

East Lothian Market Briefing Spring 2026

East Lothian Housing Market – *Jewel on the Coast.*





2025 Review.

The East Lothian housing market continues to be one of Scotland's most pre-eminent markets, with the third highest average house price in the country. The lifestyle on offer, connectivity and quality of property continues to attract buyers, particularly for sought-after settlements, where detached properties command significant premiums above the Scottish average.

“East Lothian continues to demonstrate why it is one of Scotland’s most desirable housing markets. Stability in pricing, strong demand and sustained activity levels underline the area’s long-term appeal to a wide range of buyers.”

If you wish to take advantage of this promising local property market, our experienced East Lothian team are here to assist you. For a free, no obligation market appraisal of your property, or to discuss your buying requirements, please contact me directly.”

Best wishes,

Andrew Smith
Director of Country House Sales
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Key findings.



01. East Lothian has the third highest average house price in Scotland.

The average house price in East Lothian is around £321,000, which is the third highest among all Scottish local authority areas, nearly 40% higher than the Scottish equivalent.



02. There is a premium across all property types in East Lothian.

The East Lothian premium is evident across all property types. This includes detached homes, where the premium is over one-third higher than the national average price.



03. There has been recent growth in market activity.

Both sales volumes and market turnover (value of property sold) rose by 18% in East Lothian in 2025, well ahead of national benchmarks, showing renewed buying confidence and strong demand.



04. There is a premium for desirable settlements.

The prime settlements in East Lothian, notably in the coastal locations of Aberlady, Gullane and North Berwick, command particular price premiums and average house prices are among the highest of any settlements in Scotland.

Key findings *explored.*

01. East Lothian Ranks 3rd Nationally on Average House Price in 2025.

East Lothian remains one of the most expensive local authority areas in Scotland, highlighting the area's desirability. In 2025, the average house price in the local authority area remained stable at just over **£321,000**.

This places East Lothian **third highest nationally**, behind only Edinburgh and East Renfrewshire.

The average price in East Lothian is approximately **38% higher than the Scottish national average**. The area also outperforms nearby authorities, including:

- Midlothian (circa £305,000 average)
- West Lothian (circa £246,000 average)

The price level reflects strong demand, constrained supply in key locations and the area's exceptional lifestyle offering.



Haddington

Key findings *explored.*

02. A Premium Across All Property Types.

The 'East Lothian Premium' applies across all property types, from flats and terraced homes to large, detached family houses.

Detached homes, in particular, command a significant premium. In 2025:

- The average detached house price in East Lothian was around **£482,500**
- The national average for detached homes was approximately **£350,000**

This means detached properties in East Lothian sell for **more than one-third above the national average.**

Notably, half of all settlements in East Lothian now record average detached house prices above £450,000.

Within the area, the highest prices are achieved in prime coastal settlements.

- Gullane – average detached price of nearly **£800,000**
- North Berwick – approximately **£730,000**
- Longniddry – approximately **£560,000**



Half of settlements in East Lothian have an average price for a detached house well over £450,000.

Average House Price by Property Type in Selected East Lothian Settlements, 2025.

Settlement	Detached	Flat	Semi-Detached	Terrace
Cockenzie	£347,644	£167,850	£281,606	£226,764
Dunbar	£416,302	£191,580	£291,315	£303,942
East Linton	£485,842	£251,598	£364,167	£480,006
Gullane	£798,277	£392,995	£538,318	£357,788
Haddington	£480,062	£208,576	£269,150	£222,020
Longniddry	£558,730	£475,000	£353,458	£332,820
North Berwick	£733,294	£416,137	£634,801	£347,941
Ormiston	£396,150	£134,907	£240,483	£231,370
Prestonpans	£336,401	£165,964	£228,076	£231,607
Tranent	£347,195	£143,061	£224,366	£185,062

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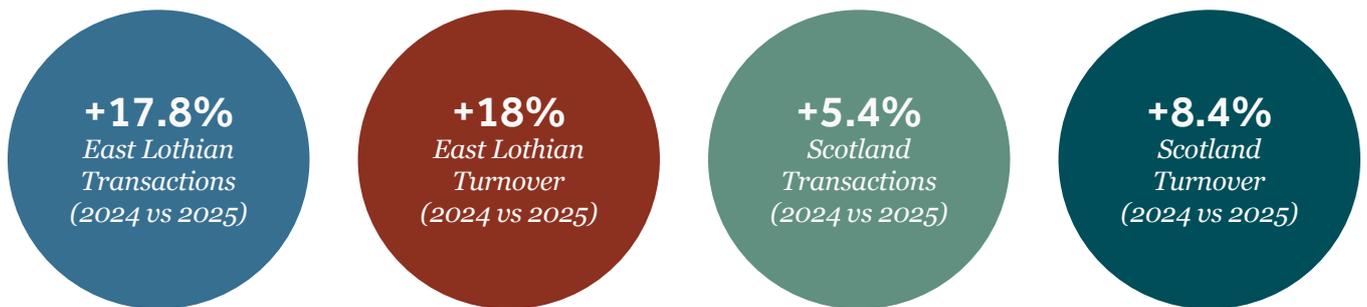
Key findings *explored.*

