenson & Cumming
- Taylor & Co.
- Templeton Robinson
- Terry Millar
- The Hopkins Partnership
- The Property Spot
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- Ulster Property Sales
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