



éspc

# Property Market Report

House Price Breakdown:

March 2025 – August 2025





The fifth ESPC Property Market Report is here, and offers an in-depth examination of ESPC’s core market areas over the last six months. We dive deep into the property market and uncover what’s been going on across Edinburgh, East Lothian, Midlothian, West Lothian, East Fife, West Fife & Kinross, the Scottish Borders and Dumfries & Galloway, as well as offering an insight into the Scottish rental market. Whether you’re an active househunter, considering selling your home or just want to know what’s been going on in your area, ESPC’s Property Market Report is a fantastic way of understanding the wider market and everything that’s been happening closer to home too.

## Contents

4	Area overview
6	City of Edinburgh
8	East Lothian
10	Midlothian
12	West Lothian
14	West Fife & Kinross
16	East Fife
18	Scottish Borders
20	Dumfries & Galloway
22	Scottish Rental Market



# Area overview

## Average selling prices rose across most regions

Between March and August 2025, the average property price across Edinburgh, the Lothians, Fife, and the Borders reached £289,640, up 4.0% year on year.

Edinburgh remained the most expensive city to buy property, with homes averaging £309,190, a 4.1% increase from last year. At the other end of the scale, the Scottish Borders was one of the most affordable areas, with average prices sitting at £219,318 following a modest 1.6% decline.

West Lothian recorded the strongest growth, with average prices climbing 6.9% to £283,186, closely followed by East Lothian, up 6.3% to £295,340.

For buyers seeking value, the Scottish Borders offered the most affordable options. Hawick topped the list



with an average property price of just £129,853, while one-bedroom flats in Galashiels represented the cheapest property type, averaging £68,080.

## Buyers paid more above Home Report valuation

Across the region, buyers paid an average of 102.2% of Home Report valuation, up slightly by 0.1 percentage points compared to last year, signalling a stable, confident market for both buyers and sellers.

Most regions were favourable to sellers with properties being sold for over the Home Report valuation on average, with the exception of East Fife. Buyers in the regions paid the lowest premium, averaging 99.2%, a drop of 2.1 percentage points annually.

In contrast, buyers in West Fife & Kinross continued to pay the highest premium, with an average of 103.3% over valuation - an increase of 0.8 percentage points year on year. In Edinburgh, buyers paid 102.5% of the Home Report valuation to secure a property. The east of the capital was, once again, in high demand, as homes here sold for an average of 103.5% of the Home Report Valuation.

## More listings and stronger sales volumes

New property listings saw a modest increase of 2.8% across Edinburgh, the Lothians, Fife, and the Borders during this period. This was accompanied by a 4.2% rise in sales volumes, reflecting stable market activity and steady overall growth.

Dunfermline recorded the highest number of new homes coming onto the market, despite a decline of 3.7% year-on-year. Following Dunfermline in terms of property listings were Leith, with a 4.2% increase; Corstorphine, down 8.7%; Musselburgh, down 1.1%; and Liberton, down 7.0%.

When it comes to property sales, and matching the top five for insertions, Dunfermline led the way, followed by Leith, despite both areas experiencing a drop in sales volumes annually - 19.3% and 4.8% respectively.

Corstorphine maintained its place in third spot with a modest 1.0% increase in sales annually, while Musselburgh was buoyed by a substantial increase of 29.0% year-on-year to take fourth place. Liberton made up the top five, where sales volumes grew by 0.9% compared to last year.

Two-bedroom flats in the trendy Leith area remained the top sellers, with sales volumes continuing to climb, although modestly, by 0.9%. With 3- and 4-bedroom homes in Dunfermline also making the top 3 for property type best sellers, it's clear the city is still proving popular for families seeking spacious yet affordable homes with good commuting links to Edinburgh.

## The pace of the local property market quickened

During March and August 2025, the median time to sell a property in Edinburgh, the Lothians, Fife, and the Borders was 22 days - one day faster than the same period last year. This suggests that there are enough buyers in the market actively, while sellers can feel confident about achieving a sale without long delays.

Rosyth, located in West Fife & Kinross, recorded the fastest property sales, with a median selling time of just 10 days. This is five days faster than the previous year, highlighting that demand remains strong in this affordable commuter town.

Two-bedroom flats in Bonnington were the quickest to sell, taking just nine days to go under offer - six days faster than the median selling time for this property type between March and August 2024.

