

# Has the heat in the property market gone the same way as the heat of the summer?



*Tony Jamieson, Senior Partner,  
Land and Planning, Auctioneer*

All year there has been a distinct shortage of stock and this has led to an increase in prices, particularly in the South East. However, because prospective purchasers are so well acquainted with property values, owing to the plethora of information available, they are still very reluctant to pay over the odds for property. Therefore it is important that valuers are realistic and often a premium price can be achieved by starting off at a competitive price and then watching the competition force the price upwards. We have seen prices level off in the last couple of months and I think the heat has come out of the market. In my opinion this is probably a good thing, as prices could not continue to rise so sharply, as otherwise affordability would again become a serious question, particularly as it is likely that interest rates will begin to

move upwards at some stage in the New Year. As always, the right house at the right price will sell extremely well, often with competition, but if you are too optimistic on the price guide, it is likely the property will stay in the market for several weeks, if not longer.

As most Local Authorities in our area are still in the process of trying to finalise their Local Plans, there does appear to be an opportunity for more land to be promoted for development purposes and we are seeing more development opportunities becoming available. As a result, our Land and New Homes department has been extremely busy and we have a wealth of new developments from one and two bedroom flats in Guildford's town centre to larger detached house schemes in Haslemere and Liphook. We are also delighted to announce that we have been favoured with instructions to sell some custom build plots in Milford next year acting in conjunction with Barratts, which we know will be an extremely exciting development opportunity to be involved with.

New homes are also selling extremely well and we are delighted to have been able to sell a scheme of five terraced houses in Woking inside two hours back in June, and therefore there is still a high demand for new housing stock both for owner occupiers and investors.

Although the heat may well have come out of the market, it is still an extremely good time to buy or sell, as interest rates are still at an all time low and there are very good fixed rates available which will mean that borrowers don't have to worry about a potential increase in mortgage rates.

I believe the market will remain fairly constant for the next six months and as 2015 is an Election Year it will be interesting to see how the property market reacts in the lead up and thereafter.

**Visit us at the Country Fair  
and Ploughing Match on  
Sunday 28th September at  
Loseley Park, Guildford**

# Surrey Land Market Continues to Flourish

Very much like 2013 we have found the first half of the year in the land market a busy one. Once more, demand outstrips supply and as a result we have seen values hold firm. The same rings true across the entire region, and indeed, the country. The cost of land is now more than three times of that a decade ago.

The exponential growth has been driven by incoming investment, from the amenity purchaser, the equestrian grazier, the classic agricultural investor and the tax efficient.

Within Surrey in particular, we have seen competition for pasture land rife with smaller acreages achieving as much as £50,000 pounds per acre and larger blocks of both arable and pasture achieving no less than £10,000 per acre.

If one were to comment on the year ahead it would be fair to say that the market is far from finding it's level with the trend of rapidly growing values expected to continue as the general economic outlook improves.

Conversely, we can never underestimate threats which may upset the supply/demand balance and in turn value growth. After all, the General Election is only around the corner...

If you own land and are looking for a market appraisal please contact Samuel Gordon (Tel: 01483 880903), we have a large number of applicants looking to purchase immediately.

## Private Surrey Estate Offered for Sale

Lying in the heart of West Surrey this magnificent country estate enjoys some of Surrey's most spectacular views along with excellent communication links to London and the South coast.

Being offered for sale as a whole or in 12 separate lots, this superb estate offers both the prospect to create a superior family residence or viewed as a diverse development opportunity, with a number of both current and historic planning permissions in place.

The imposing 11,000 sq ft Bargate stone principal house standing in mature grounds, complete with lake, benefits from the option to either extend, or replace, with a magnificent Pagano-designed contemporary residence of circa 15,000 sq ft. The estate benefits from two further gate lodges, with historic planning permission to extend; a coach house of some 3,000 sq ft divided into two separate flats; ancillary pool house of approximately 5,300 sq

ft, again, with historic residential planning consent and the estate farm, known as Winkford Farm, benefitting from residential planning consent for the construction of a country home of circa 11,000 sq ft.

