CONTENTS

02
WELCOME
A note from the Heads of London Sales & Lettings

03
PRIME PERFORMANCE
Despite the Brexit headline, there are bigger forces at
play in the London property market

04
LOCAL AREA INSIGHT
Find out more about your area from our on the ground expert

06
PROPERTY WISHLIST
A selection of the region’s most sought after properties

10
TRACK RECORD
Sold and Let successes in the area

12
HOME COUNTIES VIEW
Local expert Ruth Barr explains why the rental
market is in robust health

14
HOME COUNTIES WISHLIST
A selection of the region’s most sought after properties

18
HOME COUNTIES TRACK RECORD
Properties recently let in the Home Counties

20
ON YOUR SIDE
Knight Frank Finance; from bespoke mortgage advice
to accessing the best fixed-rate deals

CONTACT US
Where to find your nearest Knight Frank office
Storages in demand and supply lead to a record-breaking summer.

Within the last seven years, the Knight Frank lettings business has almost doubled in size. This has included expanding into new areas as well as opening offices within four of London’s prime new residential developments. The network of 32 lettings offices is backed up by numerous support departments across our global network.

As a result of some market uncertainty created by 15 tax changes as well as the Brexit vote, our current outlook for the lettings market is a positive one. Following an initial spike in instructions immediately after the referendum, we have seen continued strong activity as rental values have adjusted accordingly.

Of the most encouraging aspects has been the number of new prospective tenants and viewings, which rose 5.5% and 21.7% respectively in the three months to August this year compared to 2015. As a result, the London offices have agreed a record number of tenancies for July, August and September and are on track for a strong year.

With this in mind, we have expanded by opening in Victoria & Westminster and Battersea & Nine Elms whilst continuing to work hard on new initiatives such as capturing a large network of international students who rent between £350 per week and £1,500 per week.

Although it might be some time before we see a significant improvement in rental value growth and yields, the current level of activity and number of tenancies being agreed are a great cause for optimism that we see lasting for the foreseeable future.

The London sales market has had to come to terms with some considerable headwinds during the course of 2016.

Having said that there are now signs that the demand for London property is on the rise and we have received 25% more enquiries this year than in the same period last year. In the period since Brexit we have received 33% more offers than we did last year. In the period since Brexit we have received 25% more enquiries this year than in the same period in 2015.

The recent fluctuations in the value of sterling against the US dollar has reignited forces at play in the London property market.

Despite the Brexit headlines, there are bigger forces at play in the London property market.

While the UK’s vote in favour of Brexit triggered some short-term uncertainty in the prime London property market, it is important not to overstate its impact. Price growth had been slowing for two years in prime central London, an area broadly confined to zone 1 on the London tube map.

It is a similar story in prime markets between zones 2 to 6, with weaker growth in areas like Barnes, Hampstead and Canary Wharf. More affordable boroughs, such as Waltham Forest and Lewisham, have fared better and continue to post stronger growth.

Why the slowdown? Well, despite the headlines focussing on the impact of Brexit, a much wider range of issues has impacted performance. The slowdown in central London followed a period of strong growth as the market cemented its reputation as a safe-haven following the financial crisis. Robust growth led to robust headlines and the London property market became more interesting to politicians in need of additional tax revenue. Ensuring stamp duty rates acted as a further brake on the market, leading to a stand-off between sellers, who were reluctant to cut asking prices, and buyers, who faced increased purchase costs.

Ironically, the surprise of the EU referendum result has led to more realistic pricing. While the market remains weaker than 12 months ago, most sales are continuing, provided asking prices have adjusted to the more subdued market conditions.

What has also become clear since June is that demand to be in London remains very strong. Weak Sterling is an added incentive for some buyers. As an EU deal takes shape, the UK’s absence from the bloc is unlikely to deter many from living in one of the most significant cities on the planet. In this current market, the prosaic truth is that buyers are primarily seeking good value.

Furthermore, we are not building enough homes in Greater London. This structural under-supply partly explains the relative robustness of prices in London following the economic and political fallout from the referendum.