21.3% of properties for sale set a closing date, and although this was slightly down on the previous year, it suggests that the local property market in Edinburgh, the Lothians, Fife and the Borders remains strong and steady.

Cairneyhill had the highest proportion of properties setting closing dates, with 26% of homes for sale opting for this approach, further reinforcing the popularity of towns close to Dunfermline.

### Key Points

#### Average selling price

The average property selling price across Edinburgh, the Lothians, Fife and the Borders was **£289,640**.

#### Sales volumes

Sales volumes increased **4.2%** annually.

#### Days to go under offer

Homes took **22 days** to go under offer, which was one day faster than the previous year.

#### Home Report valuation

Buyers paid an average of **102.2%** of Home Report valuation, up 0.1 percentage points.

#### Property listings

New property listings rose by **2.8%**.





### Rising average selling prices underline strong demand

From March to August 2025, Edinburgh’s average selling price climbed 4.1% year-on-year, showing the city’s housing market remained highly competitive through spring and summer.

All key reporting areas of the capital enjoyed growth in terms of average selling prices, with the exception of the North West of Edinburgh, where average prices fell 6.3% to £301,865. The highest hike in average selling price happened in the East of Edinburgh, with prices increasing by 7.6% to a new average of £279,187.

Notable growth was also experienced by the South West of Edinburgh, home to popular areas such as Balerno and Currie. The average selling price rose by 6.8% to £368,494, making it the most expensive area in Edinburgh.

Highlighting a more consistent growth, the average selling price of properties in the city centre grew by 3.5%. This modest increase resulted in an average price of £329,225. Moderate growth was also experienced in the North of the capital - average prices rose 0.7% to £314,613. Similarly, in the West of Edinburgh, the average house price increase modestly by 1.3% to £211,285 - making it the most affordable area in the capital.

One-bedroom flats in Gorgie stood out as the most affordable option, particularly for first-time buyers. With an average price of £154,770, they fell below the LBTT threshold for first-time buyer relief, making them one of the best-value entry points to the Edinburgh market.

### Buyers paid slightly more of a premium to buy a home in Edinburgh

Between March and August, buyers in Edinburgh paid an average of 102.5% of the Home Report valuation to secure a property. This represented a modest increase of 0.2 percentage points compared with the same period last year, underlining the consistent competition among house hunters.

The popularity of East Edinburgh, home to sought-after areas including Leith, Abbeyhill and Portobello, was evident again, with sellers achieving an average of 103.5% of the Home Report valuation (+0.5 percentage points year on year). Also remaining highly desirable to buyers, the South West of Edinburgh recorded the highest increase in average percentage of Home Report valuation attained, rising by 1.0 percentage points annually to a figure of 103.2%

The city centre experienced an increase of 0.7 percentage points in premium paid to buy a home - taking the new average to 101.7%.

In terms of property types, one-bedroom flats in the Easter Road, Leith and Abbeyhill areas remained particularly sought after. In Easter Road, one-bed flats sold for an average of 106.2% of the Home Report valuation, followed closely by one-bed flats in Leith at 105.7%. Despite a year-on year decrease of 1.3%, one-bed flats in Abbeyhill sold for an average of 102.4% of the Home Report valuation.

### The pace of the property market quickened

In March - August 2025, the median selling time for properties in Edinburgh dropped to 22 days, two days faster than the previous year. With more listings available, buyers could browse widely before committing, yet demand ensured homes still moved quickly.

Properties in the South West sold fastest, averaging just 16 days on the market - eight days quicker year-on-year. Conversely, the North West was slower, with homes taking 33 days to go under offer, six days longer than the same period last year.

Among the quickest movers were two-bedroom flats in Bonnington, reaching offers within nine days - six days faster than last year. One-bedroom flats in Easter Road were also highly sought-after, typically selling in 11 days.

Meanwhile, 24.3% of properties went to a closing date, slightly down from 25.2% a year earlier.

### Leith remains a sought-after neighbourhood for buyers in the capital

Edinburgh’s property market showed steady progress during the March - August 2025 period, with both supply and demand experiencing modest but encouraging growth. This balanced improvement helped to strengthen confidence among both buyers

and sellers, maintaining healthy levels of activity across the city. The number of new listings rose by 0.5% year-on-year, while overall sales volumes increased by 1.1%, highlighting a stable yet competitive environment.