At some 360 acres (145.7 hectares), the land comprises a mixture of prime quality grazing, arable and mixed woodland. With certain aspects of the landscape undulating there is a marvellous opportunity to establish some exciting shooting and equestrian pursuits. In addition, the estate benefits from a former private airfield and associated hanger.

Offered as a whole or in 12 separate lots. Guide price £10,000,000

For further details please contact Mark Steward or Nick Freeth on 01428 664800.

Viewing strictly by prior appointment.



## Who we are...

### Guildford office

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Steve Grant, New Homes Director



Liz Berman, Branch Manager



Jim Stillwell, Sales Manager



Alan Childs, Sales Negotiator



Felicity Bell, Secretary



Sally Hoskins, PA to Tony Jamieson



Ken Ford, Head of Property Management



Enza Miracco, Lettings and Property Manager



Debbie Rostron, Property Management



Samuel Gordon, Land and Planning



Peter Hunt, Consultant Surveyor

### Shere office

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Veronica McCleery, Sales Negotiator



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Steve Cook, Partner, Head of Group Sales and HR



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Paul Monkhouse, Branch Manager



Tanya Oakland, Senior Negotiator



Nick Freeth, Consultant, New Homes



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Barbara Lawson-Mills, Weekend Sales Assistant

### Liphook office

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Angela Lansley, Sales Administrator



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Nick Churton, Chairman and Managing Director



Annette Reeve, Business Development Director



Susan Hawkins, Advertising Director



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### Beck House, South Ambersham, Nr Midhurst

A quite enchanting period Grade II listed five bedroom cottage, dating back to the 16th century, in peaceful and established two acre grounds, on the market for the first time since its purchase from the Cowdray Estate in 1973. Beck House has five bedrooms, within the first and second floors of the cottage, with the family bathroom on the first floor. The ground floor presents a wonderful sitting room, along with the kitchen/breakfast room, conservatory/dining room, and utility room with WC and shower. The whole has a wealth of ingrained character with stunning joinery, exposed beams, timbers and wooden floors. In addition, there is a detached barn known locally as 'Peters Barn'.

Guide £1,200,000

Contact; Haslemere Office (01428) 664800



### Sturt Farm Barn, Haslemere

Sturt Farm Barn is on the market for the first time since its conversion in 1999. Of particular note is the fine oak joinery with an abundance of exposed ceiling joists and natural finish oak coving, architraves, latched internal doors and the oak farmhouse style kitchen/dining room. The master bedroom has an interesting split level design with a double bedroom, dressing room and en suite bathroom. There are two further bedrooms and one bedroom guest accommodation with independent access. The triple aspect sitting room has a beautiful open fireplace fitted with a Scandinavian style wood burner and doors to the patio sun terrace and its hydro pool hot tub.

Guide £975,000

Contact; Haslemere Office (01428) 664800



### Downside, Pitch Hill, Ewhurst

Downside is situated at the top of Pitch Hill close to the desirable village of Ewhurst, Surrey. The property has been extended and renovated to provide two floors of versatile and unique accommodation. On the ground floor there is a large entrance hall, leading through from this is the lounge which is fitted with full length glass doors overlooking the garden, and there is also an open fireplace. Back through the hall is a study, a family size bathroom, two double bedrooms, a dining area and a beautiful bespoke kitchen with double doors leading through to a patio. On the lower ground floor are two double bedrooms with windows overlooking the garden.

Guide £950,000

Contact; Shere Office (01483) 202016



### Badgers Holt, Hammer Lane, Grayshott

Badgers Holt is a charming country house understood to have origins in the eighteenth century which has had later additions and now provides an attractive family home, nestling in the valley of Hammer Lane. Featuring elevations that are part tile hung, rendered and stone, under a tiled main roof, the property features a magnificent drawing room with high vaulted ceiling and fitted wood burning stove and doors opening out to the rear garden. The modern fitted kitchen also opens out to the rear garden and the property enjoys some quite magnificent woodland views over the valley. Also off of the kitchen is a study. The property also offers four first floor bedrooms and a family bathroom.

