EDISON

Foxtons Group

Q3 Lettings resilience offset by weaker Sales

Q325 trading update

Real estate

23 October 2025

Foxton Group's Q3 Lettings revenue supported an increase of c 3% but declining confidence in the London sales market due to uncertainty related to the Autumn Budget had an impact on Sales volumes and revenue, which is also likely to affect Q4. This has led Foxtons to guide FY25 underlying operating profit of £21.5–23.2m from a consensus of £23.7m and our estimate of £23.5m.

Year end	Revenue (£m)	PBT (£m)	EPS (p)	DPS (p)	P/E (x)	Yield (%)
12/23	147.1	7.9	3.21	0.90	17.5	1.6
12/24	163.9	17.5	4.93	1.17	11.4	2.1
12/25e	176.5	19.0	5.33	1.30	10.6	2.3
12/26e	183.5	23.2	6.52	1.50	8.7	2.7

Note: PBT and EPS include amortisation of acquired intangibles and exceptional items (ie diluted company definition).

Q3 revenue rose 3.4% to £49.0m and year-to-date revenue increased 7.3% to £135.1m, driven by the underlying strength of Foxtons' operating platform and the resilience of Lettings, especially in the most recent quarter. Non-cyclical and recurring revenue accounted for 71% of group revenue in the quarter, which was a modestly higher figure than for the previous half year as confidence in the sales market was hit due to increased uncertainty relating to the delayed Autumn Budget.

Lettings Q3 revenue increased by 5% (or £1.8m) to £33.4m, driven by £0.6m of like-for-like growth (operational improvements, enhanced portfolio retention, new deals and rental price lifts) and £1.5m from acquisitions, offset by a £0.3m reduction in the interest earned on client monies. Year-to-date Lettings revenue, accounting for 65% of year-to-date revenue, increased 5% to £88.0m, which included £4.4m from incremental acquisitions, offset by a £0.8m reduction in interest on client monies.

In Sales, Q3 revenue declined 7.4% to £12.5m as exchange volumes declined due to lower volumes of market transactions. Buyer activity was affected by deals pulled into Q125 due to the stamp duty deadline, more limited interest rate reductions than had been expected and uncertainty surrounding the delayed Autumn Budget. Year-to-date revenue increased 12.3% to £39.4m, benefiting from the strong Q1 period boosted by the stamp duty deadline.

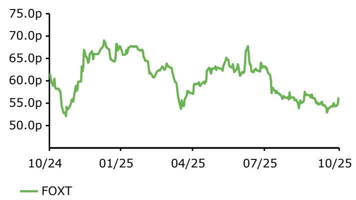
The smallest division, Financial Services, saw Q3 revenue increase 37% to £3.1m, benefiting from the expected bounce in remortgage activity (relating to original deals taken out in the early period of COVID-19) and new purchase mortgage activity, which was stable despite the weaker sales market underscoring the resilience of the re-finance portfolio. Good operational progress relating to lead generation and adviser productivity growth strategies contributed to strength. Year-to-date revenue was up 12% to £7.7m.

Foxtons announced a new £3m share buyback programme in September following the completion of the previous £3m programme in August. By 22 October, Foxtons had bought a total of 7.7m shares for a consideration of £4.3m.

The long-term outlook is encouraging but, in the short term, Foxtons is facing headwinds in Sales due to a lack of confidence emanating from the delayed Autumn Budget and is anticipating that full-year adjusted operating profit will be £21.5–23.2m, versus a consensus of £23.7m (FY24: £21.6m). The range reflects the uncertainty over the conversion rate of the Sales under offer pipeline.

Price	**56.40p**
Market cap	**£167m**
Net cash/(debt) at 30 June 2025	£(18.2)m
Shares in issue	296.9m
Free float	100.0%
Code	FOXT
Primary exchange	LSE
Secondary exchange	N/A

Share price performance



Business description

Foxtons Group is London's leading and most widely recognised estate agency. It operates from a network of interconnected branches offering a range of residential-related services, which are split into three separate revenue streams: sales, lettings and mortgage broking.

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