Leith retained its position as one of Edinburgh’s most desirable neighbourhoods, particularly for buyers seeking flats. Two-bedroom flats topped the list as the most in-demand property type, attracting young professionals, couples, and investors alike. One-bedroom flats in the area were also extremely popular, offering an accessible entry point into one of the city’s most vibrant districts.

Other hotspots included Corstorphine, where two-bedroom flats and three-bedroom houses sold in healthy numbers, reflecting the area’s family appeal alongside its strong commuter links. Gorgie continued to attract first-time buyers, with its one-bedroom flats providing affordable options in a well-connected location.

On the supply side, Leith recorded the highest volume of new properties entering the market. This was closely followed by Corstorphine, Liberton, Newington, and Morningside, each offering a wide range of properties that catered to different buyer needs. Together, these areas underline the diversity of Edinburgh’s housing market and the opportunities available across the capital.

### Key Points

#### Average selling price

Edinburgh’s average selling price rose 4.1% year-on-year to **£309,190**, reflecting solid buyer demand.

#### Sales volumes

Property sales volumes increased by **1.1%** between March and August, with new listings up 0.5%.

#### Days to go under offer

Homes sold in a median of **22 days**.

#### Home Report valuation

Buyers typically paid **102.5%** of the Home Report valuation.

#### Closing date

**24.3%** of properties went to a closing date.



# East Lothian



## The average selling price in East Lothian increased year on year

The average selling price of property in East Lothian experienced an annual increase of 6.3% during March - August 2025, taking the new average to £295,340. This suggests strong stability in the market, where buyers can feel confident with their place in the market, and sellers can feel reassured.

Properties in Gullane were some of the most expensive, with an average selling price of £513,193, with Longniddry homes coming in at a close second at £462,111. In contrast, homes in Port Seton were some of the most affordable, with property in this area selling for an average of £221,600.

The most affordable property type on the market across the region was one-bedroom flats in Musselburgh, with an average selling price of £150,784. The most expensive properties in East Lothian were five-bedroom houses in Dunbar with an average of £590,242.

## East Lothian’s property market saw a strong surge in buyer and seller activity

In a clear indication of a booming local market in East Lothian new property listings rose by 12.4% annually, coinciding with a 30.4% increase in sales volume.

Musselburgh offered the highest number of properties for sale, despite a 1.1% decrease in comparison to the previous year. This was followed by Dunbar with a 17.6% increase and North Berwick with an incredible 97.6% more new property listings this year compared to last year. Both Haddington and Prestonpans experienced similar numbers of new listings to those in North Berwick.

Musselburgh was in high demand with buyers, recording the largest volume of property sales, with levels rising 29% compared to the same time last year. Two-bedroom flats in Musselburgh proved the most popular in the area with sales volume increasing by 31.4% year-on-year.

## Buyers paid less over Home Report valuation than last year

Homes in East Lothian saw a slight decrease in the amount of a property’s Home Report valuation prospective buyers were willing to pay.

During March - August 2025, East Lothian properties achieved an average of 101.9% of their Home Report valuation, which is 0.8 percentage points less than the previous year. However, East Lothian homes were still in high demand, with a 30.4% increase in sales volumes overall.

Buyers paid the highest premium to live in the areas of Longniddry, as homes here attracted 105.1% of their Home Report valuation on average, an increase of 4.3% year-on-year. Buyers searching for a home in Tranent could enjoy the best stability, as homes here achieved 99.7% of their valuation figure on average, leaving buyers more in their budgets to put towards their mortgage deposit.

## Properties took longer to sell overall, but weren’t the slowest across all regions

Homes in East Lothian took a median time of 26 days to go under offer, which is 3 days slower than the previous year. However, this selling time is among the fastest across all ESPC regions, showing that East Lothian remains in high demand with buyers who feel the need to act swiftly, even with other options available to them.

One-bedroom flats in Musselburgh proved to be the most popular, taking a median of just 16 days to go under offer. This was closely followed by two-bedroom flats in Prestonpans at 20 days.

19.5% of homes for sale in East Lothian had a closing date set, which is down 3.6 percentage points from the previous year. Ormiston properties attracted a strong level of interest with 40% of homes setting a closing date, followed by 36% of North Berwick properties.

### Key Points

#### Average selling price

The average selling price for properties in East Lothian increased by 6.3% year-on-year to **£295,340**.

#### Sales volumes

Sales volumes across East Lothian increased by **30.4%** annually during March - August 2025.

#### Days to go under offer

East Lothian properties took **26 days** to go under offer, 3 days slower than the previous year.

