



Market Report

A Snapshot of your Marketing Sector

Property Development and Maintenance

This pack has been designed to provide information on setting up a business in the **Property Development and Maintenance** industry in Scotland, as well as helping to inform the market research section of your business plan. You can find more information on how to write a business plan from the Business Gateway website (www.bgateway.com/businessplan), including an interactive template and tips to get you started.

This market report was updated by Business Gateway in **August 2025**.

What do I need to know about the Property Development & Maintenance market?

The following summary statistics have been taken from market research reports and reliable resources that the Information Service uses to compile industry information. They should give you an indication of how your industry is faring at present and whether there is demand for your type of business:

- ◆ Building project developers' revenue is forecast to **decrease at a CAGR of 3.2% to £35.8 billion over the five years through 2024-25** but then **rise at a CAGR of 1.3% to reach £38.2 billion over the five years through 2029-30**. Following recent interest rate cuts, more stable economic conditions are set to continue to support improved sentiment in the near-term, spurring developers to pursue new ventures. Opportunities for growth are set to be most prominent in high-yield office markets and the technology sector, with growing use of artificial intelligence set to drive demand for the development and construction of data centres. (IBISWorld, *Building Project Development in the UK*, June 2025).
- ◆ Property management services industry **revenue looks set to climb by 2.5% over 2024-25** as rents remain high. The build-to-rent boom is fruitful for property managers. According to Knight Frank, in January 2025, more than **22,300 BTR homes were completed in 2024**, marking a year of record delivery for the BTR sector. This has provided steady demand for property management services. Over the five years through **2029-30**, **property management services revenue is expected to grow at a CAGR of 2.4% to reach £37.1 billion**. (IBISWorld, *Property Management Services in the UK*, March 2025).
- ◆ In **2024**, household **expenditure on maintenance and repair rose to £18.2m**. Over the five years through 2030-31, the amount spent on maintenance and repairs for the home is **anticipated to grow at a CAGR of 0.8% to £19.6 billion**. The long-term trend in household expenditure has been an upward one, but this has been increasingly driven by the **purchase of maintenance services**. (IBISWorld, *Household expenditure on maintenance and repair*, June 2025).
- ◆ Industry revenue is forecast to **grow at a CAGR of 1% over the five years through 2024-25, reaching £97.4billion**, followed by growth of 1.5% to **reach £105.1billion through 2029-30**. The challenges in obtaining planning permission have hindered the construction of new single-unit housing, impacting revenue generation. Material and labour shortages, combined with inflationary pressures and a slowdown in the UK housing market, have led developers to reduce home construction. Similarly, the demand for renovation works has fluctuated based on homeowner equity levels, with repair and maintenance now constituting a growing share of revenue. (IBISWorld, *Residential Building Construction in the UK*, March 2025).
- ◆ The national organisation for this industry is the [Scottish Building Federation](#). Other industry bodies include [Built Environment - Smarter Transformation](#) (formerly Construction Scotland), the [Federation of Master Builders](#), the [Scottish Property Federation](#), [Construction Industry Training Board](#), [Property Managers Association Scotland](#). and the [Construction Industry Council](#).

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Where can I find more information on my market?

The Information Service has access to a number of databases which can offer more detail on this industry. Some of these reports are listed below - if you would like to be sent extracts from any of these reports, please contact us on **0300 013 4753** or email info@bgateway.com.

- ◆ **IBISWorld – Commercial Property Remodelling in the UK (October 2024).** After expanding over 2022-23 and 2023-24, industry revenue is expected to climb again by 1.1% in 2024-25, driven by increased remodelling output prices and falling interest rates, which should boost market activity. Green initiatives give retrofitting work a boost. An ever-growing focus on environmental sustainability drives demand for retrofitting services as commercial businesses strive for increased energy efficiency in their properties.
- ◆ **Technavio - Facility Management Market in UK, 2025-2029 (February 2025).** Artificial Intelligence (AI) is rapidly transforming the facility management market in UK, bringing about significant improvements in operational efficiency, cost reduction, and sustainability. By leveraging AI technologies, facility managers can streamline workflows, enhance user experiences, and make data-driven decisions that optimize building performance. In 2024, the facility management market in UK was dominated by commercial segment contributing to a market share of 59.9% and the residential segment held the smallest market share of 15.6%. In 2024, the facility management market in UK was dominated by outsourced segment contributing to a market share of 57.2% and the in-house segment held the smallest market share of 42.8%.
- ◆ **Technavio - Global Integrated Building Management Systems Market 2025-2029 (February 2025).** In 2024, the global integrated building management systems market was dominated by the energy management segment contributing to a market share of 37.7%. As businesses and organizations increasingly prioritize sustainability and operational efficiency, the energy management segment will play a crucial role in optimizing resource utilization and reducing environmental impact. One of the key trends in this segment will be the integration of advanced technologies such as artificial intelligence and the Internet of Things. These technologies will enable real-time monitoring and control of energy consumption, allowing for more precise and efficient management of building systems.