From an investor’s perspective, it should also be remembered that there are few satisfactory answers to the question “where else do I put my money?” The bond market? If your yield is not negative it will probably be as low as it has been in several centuries. Hedge funds? Even my money? The smartest investors in the room are struggling to second-guess the central bankers and the main indices don’t make good reading. Stock markets have been pumped up by QE money and were due a correction this summer.

Securing a double-digit return on a London property investment is not as straightforward as it once was. But if your homework goes beyond the latest newspaper headlines, buying bricks and mortar in London remains a sound decision, Brexit or no Brexit.
A variety of competing factors have shaped the south west London property market during 2016, from low interest rates and high stamp duty bills to Brexit and a weak pound.

The net effect has been a slight downward trend in asking prices and a surge in the numbers of viewings for our offices in this corner of the capital.

A straw poll of the viewings that have turned into sales shows that realistic pricing by sellers is the key to success in the current market. There are a great many motivated buyers out there, but they want to see sellers who are equally motivated, and that means offering value.

Geographically, this shift has seen a sharp rise in the levels of activity in areas such as Wandsworth, Clapham and Putney which have not risen quite as steeply in recent years as the likes of Richmond and Barnes.

Perhaps the biggest driver at the moment is the record stamp duty bills that must now be factored into any move. This means that as well as bargaining harder, buyers are looking for longer and ensuring that every item on their wishlist is met – as they are acutely aware of the high cost of making a mistake and moving again in a few years’ time.

Good presentation is also key. At a time when renovation budgets have often been reallocated to pay transaction costs, properties that are finished to a very high standard and shown off to their best effect are attracting the most interest and competition.

Throughout south west London, international buyers are very much in evidence, enjoying the increased buying power of a stronger Euro, dollar and yuan. Both investors and those relocating, are contributing to an extremely buoyant market, particularly in the high quality, well-serviced new developments that have been released during this year.

Whatever the transient drivers affecting the south west London market, the underlying factors that attract buyers remain the same. The excellent schools and the fast links into town continue to make this area a hugely popular choice for families looking outside central London. Their money goes a great deal further in terms of property, of course, and the lifestyle on offer represents a unique middle ground between town and rural living.

More green space than the city, more culture than the country, and only a short commute into town. It’s an equation that ensures the perennial popularity of this region of London, no matter how the financial and political landscape may change in the months and years to come.

“Throughout South West London, international buyers are very much in evidence, enjoying the increased buying power of a stronger Euro, dollar and yuan.”

LUKE ELLWOOD
Regional Partner, South West London
luke.ellwood@knightfrank.com
Bazalgette Court
LONDON, W6
GUIDE PRICE: £3,200,000
Knight Frank Chiswick +44 20 3463 0086

Clapham Common North Side
LONDON, SW4
GUIDE PRICE: £2,750,000
Knight Frank Clapham +44 20 3463 0374

Patten House
WANDSWORTH, SW18
GUIDE PRICE: £4,750,000
Knight Frank Wandsworth +44 20 3463 0325

Westmead
PUTNEY, SW15
GUIDE PRICE: £12,000,000
Knight Frank Fulham +44 20 3463 0236

Cecil House
RICHMOND, TW10
GUIDE PRICE: £8,500,000
Knight Frank Richmond +44 20 3463 0331

North Side Wandsworth Common
LONDON, SW18
GUIDE PRICE: £5,500,000
Knight Frank Wandsworth +44 20 3463 0325

Crown Yard
FULHAM, SW6
GUIDE PRICE: £4,650,000
Knight Frank Fulham +44 20 3463 0338

Woodyard Lane
DULWICH VILLAGE, SE21
GUIDE PRICE: £3,200,000
Knight Frank Dulwich +44 20 8222 4038
**Granard Road**
WANDSWORTH, SW12