#### Home Report valuation

Buyers in East Lothian paid **101.9%** of the Home Report valuation on average.

#### Closing date

**19.5%** of the property sales in East Lothian were set with a closing date.





Average selling prices climbed steadily across Midlothian

The average property selling price in Midlothian rose by 5.4% annually between March and August 2025, bringing the new regional average to £272,298.

Eskbank remained the most expensive town, with average property prices reaching £469,471 - an impressive 30.6% increase year on year. At the other end of the scale, Gorebridge retained its position as the most affordable location, with properties selling for an average of £222,374, a 1.3% annual decline.

For buyers seeking the best value, two-bedroom flats in Penicuik were the most affordable option, averaging £167,858 and appealing strongly to first-time buyers and investors alike.

Sellers achieved stronger premiums over Home Report valuation

Between March and August 2025, properties in Midlothian sold for an average of 102.0% of their Home Report valuation - up 0.4 percentage points compared to the same period last year. This signals renewed competition in the market, with demand outpacing supply in several hotspots.

Eskbank was the clear standout, with properties selling for 105.7% of Home Report valuation, a 2.3 percentage point uplift on last year. Across the region, 77.6% of homes achieved at least their Home Report valuation, up from 76.1% the previous year, underlining the market’s resilience.

Eskbank’s combination of the region’s highest average selling prices and the strongest premiums over valuation highlights its position as the most sought-after area in Midlothian.

Key Points

<b>Average selling price</b>	<b>Sales volumes</b>	<b>Days to go under offer</b>	<b>Home Report valuation</b>	<b>Closing date</b>
The average selling price of property in Midlothian was <b>£272,298</b> , an annual increase of 5.4%.	Sales volumes rose by <b>21.5%</b> , while new property listings increased 10.6% year on year.	Properties in Midlothian took just <b>20 days</b> to go under offer.	Buyers paid <b>102.0%</b> of the Home Report valuation on average, up 0.4 percentage points.	<b>22.2%</b> of properties set a closing date.

Homes selling faster as demand sharpens

The median selling time in Midlothian quickened to just 20 days between March and August 2025 - five days faster than the same period last year. At the same time, 22.2% of properties went to a closing date, up from 20.7% previously, reflecting the strength of buyer competition across the region.

Gorebridge, a well-connected town that continues to attract families and first-time buyers, saw the highest demand. Here, 32% of homes sold via a closing date, with a rapid median selling time of just 14 days.

Meanwhile, Penicuik, the largest town in Midlothian and a popular choice for commuters into Edinburgh, delivered the fastest results at property type level. Two-bedroom houses sold in a median of just 10 days - six days quicker than last year - highlighting a particularly competitive segment of the market.

More homes listed, and sales volumes rose in tandem

The Midlothian market enjoyed growth in both supply and activity, with property listings increasing by 21.5% year on year and sales volumes rising by 10.6%. This dual uplift demonstrates greater confidence among sellers while also meeting robust buyer demand.

Penicuik led the way for sales volumes, up 7% annually, reflecting its appeal as a vibrant town with a wide choice of housing and strong commuter links. Bonnyrigg, another popular family location posted an impressive 16% rise in sales. Dalkeith, the historic county town and a hub for local services, saw sales volumes climb 2.4%, consolidating its role as a steady performer in the market.

Notably, all of the top five towns in Midlothian reported year-on-year growth in sales, a clear sign that activity is broad-based rather than concentrated in one or two hotspots. This points to a healthy and resilient market across the region.

Three-bedroom houses in Penicuik sold in the highest volumes, with an average selling price of £239,590, closely followed by three-bedroom houses in Bonnyrigg, which sold for an average price of £271,578, which is 22.2% higher year on year. This reflects Midlothian’s appeal to families looking for affordable homes in locations that provide excellent transport links to Edinburgh.

“The Midlothian market enjoyed growth in both supply and activity, with property listings increasing by 21.5% year on year...”



# West Lothian



## Average selling prices increase in a busy summer period for West Lothian

The average selling price of property across West Lothian during March - August 2025 was £283,186, an increase of 6.9% from the same time last year. Like other areas covered by ESPC, this increase suggests a strong interest in the West Lothian property market.

Properties in East Calder were the most expensive across West Lothian, with properties selling at an average of £374,921, an increase of 65.5% year-on-year. This was followed by Winchburgh with an average of £290,961.

