The speed of the market

HOW QUICKLY ISLE OF MAN HOMES SELL, AND WHERE

Prepared by MyMove Isle of Man · September 2026 · 37,307 registered sales and 488 homes currently for sale

What this paper measures

Everyone in a house sale wants to know the same thing: how long is this going to take. The honest answer has two halves, and the Island has never had either published.

The first half is how quickly homes are being sold at all. We measure that as **months of supply** — the number of homes currently for sale divided by the number of sales being registered each month. It is the standard measure of whether a market is tight or slack, and it needs two things: an accurate count of what is genuinely available, and a reliable sales rate. MyMove gathers the first from eleven Island agents. The Land Registry publishes the second.

The second half is the part nobody advertises: the gap between shaking hands and the sale being on the register. That is measurable directly from the Registry, because it records both dates.

> **Months of supply is a rate, not a stopwatch.** It says how long it would take to clear the homes currently for sale if they sold at the rate of the past year. It does not say how long any individual house waits for a buyer, and the two are not the same number. A market with three months of supply still contains houses that sell in a week and houses that sit for a year. Where we say "an area clears in nine months", read it as a description of the balance between supply and demand there, not as a prediction about a particular front door.

The Island holds about three months of stock

3.1 months

There are **488 homes genuinely available** across the eleven agents we gather — that is after removing everything under offer, sale agreed or sold subject to contract, which cannot be bought unless a deal falls through. Against that, the Land Registry has been recording **159.9 residential sales a month** over the most recent complete year.

Divide one by the other and the Island is carrying just over three months of housing stock.

That is a tight market. The convention in most property markets is that somewhere around five or six months of supply represents rough balance between buyers and sellers; below that, sellers have the advantage, and above it, buyers do. At 3.1 months the Isle of Man sits well inside seller territory. It also puts a number on an experience Island buyers describe constantly — that anything decent is gone before they have arranged a viewing.

One caution before this figure travels. We have measured stock accurately for a matter of weeks, so we can say what the balance is today but not whether it is tightening or easing. A year from now the same calculation will carry a direction as well as a level, and the direction will be the more useful of the two.

The Island is not one market. It is fifteen.

The three-month figure conceals an enormous spread. Broken down by area, the fastest part of the Island turns over its stock **ten times quicker** than the slowest.

Area	Months of supply	Homes for sale	Sales per month
Ballasalla	0.9	12	14.0
Peel	1.1	13	12.1
Port Erin	2.0	16	7.8
Onchan	2.5	39	15.4
Maughold	2.8	7	2.5
Douglas	**3.0**	**139**	**46.7**
Lonan	3.6	8	2.3
Ramsey	3.6	61	17.1
Marown	4.1	18	4.4
Castletown	4.2	22	5.3
Kirk Michael	4.4	17	3.8
Colby	4.9	11	2.3
Laxey	5.7	18	3.2
Port St Mary	6.0	29	4.8
Andreas	9.2	20	2.2

Ballasalla and Peel barely hold a month of stock between viewings. Andreas holds nine. Port St Mary and Laxey, both places people actively want to live, are carrying twice the Island average.

Douglas is worth reading on its own. It has 139 homes for sale, nearly a third of everything available on the Island, and it still sits at almost exactly the Island average. That is because it also does 46.7 sales a month — the volume is large at both ends. Douglas is not slow. It is simply where most of the market happens.

> The practical reading for a buyer is that **where you look changes the game you are playing**. In Ballasalla or Peel a buyer is competing and should expect to move within days. In Andreas or Port St Mary a buyer has time, and rather more room to negotiate than the Island-wide figure suggests.

The twelve areas we will not give a figure for

Twelve of the Island’s twenty-seven areas do not have enough activity to carry this measure, and we would rather name them than publish a number that moves on a single sale. An area needs at least 1.5 sales a month and at least six homes on the market before we will quote it.

Excluded, with what they actually have: Braddan (5 for sale, 3.3 sales/month), Santon (6, 1.0), Lezayre (3, 1.4), Sulby (4, 0.8), Bride (1, 0.5), Ballaugh (5, 1.1), Jurby (3, 2.1), St Johns (4, 1.0), Patrick (3, 1.7), Foxdale (2, 1.7), Arbory (4, 1.1), Rushen (1, 0.5).

Among the fifteen we do publish, the smaller ones deserve a lighter touch. Maughold, Lonan and Colby each have fewer than a dozen homes for sale, so two or three transactions move their figure noticeably. Douglas, Ramsey, Onchan and Port St Mary are the four where the number is on solid ground.

Then the paperwork takes another two months

67 days

The Registry records the date terms were agreed and the date the transaction reached the register. The gap between them is the conveyancing and registration tail, and across **10,580 sales in the last five years the median is 67 days**.

From agreement to registration	Days
Fastest quarter complete within	36
Median	67
Slowest quarter take longer than	109

Two months and a week is the middle case. A quarter of sales take more than three and a half months to get onto the register. That is the part of a move that no listing mentions and no agent controls, and it is worth building into any plan that involves a chain, a tenancy ending, or a school term.