GUIDE PRICE: £1,600 PER WEEK
Knight Frank Clapham +44 20 3463 0077

---

**Alfreton Close**
WIMBLEDON, SW19

GUIDE PRICE: £1,385 PER WEEK
Knight Frank Wimbledon +44 20 3463 0384

---

**Brynmair Road**
BATTERSEA, SW11

GUIDE PRICE: £1,150 PER WEEK
Knight Frank Battersea +44 20 3355 7335

---

**Bradbourne Street**
FULHAM, SW6

GUIDE PRICE: £2,500 PER WEEK
Knight Frank Fulham +44 20 3463 0237

---

**Langdale House**
PUTNEY, SW15

GUIDE PRICE: £1,759 PER WEEK
Knight Frank Richmond +44 20 8022 1303

---

**Lingfield Road**
WIMBLEDON, SW19

GUIDE PRICE: £1,165 PER WEEK
Knight Frank Wimbledon +44 20 3463 0384

---

**Evershed Walk**
CHISWICK, W4

GUIDE PRICE: £1,000 PER WEEK
Knight Frank Chiswick +44 20 3463 0084

---

**Ham Common**
HAM, TW10

GUIDE PRICE: £2,769 PER WEEK
Knight Frank Richmond +44 20 8022 1523
SOLD

Klea Avenue
CLAPHAM, SW4

GUIDE PRICE: £2,300,000
Knight Frank Clapham +44 20 3463 0074

Lyford Road
WANDSWORTH, SW18

GUIDE PRICE: £4,000,000
Knight Frank Wandsworth +44 20 3463 0125

SOLD

Ravenscourt Road
LONDON, W6

GUIDE PRICE: £3,350,000
Knight Frank Chiswick +44 20 3463 0084

Old Essex House
BARNES, SW13

GUIDE PRICE: £5,750,000
Knight Frank Barnes +44 20 3371 3130

SOLD

Settrington Road
FULHAM, SW6

GUIDE PRICE: £1,195 PER WEEK
Knight Frank Fulham +44 20 3463 0237

The Avenue
CHISWICK, W4

GUIDE PRICE: £1,750 PER WEEK
Knight Frank Chiswick +44 20 3463 084

SOLD

Crescent Lane
CLAPHAM, SW4

GUIDE PRICE: £1,300 PER WEEK
Knight Frank Clapham +44 20 3463 0077

Burlington Garden
CHISWICK, W4

GUIDE PRICE: £2,400 PER WEEK
Knight Frank Chiswick +44 20 3463 0984

SOLD
A quick look at the figures confirms that the Home Counties rental market is in robust health.

RUTH BARR
Regional Partner, Lettings - Home Counties
ruth.barr@knightfrank.com

Thanks partly to a combination of Brexit uncertainty and high stamp duty costs, we have seen a 22% increase in tenant applications this year and a 13% rise in the number of viewings. Even more dramatic, there’s been an 81% jump in super-prime rental properties in the wake of a slow-down at this level of the sales market.

There’s no question that the new stamp duty levels are persuading even high net worth individuals to consider renting over buying, temporarily at least. Faced with a tax bill of over £1m on a £10m property (more if it’s a second home), some are choosing to rent as they search the Home Counties for their perfect home. Against a backdrop of falling sale prices, and with the proceeds of their previous sale safely banked, potential buyers are often happy paying £25,000 to £40,000 a month for an exceptional rental property as they wait out the current economic uncertainty.

Another effect of the drop in sales asking prices is an increase in the supply of rentals – many owners are preferring to hold on to their asset for a year or two rather than sell at under its perceived value. This trend contributed to an increase of 38% in the number of new rental properties coming to the market in the three months to July – a rise in stock levels that has led to a slight fall in rental prices.

At the same time, demand for quality rentals remains high as the Home Counties is ever popular with people drawn to the lifestyle on offer. For some it’s an ideal ‘staging post’ between leaving London and moving to the country proper. For others it’s an opportunity to put down roots somewhere that has plenty of green space, great schools and fast commuting links.