Properties in Broxburn were slightly more affordable, with an average selling price of £230,924. With this area increasing by 1.3% since the previous year, buyers can feel confident with their place in the market, while sellers can feel reassured that their properties are sold in a thriving town.

## Buyers paid slightly more of the Home Report valuation to secure a home compared to last year

West Lothian buyers were able to secure properties very close to the Home Report valuation figure throughout March - August 2025, as homes achieved 101.3% of their valuation on average. This is an increase in comparison to the figure recorded in March - August 2024, with a 0.8 percentage point increase, showing that the market has remained consistent over the last twelve months.

76.3% of properties sold for at least their Home Report valuation, meaning buyers could reasonably expect to buy a property very close to the valuation figure, allowing them to channel more of their savings into a mortgage deposit and showing a significant increase from the 59.8% seen in March - August 2024.

### Key Points

#### Average selling price

The average selling price of property in West Lothian was **£283,186** during March - August 2025, a leap of 6.9% year-on-year.

#### Sales volumes

Sales volumes rose by **8.4%** annually, while insertions increased by 5.6%.

#### Days to go under offer

Buyers paid **101.3%** of the Home Report valuation, which is an increase of 0.8 percentage points from last year.

#### Home Report valuation

Properties took **32 days** to sell, 6 days slower than this time last year.

#### Closing date

**15.5%** of properties went to a closing date.

## The market was thriving, with significant increases in buyer and seller activity

The property market across West Lothian enjoyed a slight boost in both buyer and seller activity in March - August 2025, with figures increasing from this period last year.

The volume of new properties coming onto the market rose by a notable 5.6% year-on-year, continuing to offer buyers a range of property sizes, styles and price brackets. Livingston provided the highest number of properties coming onto the market, followed by East Calder, Winchburgh and Broxburn.

72.3% of properties for sale were listed using the 'offers over' method, up from 66.9% in the same period last year. This is only slightly below the 73.5% recorded during the competitive 2022/2023 market, reflecting fluctuations in West Lothian's activity levels but showing signs of renewed growth.

Sales volumes also increased by 8.4% throughout March - August 2025 in comparison to the same time last year. Livingston continued to secure the most property sales, followed by East Calder, Winchburgh and Broxburn, showing the popularity of these neighbourhoods as seen previously.

## West Lothian homes sold slightly slower than the same period last year

West Lothian saw a slight shift in selling times during March - August 2025, as properties were snapped up six days slower than the same time last year; the median selling time for properties in West Lothian was 32 days during this period.

15.5% of properties for sale set a closing date, up from 13.3% during the same period last year. 24% of homes for sale in Livingston set a closing date, which is up 2.5% year-on-year, followed by Winchburgh with 17%, which is up a significant 16.7%, suggesting strong demand for potential buyers in these West Lothian towns.



# West Fife & Kinross



### Average selling prices rose steadily across the region

The property market in West Fife & Kinross saw steady growth between March and August 2025, with the average selling price rising by 5.3% year-on-year to £226,853. This performance reflects continued demand across the region, though growth has varied widely by location and property type.

Aberdour once again secured its place as the most expensive town, with homes selling for an average of £479,710, a 5.8% increase on last year. At the other end of the scale, Cowdenbeath recorded the region's most affordable average at £131,264 - though this was shaped by a sharp 29.5% annual drop in prices.

By property type, Dunfermline held both ends of the market. Five-bedroom houses achieved the highest average at £429,307, while one-bedroom flats provided the most affordable entry point at £104,913, underlining the city's broad appeal to different buyer groups

### Buyers paid more over the Home Report valuation

Competition remained firm across West Fife & Kinross, with buyers paying on average 103.3% of Home

Report valuation - an uplift of 0.8 percentage points compared with last year. This continues a trend of sellers achieving strong results, even as wider market conditions soften elsewhere.

Cairneyhill saw the greatest gains, where properties sold for an impressive 109.5% of Home Report valuation, up 5.7 percentage points year-on-year. More broadly, 81.9% of homes across the region achieved at least their valuation, highlighting consistent demand from buyers.

Notably, some of the more affordable towns produced the strongest returns for sellers. Rosyth (105.9%), Cowdenbeath (104.6%), and Kelty (103.7%) all outperformed the regional average, showing that competitively priced homes are generating lively bidding activity.