Guide £675,000

Contact; Liphook Office (01428)728900



### Linden House, Hook Heath, Woking

Linden House is a beautifully presented family home incorporating the original character with a contemporary feel, set in a south west facing plot in this exclusive tree lined road. The accommodation is presented in immaculate order comprising master bedroom suite with fully fitted dressing room and en-suite bathroom, three further bedrooms and separate bespoke fitted family bathroom. To the ground floor a double aspect sitting room with open fireplace leading through to dining / conservatory and on to the heart of the house with a fine Poggenpohl kitchen featuring Cherry wood units with contrasting granite work tops.

Guide £1,200,000

Contact; Guildford Office (01483) 880900



### Sky Road Ranch, Ewhurst Green, Ewhurst

A rare opportunity to acquire a beautiful family home built by the current owners in 1961, offering exceptional accommodation over two floors and set in 1.5 acres of stunning formal gardens and paddock land. The accommodation comprises six bedrooms, two bathrooms and four reception rooms, with the majority of rooms in the house having superb far reaching views. Outside there is an ancillary cottage currently utilised as a games room with log burner and there is an additional barn currently utilised as garden store/workshop. The property is approached via electric gates and has a large driveway giving access to a double garage. At the rear of the gardens is a well-tended paddock.

Guide £1,650,000

Contact; Guildford Office (01483) 880900



## New Homes success for 2014

We are pleased to report an excellent first half to 2014 for the local New Homes market. There's been unusually strong demand across all price ranges ranging from £280,000 up to £2,000,000 for two bedroom apartments to substantial five/six bedroom detached family homes.

The contributing factors to the above are the continuing historic low interest rates and a severe shortage in the construction of new homes locally, more particularly in the Guildford and Waverley Boroughs, leading to strong capital growth over the last year to eighteen months. There are signs of a levelling off in values in recent weeks, probably as a result of the recently introduced mortgage constraints, but despite this sentiment continues to remain bullish.

Key highlights from the last six months:

- **Chantry Quarry, Guildford** – A unique development of fifteen contemporary homes by Latchmere Properties with innovative designs including some spectacular roof terraces. Now 70% Sold or reserved. Prices range from £1.5m to £2m.
- **Russell's Mews, Loop Road, Woking** – A stylish development by the William Lacey Group of five two & three bedroom cottages that sold within two hours of launch ranging between £289,950 to £349,950.
- **Pewley Hill, Guildford** – Two high specification five/six bedroom detached houses that both sold within weeks of launch at near record values. Prices circa £2,000,000
- **Earlswood, Merrow** - A scheme of five detached houses by Martin Grant Homes with the last house being sold in March. Prices ranged from £775,000 to £1,000,000
- **Lammas Gate, Meadow Godalming** – Just launched. Four two bedroom luxury apartments with two of the apartments already reserved. Prices from £279,500 to £335,000
- **Manor Way, Guildford** – Two detached four bedroom houses by Arthur Wait Ltd launched in March with both houses selling soon after the launch. Price circa £775,000.
- **Kings Mews, Shalford** – A high quality development by Oakford Homes of fourteen two to four bedroom houses which was launched in October 2013 and all units sold within weeks. Prices ranged from £315,000 to £550,000.
- **Trendells Place, Haslemere** – With all units being reserved in the first ten days of marketing, this is the latest site, by Kirkby Homes Ltd, to be released by Clarke Gammon Wellers Haslemere office. Prices ranged from £365,000 to £499,950

In addition we have some exciting new instructions coming up including the opportunity to purchase from a choice of self-build plots, a first for this region, that we will have some more information on later this year.



We can't wait for the Country Life Fair in September where we will be promoting our range of wonderful properties.

We will be at this great new event for Londoners who love the coast and country on 27<sup>th</sup> and 28<sup>th</sup> September at Fulham Palace in London SW6. We will be advising London buyers on our beautiful area and telling them about our fine properties.

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