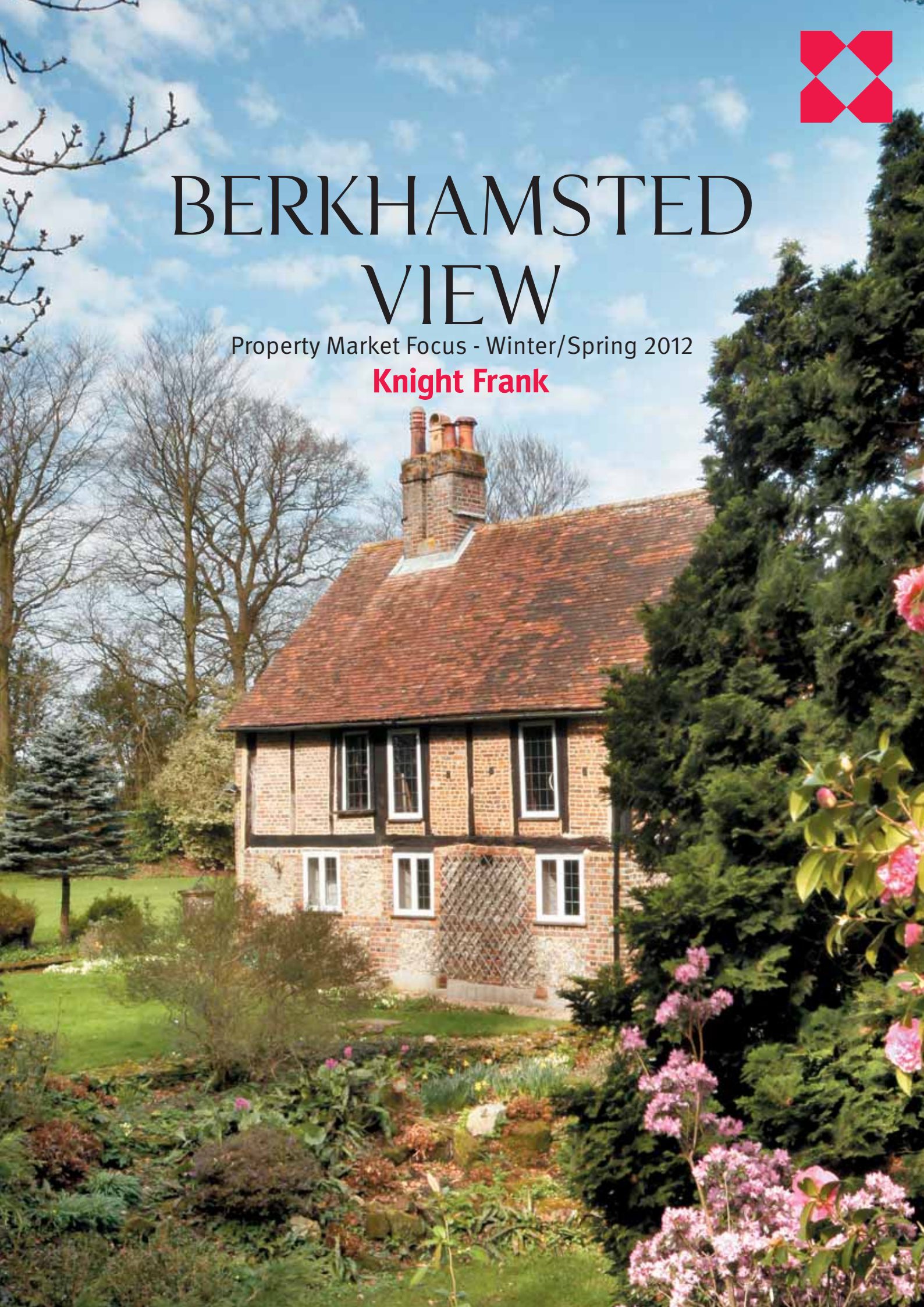




BERKHAMSTED VIEW

Property Market Focus - Winter/Spring 2012

Knight Frank



WELCOME

Welcome to our latest edition of Berkhamsted View, which brings you fresh insight into the local and wider property markets and showcases some of our finest properties, both for sale and sold.

Before we consider activity in our local market, it is useful to first analyse that of the wider country property market, and how that compares with prime central London.

There is no denying that the country property market has struggled to compete with London. While average country house prices have fallen by 1.7% over the past 12 months, annual price growth in London of 11.4% has translated into daily price rises of £1,117 over the same period.

In normal times the country property market would follow the growth cycle set by the central London market, with a lag of around 18 months; London booms, the country house sector follows. But these are not normal times.

