

NW4 Property Market Update: Q3 2026

A measured look at how Hendon's property market performed between July and September 2026 — covering supply, demand, pricing, and what it all means for buyers and sellers in NW4.

HENDON CENTRAL · BRENT CROSS · SENTINEL SQUARE · HENDON PARK



A Market Taking a Breath

Supply

An average of **540 homes** for sale each month — 4.6% fewer than last summer, but **11.6% above** the Q3 six-year average of 484. Supply peaked a year ago and has begun to ease.

Demand

Just **69 sales agreed** in the quarter — 13.8% fewer than last summer and 12.7% fewer than spring, though still just above the six-year average of 67. Buyers are present but moving carefully and taking their time.

After a busy few years, Hendon's market had a slower summer. The area — spanning Hendon Central, Sentinel Square, Brent Cross and the roads around Hendon Park — is finding a new equilibrium.

The National Backdrop

Nationwide

Annual house price growth of **0.8%** in September — half the earlier pace. Average UK home: **£274,251**.

Rightmove

Asking prices rose **0.7%** in September to **£367,440** — the first monthly rise in four months, but still 0.8% lower than a year ago.

National Context

Homes for sale at a **12-year high** nationally. Sales agreed down **9%** on last year across the country.

Hendon's picture differs: stock has fallen locally while rising nationally — a helpful distinction. However, sales agreed fell faster here than nationally, so the local market is still finding its balance.



Supply & Demand in Detail

New Listings

There were **217 new listings** in Q3 — almost identical to last summer and slightly above average. Down from 247 in spring, which is normal as families head away for school holidays.

Months of Supply

At the current pace, it would take around **23 months** to sell every home on the market, up from 21 months a year ago — reflecting the significant choice buyers now have.

Sales Ratio

For every **10 new listings**, around **3 sales** were agreed — down from nearly 4 last summer. The balance has tipped further towards buyers.

The Flat Factor

NW4 has many flats in newer developments around Hendon Central and Brent Cross. Flats have been slower to sell across London as investors step back and buyers grow cautious about service charges and leasehold costs. Family houses on quieter streets tend to move more quickly.

What Prices Are Telling Us

£695K

New listings — **10.4% lower** than last summer and 6.2% lower than spring.

£617K

Homes going under offer—just **2% lower** than last year and almost unchanged on spring.

£590

New listings averaged £590/sqft—**7.2% lower** than a year ago.

£545

4.9% lower than last summer but **1.9% higher** than spring — values have stabilised.

Sellers are bringing homes to market at more realistic prices, and values for homes that actually sell have been fairly stable since the spring.



Behind the Scenes

Price Reductions

131 reductions in Q3 — 14.4% fewer than last summer and 17.6% fewer than spring. Around a quarter of homes on the market had a reduction. Combined with lower asking prices, sellers are pricing more sensibly from the start.

Withdrawals

183 withdrawals — 7.6% more than last year and above average. That is more than **2.5 times** the number of sales agreed. Many owners who could not find a buyer at their price have decided to wait.

Fall Throughs

Just **15 fall throughs** — almost the same as last year and below average. Around one in five agreed sales fell through. **When a deal is agreed in Hendon, it usually completes.**

Why People Choose NW4



Transport Links

Hendon Central (Northern line) reaches the West End and City with ease. Brent Cross West (Thameslink) gives fast trains to St Pancras and Farringdon. The M1, A41 and North Circular are all close by.



Regeneration

Brent Cross Town is bringing new homes, offices, parks and shops, gradually transforming the southern edge of NW4 into a vibrant new quarter.



Green Space & Community

Hendon Park, Sunny Hill Park and the Mill Hill and Brent valleys offer ample green space. Busy high streets along Brent Street and Vivian Avenue, strong faith schools, and Middlesex University all sustain a close, active community.



What This Means for Buyers

For buyers, this is a strong position. There is a large amount of choice, prices for new listings are lower than a year ago, and many sellers have already adjusted. With nearly **two years of supply** at the current pace, you can take your time, compare and negotiate.

Flats

Especially in newer developments, offer the **most room to negotiate**. Scrutinise service charges, ground rent and lease length carefully.

Family Houses

Still more competitive on the best roads. Have your **finances ready** and be prepared to move quickly when the right home comes up.

What This Means for Sellers

The price has to be right. With more than 500 homes on the market and buyers taking their time, homes priced too high are likely to end up among the many withdrawals.

The Challenge

Buyers have extensive choice and are moving carefully. Overpriced homes risk sitting unsold and ultimately being withdrawn. Flats require particular attention — buyers are scrutinising service charges, ground rent and lease length closely.

The Opportunity

Values for agreed sales have **held steady since spring**, and completed deals rarely fall through. A realistic asking price, good presentation and clear information about transport, schools and green space will help your home stand out.

Looking Ahead

Autumn often brings a final rush of buyers before Christmas. With stock easing, prices adjusting and fall throughs low, Hendon looks set for a steadier end to the year.

→ Supply Easing

Early October figures suggest supply may already be dropping further, which could help sellers as competition among listings reduces.

→ Fundamentals Intact

The transport links, Brent Cross Town regeneration and strong community that draw people to NW4 are not going anywhere.

→ Good Opportunities Ahead

Sellers who price sensibly and buyers who are well prepared should both find good opportunities as the market moves into Q4 2026.