### Properties continued to sell quickly in West Fife & Kinross

Homes in West Fife & Kinross sold in a median time of just 15 days during March - August, one day quicker than last year. This speed positions the region among the most active markets in Scotland, even as closing dates eased slightly, with 16.7% of sales reaching this stage compared with 18.5% the year before.

Rosyth led demand, with 28% of properties going to a closing date and a median selling time of only 10 days. Two-bedroom houses here were particularly attractive, selling in 10 days - though slightly slower than last year. In Dunfermline, three-bedroom homes performed strongly too, achieving sales in a median of 12 days, one day faster year-on-year.

These trends underline the area's continued appeal for young families and first-time buyers who value quick access to Edinburgh alongside more affordable prices compared to the capital.

### Sales volumes showed mixed results across the region

The supply of homes to market increased modestly by 6.6% year-on-year, yet overall sales volumes fell by 9.0% across West Fife & Kinross - a sign that higher interest rates and tighter affordability are influencing buyer behaviour.

Dunfermline remained the largest market, though sales volumes dropped significantly by 19.3% compared with last year. Interestingly, this decline occurred alongside notable price growth, suggesting that affordability constraints are limiting transaction numbers in the city despite strong demand.

In contrast, Rosyth experienced a surge in activity, with sales volumes up 89.5% year-on-year. This came as average house prices in the town fell by nearly 8%, signalling that buyers are targeting more accessible locations where their budgets stretch further. Dalgety Bay rounded out the top three for sales, though volumes dipped slightly by 5.6%.

The picture across West Fife & Kinross is therefore one of balance: while rising prices in prime areas such as Aberdour and Dunfermline highlight enduring desirability, affordability-sensitive towns like Rosyth are benefiting from strong buyer demand, ensuring the regional market remains resilient overall.

### Key Points





# East Fife



## Average selling prices fell across East Fife

The average selling price of a property in East Fife stood at £267,673 between March and August 2025, representing a 5.6% decrease year-on-year. This marks a continuation of the cooling trend seen over the past year, with affordability improving for buyers but creating tougher conditions for sellers.

St Andrews remained the most expensive location, with an average property price of £347,922, down 5.8% year-on-year. In contrast, Kirkcaldy was the most affordable market, with an average of £195,250 - a figure supported by a notable 13.3% fall compared to the previous year.

Breaking this down further, the most expensive property type was three-bed houses in St Andrews, averaging £341,625, while the most affordable were two-bed flats in Kirkcaldy, at £108,113. These figures highlight the continued strength of St Andrews' family housing market, but also underline how Kirkcaldy offers significant opportunities for first-time buyers and investors.

## Buyers paid closer to Home Report valuations

On average, East Fife homes sold for 99.2% of their Home Report valuation, down 2.1 percentage points year-on-year. This signals a shift in market dynamics, with buyers now negotiating more effectively and sellers needing to adjust pricing expectations.

The stand-out performer was Burntisland, where homes sold for 105.4% of Home Report valuation, an increase of 2.1 points year-on-year, underlining its appeal in a market where most towns saw declines. Elsewhere, buyers paid close to Home Report figures in a selection of popular towns such as Pittenweem (99.7%), Cupar (99.4%), and St Andrews (98.9%).

Overall, 59.7% of East Fife properties sold for at least their Home Report valuation, a sharp drop from 66.5% in the same period last year, demonstrating softer buyer competition across much of the region.

## Homes took longer to sell, though hotspots remained

The median selling time rose to 51 days, making sales 18 days slower year-on-year. This lengthening reflects the wider market shift, as buyers take more time to assess options amidst reduced urgency.

The proportion of homes going to a closing date also halved, with just 8.2% compared to 16.4% last year. This marks a significant drop in competitive bidding, though hotspots remain. Burntisland led demand, with 17% of homes reaching a closing date and a notably quick median selling time of 12 days.

By property type, two-bed houses in Kirkcaldy sold the fastest at 20 days (though slightly slower than last year), while three-bed houses in Cupar recorded a 25-day median selling time, which is a significant sixty-one (61) days quicker year-on-year. This shows that family-sized housing continues to attract committed buyers even as wider demand cools.

## Listings and sales activity declined

Market activity softened overall during this period, with new property listings down 10.2% year-on-year and sales volumes falling 3.7%. This reduction in supply and demand highlights the more cautious market climate seen in some parts of Scotland in 2025.