The Island has an autumn market, not a spring one

Received wisdom, imported from across the water, says to put a house on the market in spring. Eleven years of Island transactions say otherwise.

Sorting every sale from 2015 to 2025 by the month terms were agreed, the pattern is consistent and unmistakable.

Month	Share of the year's sales
January	6.2%
February	7.1%
March	8.3%
April	7.3%
May	8.1%
June	8.0%
July	8.9%
August	9.3%
September	8.8%
October	**9.6%**
November	9.5%
December	9.0%

October is the busiest month for agreeing a sale, and the second half of the year carries appreciably more of the market than the first. **January is the quietest month, and it was the quietest month in every one of the eleven years examined** — not once did it climb out of last place. A seller who lists in early January is putting their house into the thinnest market of the year.

The one broken year is 2020, where April collapsed to 2.3% for reasons that need no explanation. Every other year follows the same shape.

> This is seasonality in when sales are *agreed*, taken from the Registry's acquisition date rather than its registration date. Registration timing is an administrative artefact and would have told us nothing about the market. December is worth reading with care: it is a strong month here, but a share of it is likely to be transactions pushed to conclude before the year end rather than fresh demand arriving.

Why there is no table of agents in this paper

The obvious next question is which agents sell fastest. We are not going to answer it yet, and the reason is worth setting out, because the temptation to publish it is considerable and the number would be wrong.

MyMove has been recording the life of individual listings — when each appears, when it goes under offer, when it disappears — since early August. That is a thirty-one day window. Within it we have 49 measurable sales and a median of ten days from listing to sale agreed, with three quarters of them inside thirteen days.

Those numbers are nonsense, and the shape of them shows why. In a thirty-one day window you can only observe sales that completed inside thirty-one days. Everything slower is still in progress and invisible. The sample therefore contains the fast sales and nothing else, and the median it produces is a measure of our observation period rather than of the Island market. Publishing "Manx homes sell in ten days" would be an embarrassment, and rightly.

There is a second problem that more time alone will not fix. Agents publish different things:

- Three agents publish no listing status whatsoever, so a property under offer is indistinguishable from one still available.
- One agent's site allows us to tell that a property is off the market but not why — sold, under offer or withdrawn all look identical.
- Two agents block automated access entirely, so their listings sit unchanged in our records and would score as never selling, for reasons that have nothing to do with how they sell.
- One leaves completed sales on display indefinitely; another filters them out at source. Their listing counts mean different things.

Six of the eleven agents, covering about two thirds of all listings, would be measured wrongly. A league table built on that would not be reporting performance. It would be reporting which agents have the tidiest websites.

The Land Registry cannot settle it either: it records no agent against any sale. So the question is answerable only from our own observation, and only once that observation is long enough. On a market where sales take months, that means six to twelve months of recording. We started in August 2026. We will publish it when the data supports it and not before.

What we cannot tell you

- **How long an individual house takes to sell.** That is the question most people are actually asking, and months of supply is a proxy for it, not an answer. See the section above.
- **Whether the market is speeding up or slowing down.** We have measured available stock accurately for weeks, not years, so today's 3.1 months has no trend attached to it yet.
- **Anything by property type or bedroom count.** The Land Registry records neither, so sales rates cannot be split into houses and flats or by size. Our own listings carry a type for only about two in five properties.
- **Whether optimistic pricing causes stagnation.** We looked. Comparing each area's current asking prices against what it has actually been achieving produces no relationship with months of supply that survives the sample sizes involved, and the weak association that does appear runs in the opposite direction to the obvious hypothesis. Almost certainly the current stock in each area differs in mix from what recently sold. We mention it because it is the first thing a reader will want to test, and it does not hold up.
- **Twelve of twenty-seven areas.** Named above, with their figures, so the gap is visible rather than quietly omitted.
- **The most recent months.** The Registry is populated as transactions are registered, so the latest months are still filling. Everything here uses data complete to March 2026.

What would make this better

Two of these are cheap and would improve the picture for everyone, not only for us.

- **A published measure of stock.** The Island knows how many homes sell but not how many are for sale, so no official figure for market balance exists. It is derivable from what agents already advertise.
- **Property type at registration.** A single field — house, flat, bungalow, land — would let every analysis in this paper be split by the thing buyers actually search on. Its absence is the reason the previous paper could not track the supply of small houses over time, and the reason this one cannot tell you whether flats sell faster than houses.

Source: Isle of Man Land Registry transaction report (September 2026 release), © Crown copyright, Open Government Licence — 37,307 residential market transactions, complete to March 2026; conveyancing lag from 10,580 sales, 2021–2026; seasonality from complete years 2015–2025. Current market stock from eleven Isle of Man estate agents, 488 available sale listings, September 2026. Properties under offer, sale agreed or sold subject to contract are excluded from stock counts throughout.

Prepared by MyMove Isle of Man · mymove.im · Figures are reproducible from the sources named above.