The Home Counties continue to be seen as an ideal ‘half-way house’ between leaving London and settling deeper into the countryside."
Mackies Hill
PEASLAKES, GU5

GUIDE PRICE: £4,500 PCM
Knight Frank Guildford Lettings +44 14 839 8270

Eaton Park
COBHAN, KT11

GUIDE PRICE: £33,500 PCM
Knight Frank Cobham Lettings +44 19 328 4470

Mill Lane
ASCOT, SL5

GUIDE PRICE: £8,150 PCM
Knight Frank Ascot Lettings +44 13 445 7552

Ledborough Gate
BEACONSFIELD, HP9

GUIDE PRICE: £5,500 PCM
Knight Frank Beaconsfield Lettings +44 14 949 8171

Albany Close
ESHER, KT10

GUIDE PRICE: £6,500 PCM
Knight Frank Esher Lettings +44 13 724 4621

Blakes Lane
HARE HATCH, RG10

GUIDE PRICE: £5,000 PCM
Knight Frank Henley Lettings +44 14 973 8836

Red Lane
CLAYGATE, KT10

GUIDE PRICE: £5,250 PCM
Knight Frank Esher Lettings +44 13 723 0460

Harleyford Lane
MARLOW, SL7

GUIDE PRICE: £5,750 PCM
Knight Frank Henley Lettings +44 14 973 8836
Bolney Road
LOWER SHIPLAKE, RG9
GUIDE PRICE: £4,500 PCM
Knight Frank Henley Lettings  +44 14 073 9836

South Hall
GUILDFORD, GU1
GUIDE PRICE: £8,750 PCM
Knight Frank Guildford Lettings  +44 14 8340 1627

Courtney Place
CODHAM, KT11
GUIDE PRICE: £6,250 PCM
Knight Frank Cobham Lettings  +44 19 3296 4470

Beeches Park
BEACONSFIELD, HP9
GUIDE PRICE: £4,450 PCM
Knight Frank Beaconsfield Lettings  +44 14 9495 8171

Pursers Farm Barn
GUILDFORD, GU5
GUIDE PRICE: £5,000 PCM
Knight Frank Guildford Lettings  +44 14 8340 1627

Cheapside Road
ASCOT, SL5
GUIDE PRICE: £7,500 PCM
Knight Frank Ascot Lettings  +44 13 4452 7552

Stratton Road
BEACONSFIELD, HP9
GUIDE PRICE: £7,500 PCM
Knight Frank Beaconsfield Lettings  +44 14 9495 8171

Dragon Lane
WEYBRIDGE, KT13
GUIDE PRICE: £7,500 PCM
Knight Frank Esher Lettings  +44 13 7233 0460
**The Quell**

HASLEMERE, GU27

GUIDE PRICE: £9,500 PCM

Knight Frank Guildford Lettings  +44 14 83 93 0461

**The Barton**

COBHAM, KT11

GUIDE PRICE: £9,950 PCM

Knight Frank Cobham Lettings  +44 19 32 96 4470

**Middle Assendon**

HENLEY ON THAMES, RG9

GUIDE PRICE: £4,250 PCM

Knight Frank Henley Lettings  +44 14 91 73 8836

**Trumpsgreen Road**

VIRGINIA WATER, GU25

GUIDE PRICE: £5,950 PCM

Knight Frank Ascot Lettings  +44 13 72 43 4621

**Stratton Chase Drive**

CHALFONT ST GILES, HP8

GUIDE PRICE: £7,950 PCM

Knight Frank Beaconsfield Lettings  +44 14 94 95 8171

**Locks Ride**

ASCOT, SL5

GUIDE PRICE: £7,950 PCM

Knight Frank Ascot Lettings  +44 13 72 43 4622

**Water Lane**

COBHAM, KT11

GUIDE PRICE: £7,950 PCM

Knight Frank Cobham Lettings  +44 19 32 96 4470
At no point since the recession began has it been more difficult to get a mortgage, due to increasing government restrictions on lenders. The process has become increasingly drawn out, and a greater amount of paperwork is now required. As a result, many more buyers are turning to the broker channel for support and to ensure they are given the right advice. Through our excellent market knowledge, contacts and expertise, Knight Frank Finance can provide our clients with deals that meet all their requirements, at the best possible price.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