By town, the highest number of sales came from St Andrews, Kirkcaldy and Cupar. However, volumes in both St Andrews (down 12.5%) and Kirkcaldy (down 17.9%) fell sharply year-on-year, while Cupar bucked the trend with a 29.4% increase, underlining its growing popularity.

In terms of property type, three-bed houses dominated the market once again, particularly in Cupar, Kirkcaldy and St Andrews. This reflects the ongoing demand for family homes in East Fife, even amid wider market headwinds.

### Key Points

#### Average selling price

The average selling price of property in East Fife was **£267,673**, an annual decrease of 5.6%.

#### Sales volumes

Sales volumes fell by **3.7%** and new property listings dropped 10.2%.

#### Days to go under offer

Properties in East Fife took **51 days** to go under offer.

#### Home Report valuation

Buyers paid **99.2%** of the Home Report valuation on average, down 2.1 percentage points.

#### Closing date

**8.2%** of properties set a closing date.



# Scottish Borders



## Average selling prices dipped across the Borders

The average selling price of a home in the Scottish Borders was £219,318 between March and August 2025, representing a 1.6% decrease year on year. Despite this slight cooling, the Borders continues to offer good value compared to other parts of Scotland, particularly for first-time buyers and families seeking larger homes at more accessible prices.

Innerleithen recorded the highest average property price in the region at £320,086, helped by a notable 68.7% increase on last year. At the other end of the spectrum, Hawick remained the most affordable town, with homes selling for an average of £129,853 - a figure heavily influenced by a 13.8% annual drop.

For buyers seeking the most budget-friendly option, two-bedroom flats in Galashiels offered the lowest entry point to the market, averaging just £92,972.

## Borders buyers continued to pay close to Home Report valuations

Despite softening prices, buyers across the Borders are still paying close to Home Report values. On average, homes achieved 100.4% of their valuation, a modest 0.2 percentage point increase on last year, which reflects the market's ability to retain a level of stability even during adjustment.

Some towns stood out more than others. Tweedbank saw particularly competitive conditions, with properties selling for 108.5% of valuation, up by 2.5 percentage points year on year. By contrast, buyers looking for better value could turn to Hawick (95.2%) or Peebles (97.4%), where homes were typically secured below the valuation figure.

Overall, 64.1% of properties sold for at least their Home Report valuation, unchanged from the same period in 2024. This consistency suggests that demand remains healthy and that buyers are still willing to meet, or in many cases exceed, professional valuations.

### Key Points



## Selling times slowed slightly, but demand remains strong

Across the region, the median selling time was 33 days, which was six days slower than last year. This shift points to buyers exercising more caution, although the pace of sales remains brisk compared with longer-term averages.

There were, however, notable exceptions. Tweedbank once again demonstrated the strongest demand, with homes going under offer in just 13 days on average, and more than half (56%) reaching a closing date - a remarkably high proportion by any standard. At a property type level, three-bedroom houses in Kelso were the fastest to sell, taking only 12 days on average, a remarkable improvement of 21 days quicker than the same period last year.

These figures highlight the varied pace of the market: while some areas are slowing slightly, particular towns and property types remain in extremely high demand.

## Sales volumes up despite fewer new listings

The number of new property listings in the Borders declined by 7.3% year on year, continuing a trend of tightening supply. In contrast, sales volumes rose by a healthy 8.0%, underscoring that demand continues to outweigh the number of homes being brought to market.

At a local level, Kelso recorded the most dramatic uplift, with sales volumes rising by 50% annually. Galashiels followed with a more modest 5.1% increase, while Peebles went against the trend, experiencing an 8.5% decline in sales.

In terms of property type, three-bedroom houses in Kelso were the most popular choice among buyers, followed by two-bedroom flats in Galashiels and three-bedroom houses in Peebles. This balance reflects the enduring appeal of family-sized homes in market towns, combined with the affordability advantage offered by smaller flats.

“In terms of property type, three-bedroom houses in Kelso were the most popular choice among buyers, followed by two-bedroom flats in Galashiels and three-bedroom houses in Peebles.”



# Dumfries & Galloway



## Property prices in Dumfries & Galloway edge up

From March to August 2025, the average home in Dumfries & Galloway sold for £197,571, representing a 5.3% annual rise.

At the higher end of the market, Gatehouse of Fleet recorded the steepest prices, with homes averaging £361,364. On the other hand, Langholm was the most affordable location, where the average price stood at £105,071 - illustrating the wide price gap across the region.