03. Growth in Activity Highlights a Resilient Market.

East Lothian is a relatively small housing market, meaning key metrics can fluctuate year to year. However, 2025 marked a clear return to positive momentum.

Following softer activity levels in 2024, the market rebounded strongly, with both sales volumes and market turnover (value of sales) up by around 18%. This is a stronger outcome than for the national market, where transactions increased by circa 5% and turnover by circa 8%.

This growth suggests renewed buyer confidence, supported by improved mortgage stability and continued demand from commuters and lifestyle-driven movers seeking access to Edinburgh while enjoying a coastal setting.



Key findings *explored.*

04. Prime Settlements Continue to Perform.

East Lothian's most desirable settlements continued to achieve some of the highest house prices in Scotland outside the Capital.

Often referred to as 'Scotland's Golf Coast', the stretch including Aberlady, Gullane and North Berwick combines championship golf courses, beaches, well regarded schools and direct rail links to Edinburgh, making the area extremely popular with buyers.

In 2025:

- Aberlady ranks first among the local settlements, with an average house price of around £533,000.
- Gullane follows at approximately £521,000.
- North Berwick averages around £493,000.
- Longniddry and East Linton complete the Top 5.

Four settlements in East Lothian have an average house price well over £450,000.

Average House Price in Selected East Lothian Settlements, 2025.

Rank	Settlement	Avg. House Price
1	Aberlady	£532,600
2	Gullane	£520,524
3	North Berwick	£492,643
4	Longniddry	£466,580
5	East Linton	£360,107
6	Gifford	£358,223
7	Pencaitland	£333,959
8	Dunbar	£333,203
9	Whitecraig	£305,902
10	Haddington	£288,354

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Advice for buyers in 2026.

Be Prepared and Act Decisively.

While price growth has stabilised, demand remains strong - particularly in prime coastal settlements and for well-presented family homes. Buyers should:

- Ensure mortgage agreements in principle are in place before offering.
- Be prepared for competitive closing dates in high-demand areas.
- Move quickly when high-quality properties come to market.

Well-priced homes in sought-after locations, such as North Berwick and Gullane, can attract significant interest.

Look Beyond the Prime Hotspots.

Buyers seeking better value may wish to explore emerging or comparatively affordable settlements such as Dunbar, Tranent or parts of Haddington, where strong transport links and ongoing new build development continue to support long-term growth potential.

Consider Long-Term Value.

East Lothian's structural advantages - coastal setting, lifestyle appeal, schools and proximity to Edinburgh - suggest continued resilience. Buyers with a medium- to long-term horizon are well-positioned in a market with historically strong fundamentals.



North Berwick

Advice for sellers in 2026.

Price Correctly from Day One.

Although activity levels have risen, buyers remain price sensitive. Overpricing can lead to extended marketing periods and the need for later reductions. Accurate pricing aligned with current local comparables is key to setting a realistic asking price.

Presentation Matters.

In a competitive market, presentation can materially impact both interest levels and the price achieved. Sellers should take advice early and consider:

- Cosmetic improvements before listing.
- Professional photography and marketing.
- Ensuring any issues raised in the Home Report are explored prior to marketing.

Take Advantage of Renewed Activity.

With transactions and turnover up significantly in 2025, market conditions favour sellers, with stronger demand and improved buyer confidence resulting in competitive interest and premium offers for well-presented properties.



Aberlady

Outlook for the rest of 2026.

Looking ahead, East Lothian appears well-positioned to maintain its standing among Scotland's top-performing housing markets.

Key drivers include:

- Continued demand from Edinburgh commuters.
- Ongoing lifestyle-driven relocation.
- Limited supply in prime coastal settlements.
- Relative mortgage rate stability.

While external economic and political factors will inevitably influence short-term trends, the fundamentals underpinning East Lothian's appeal remain firmly in place.



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