There are also a number of online resources you may find helpful:

- ◆ **[Registers of Scotland, Property Market Report 2024-2025](#)** This report provides a long-term statistical review of the property market in Scotland.
- ◆ **[Ryden's Scottish Property Review 2025](#)**. This annually published report provides market trends and data on office, industrial, retail & leisure, investment property and residential development in Scotland.
- ◆ **[Savills UK | Prime Scotland House Prices – Q2 2025](#)** Scottish market overview including valuations and regional insight. See more Savills property [research](#).
- ◆ **Build Scotland.** (buildscotland.co.uk) This website provides the latest industry news, as well as job listings, a company directory and training information.

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How can I find out about my competitors?

Business Gateway's online guide to [Competitor Analysis](#) explains how to find your competitors, how to research what they're doing and how to act on what you learn about them.

Immediate competition will be from other businesses in your local area. There are several online directories which can be used to find company information and generate lists easily and at no expense. Many Local Authorities also publish local business directories on the web. Below are some key web resources:

- ◆ General business directories such as [Yell](#) ,[Thomson Local](#) or [Google Maps](#)
- ◆ Trade specialists like [EuroPages](#) (European directory), [The Wholesaler](#) or [Free Index](#)
- ◆ Business to business (B2B) specialists such as [Kompass](#)

Likewise, your local Chamber of Commerce may publish a members' directory; find your local Chamber on the [Scottish Chambers](#) website.

Once you've identified who your competitors are, the next step is to gather information on the way they do business. Which services do they provide? How do they market themselves? How much do they charge?

To learn about your competitors:

- ◆ Look for articles or adverts in local newspapers, trade press and directories.
- ◆ Try to read their marketing material; if the company has an online presence, visit the company's website as a first port of call. Not only does it give you a better understanding of the company's activities, it can also offer a wealth of information such as a company history or staff biographies, as well as the company's partners or suppliers
- ◆ Search for information on limited UK companies via the [Companies House](#) website
- ◆ Gain an insight into your competitor's performance using credit checks and the accounts that limited companies are required to submit to Companies House each year.

We can provide credit checks free of charge; if you are interested in using this resource, or looking for us to help you find relevant publications, please contact us by emailing info@bgateway.com or by calling **0300 013 4753**



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What about suppliers?

[Choosing and Managing Suppliers](#) can help you decide what you need from a supplier, how to identify one and how to choose one to deal with.

Trade associations or industry specific organisations may also be able to recommend suppliers or contacts. You can also use the aforementioned resources for finding competitors to find suppliers.

Once you have decided on a supplier, we can run a credit check on the company to help assess their financial stability. We provide credit checks free of charge; if you are interested in using the resource please contact us on info@bgateway.com or by calling **0300 013 4753**.

Who are my customers?

Your business plan should include information about the customers you would expect. Business Gateway's guides on [Market and customer research](#) will help you to identify new trends, opportunities, customers and competitors.

It can be useful to group your customers by geographical location, age or lifestyle. The websites listed below are freely available and can provide most of this information. If you can't find what you're looking for from these websites, please contact us and one of the team will be happy to help:

- ◆ Access the latest population estimates from the [National Records of Scotland \(NRS\)](#). NRS also offers demographic factsheets for each council area in Scotland, which can provide summary statistics for the area you will be based in.
- ◆ Information from the most recent census in 2011 is released via the official website. See in particular the [Census Area Profiles](#). Clicking on your area of interest will give the latest population figures, including estimates by age.
- ◆ [Understanding Scottish Places](#) has interactive profiles of towns and cities across Scotland. It can be useful for understanding the interrelationships and flows between towns, and also gives comparisons between two or more places.
- ◆ [Scottish Government Statistics](#) provide accurate and up-to-date statistics on Scotland, covering population, health, education and housing.
- ◆ [The Scottish Household Survey](#) provides information on the structure, characteristics, attitudes and behaviour of Scottish households, both at a national and local level.
- ◆ [Office for National Statistics \(ONS\)](#) is the recognised national statistical body for the UK. ONS covers a wide range of demographic, economic and social issues at a UK level.



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How can you help me with other aspects of starting my business?

The Business Gateway website has guides, videos, online tutorials and tips on all aspects of starting up a business in Scotland. Follow the links below to explore each resource:

Accountancy

Institute of Chartered Accountants of Scotland's (ICAS) ["Find a Chartered Accountant"](#) tool

Funding

[Practical information](#) on finance and funding for starting and growing your business

Insurance

[Business insurance guide](#)

Legal Help

Gov.uk ["Licence Finder"](#) tool

Law Society of Scotland's ["Find a Solicitor"](#) tool

Pricing

Business Companion [Pricing & payment guide](#).

Please note: the most effective way to research pricing is to conduct your own research – visit wholesalers or suppliers to obtain price lists, find quotes from similar companies and work out what other businesses in your area are charging

Promotion

[BG guides to Marketing](#)

Training

[Skills Development Scotland's My World of Work](#)

[Funding for training](#)

[Small Business Bonus Scheme \(Scotland\)](#)

Your local Business Gateway can offer events, workshops and 1:2:1 support on all aspects of starting and developing your business. Call the helpline on **0300 013 4753** to find out what is available in your area.

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You must not rely on the information in the report as an alternative to advice from an appropriately qualified professional. If you have any specific questions speak to your Business Gateway Advisor or consult an appropriately qualified professional.

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