## Buyers paid more over Home Report valuation than last year

Sellers benefited from stronger offers, as properties in the region achieved an average of 101.7% of their Home Report valuation - a 2.8 percentage point increase compared to last year. This trend suggests more competitive conditions, with buyers often stretching budgets to secure their chosen home.

Lockerbie led the way with the largest premiums, averaging 103.2% of Home Report valuation, while Annan sat at the opposite end of the scale at 97.9%, where buyers were more likely to purchase below valuation.

## Market pace shows signs of cooling

The median selling time across Dumfries & Galloway was 40 days, one day slower than last year, making it the second slowest market featured in the report. This longer timeline gives buyers extra breathing space to view properties before committing.

In contrast, Lockerbie bucked the trend, with homes selling in just 23 days - 15 days faster than the year before.

Meanwhile, the share of properties reaching a closing date dropped from 12.3% to 10.8%, aligning with the slower selling pace. Castle Douglas, however,

remained a hotspot, with nearly a quarter (24.4%) of listings going to a closing date.

## Listings and sales volumes dropped significantly

Between March and August 2025, activity in the Dumfries & Galloway property market slowed sharply. New listings fell by 26.8%, while overall sales volumes plunged by a substantial 64.6% year on year.

Kirkcudbright recorded the most new listings, followed by Dumfries Town, Castle Douglas, Dalbeattie, and Annan.

Despite falling by 63.9% annually, Kirkcudbright also led in sales volumes, with Dumfries Town ranking second (down 59.3%). Castle Douglas and Dalbeattie secured third and fourth place, while Heathhall completed the top five, even as it faced a 50% sales drop year-on-year.

### Key Points

#### Average selling price

The average selling price of property in Dumfries & Galloway was **£197,571**, an annual increase of 5.3%.

#### Sales volumes

Sales volumes dropped by **64.6%**, while new property listings dropped 26.8%.

#### Days to go under offer

Properties in the region took **40 days** to go under offer.

#### Home Report valuation

Buyers paid **101.7%** of the Home Report valuation on average, up 2.8 percentage points.

#### Closing date

**10.8%** of properties set a closing date. (12.3%)





# Scottish Rental Market

Scotland's private rental sector edged closer to balance in Q2 2025 after a period when supply outstripped demand in many regions. Rents in the main cities remained broadly stable, while annual growth slowed to 3.6% - well down from 11.7% a year earlier and now fully aligned with inflation.

This slowdown coincides with the Housing (Scotland) Bill's progress toward rent controls. Current proposals, shaped by industry lobbying, would allow rents in designated Rent Controlled Areas (RCAs) to rise annually by inflation (CPI) plus 1%, capped at 6%. Over a decade, this could still mean cumulative increases of nearly 48% if CPI holds at 3% - similar to Edinburgh's long-term rental growth before the pandemic.

For now, rents in Scotland remain market-driven, both for new and existing tenancies. Councils are unlikely to present evidence for RCAs for at least two years, and today's slower growth may make it harder to justify their introduction. Still, some fear that the sharp, temporary rent surges seen during the emergency legislation period could skew policy decisions in the longer term.

## Average rents in Edinburgh

In Edinburgh, rents showed only a modest increase compared with the same quarter last year. The city's average rent rose 0.4% year-on-year to £1,580, a sharp contrast with the double-digit surge recorded between Q2 2023 and Q2 2024. This points to a calmer market with less competition for rental homes.

Larger family properties continued to see the strongest demand. Four-bedroom homes recorded the biggest rise, with rents climbing 2.5% to an average of £2,933. By contrast, rents for two-bedroom properties edged down by 0.9%, averaging £1,430, suggesting softer demand in this part of the market.

## Time to let in Edinburgh

Rental homes in Edinburgh took longer to secure tenants in Q2, averaging 27 days on the market compared with 22 days a year earlier. This slowdown offers some relief for prospective renters after a period of intense competition.

One-bedroom properties were let the fastest, typically within 23 days. Nearly one in five found a tenant within a week, and almost three-quarters were let within a month. Across all property types, the market moved more quickly than in Q1 2025, with 17% of homes let in under a week and 67% within a month. Four-bedroom properties once again proved particularly sought after, with 23% let within a week and 72% within a month.






 0131 624 8000

 [help@espc.com](mailto:help@espc.com)

 [espc.com](http://espc.com)

 27 George Street  
Edinburgh  
EH2 2PA