The post-Brexit environment, and with the recent fall in the Bank of England base rate to 0.25%, we have seen a significant uptick in borrowers reviewing their loans – even if their current ones have some time to run. Many have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. As a result, many more buyers are turning to the broker channel for support and to ensure they are given the right advice. Through our excellent market knowledge, contacts and expertise, Knight Frank Finance can provide our clients with deals that meet all their requirements, at the best possible price.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

Recently, we have seen an increase in overseas clients, attracted by the pound’s fall in value against international currencies. From a tax point of view, it may be more efficient for these clients to have a mortgage than buy a property directly when a significant tax change leads them to look beyond their own borders. We are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high net worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

The biggest change we have seen post-Brexit has not been the individuals looking to borrow, however, but lenders’ appetite to lend. Some banks have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.
OUR EXPERTISE

THERE’S A HUMAN ELEMENT IN THE WORLD OF PROPERTY THAT IS TOO EASILY OVERLOOKED.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential. Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally connected. We believe that inspired teams naturally provide excellent and dedicated client service. Therefore, we’ve created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they are rewarded for excellence. The result is that our people are more motivated, ensuring your experience with us is the best that it can be. Together, Knight Frank and Newmark Grubb Knight Frank have a global platform of more than 14,000 people across 411 offices in 59 countries. Our London footprint spans across the capital with a network of 30 London sales and lettings offices to ensure we have all your property needs covered.

OUR PUBLICATIONS

Knight Frank produces award-winning publications and market updates, our suite includes:

To view more of our properties for sale and to let, visit our website below:

KnightFrank.co.uk

Important Notice

1. The particulars in this general report are not an offer or contract, nor part of one. Neither Knight Frank LLP nor any joint agent has any authority to make any representations about any property and details may have been provided by third parties without verification. Accordingly, any statements by Knight Frank LLP or any joint agent in this report or by word of mouth or in writing (‘information’) are made entirely without responsibility on the part of the agents, sellers or lessors. You cannot rely on the whole or any part/s of this document (‘Information’) in any way. You must make your own independent enquiries, inspections and searches and take your own independent professional advice. You cannot also rely on any such information as being factually accurate about any property. To condition, its usage or otherwise. The Information is not definitive and is not intended to give advice about properties, markets, prices, sales, covenants or any other matters. The Information may not be accurate and all of the subject matter may change without notice. This report is published for general outline information only and is not to be relied upon in any way. So far as applicable laws allow, neither we nor any of our members, consultants, ‘partners’ or employees will have any responsibility or liability in connection with or arising out of the accuracy or completeness or otherwise of the Information or the reasonableness of any assumption via made or any information included in the document or for any loss or damage resulting from any use of or reference to the Information. As a general report, this material does not necessarily represent the view of Knight Frank LLP in relation to particular properties or projects. 2. You must rely upon your own inspections, searches and enquiries about all matters relating to any property, including the correctness and completeness of any information. 3. Computer-generated images are indicative only. Photographs show only certain parts of any property as they appeared at the time they were taken. Areas, dimensions and distances given cannot be relied upon and are approximate only; you must rely upon your own inspections and surveys. 4. Any reference to alterations to, or use of, any part of any property does not mean that any necessary listed building, planning, building regulations or other consent has been obtained. You must rely upon your own inspections, searches and enquiries. 5. The VAT position relating to any property (where applicable) may change without notice. VAT and other taxes may be payable in addition to the purchase price of any property according to the national or local law applicable. 6. Copyright 2016. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without prior written permission from Knight Frank LLP for the same, including in the case of reproduction prior written approval of Knight Frank LLP to the specific form and content within which it appears. 7. Knight Frank LLP is a limited liability partnership registered in England with registered number OC305934. Our registered office is 55 Baker Street, London, W1U 8AN, where you may look at a list of members’ names.