Though the old picture of market ripples flowing from London remains evident in parts, notably the South East, there is a significant difference

between London and country - and this comes down to international buyers and the domestic economy.

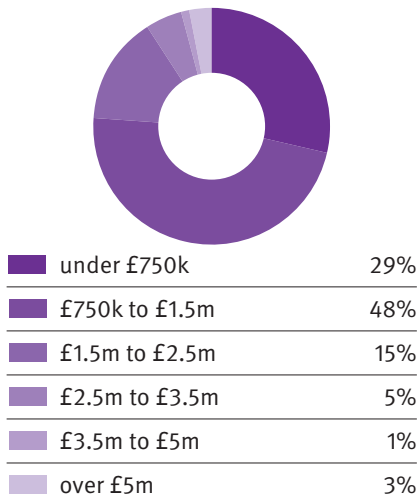
London has benefited enormously from international buyers seeking a 'safe-haven' investment. These buyers are a comparative rarity in the country property market. Where almost 50% of sales in London's £1m+ market go to international buyers, the figure is closer to 12% for country properties.

And despite the fact that buyers and sellers in the country market tend to be wealthier and far more equity rich than the average UK buyer, domestic concerns are key influences, where they are not in prime central London.

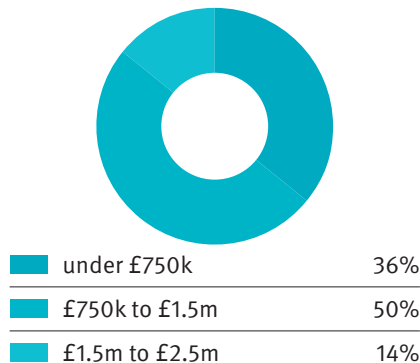
This gap presents an opportunity for those looking to sell their country house, as many London dwellers are choosing to capitalise on record prices in the Capital and spending their substantial budgets on country properties.

INDEED, THE VOLUME OF COUNTRY PROPERTY GOING UNDER OFFER INCREASED BY 32% OVER THE PAST YEAR AND WE HAVE SEEN COMPETITIVE BIDDING IN SOME CASES, PROVIDING MORE THAN JUST A GLIMMER OF HOPE.

New applicants by price band



Sales by price band



*Figures reflect activity up to and including Q3 2011.



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PRIME CENTRAL LONDON

PRICE GROWTH IN PRIME CENTRAL LONDON BETWEEN MARCH 2009 AND SEPTEMBER 2011 TOTALLED 37%. THIS IS THE FASTEST RATE OF RECOVERY SEEN IN THE MARKET FOR 35 YEARS.

London's prime market has benefited from a weak pound and growth in global wealth portfolios, demand for international educational opportunities, as well as for 'safe haven' assets on the back of recent geo-political concerns.

The diversity of demand for prime London property has been a significant strength, and the only impact from recent global financial and economic market turmoil has been to push more buyers into the central London market.

Looking ahead, there is a strong likelihood that geo-political issues will continue to push overseas buyers into London, especially at the top end of the

market. We therefore forecast positive price growth for 2012, but at a slower pace than we have seen over the past two years. We expect a rise of 5% across the whole of next year, compared with the strong double-digit growth seen this year.

While country house prices have failed to keep pace with those in London, the flow of buyers coming out of London is helping liquidity in the country house market. This flow is helping to create competitive bidding on some properties, especially in the south east of England.



LOOKING FORWARD

THE WIDENING GAP BETWEEN COUNTRY AND LONDON PROPERTY PRESENTS AN OPPORTUNITY THAT IS LIKELY TO RESULT IN MORE MONEY MOVING FROM LONDON TO DESIRABLE COUNTRY LOCATIONS IN THE SOUTH FROM 2013 ONWARDS.

To illustrate this point, if you were planning on selling a £5m property in London in early 2009 and spending the proceeds on a similar-priced property in the country, delaying for two years until now would have seen your London property rise in value to around £6.75m and the country property rise to around £5.5m at best, leaving a £1.25m margin for reinvestment.

We believe that the wider UK housing market will experience a 'slow correction' over the next few years, with low transaction numbers and price falls in real terms.

Housing demand will remain strong however, and it seems reasonable to assume that access to mortgage lending will become more relaxed in the future. Though interest rates are likely to rise from 2013, they are likely to remain low in a historic context for the foreseeable future, keeping the cost of borrowing down. We expect household income growth to remain subdued in the long term.



TOWN & COUNTRY PROPERTY



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“The Berkhamsted market remains consistent with sensibly priced properties attracting serious buyers. There continues to be a restricted supply of homes coming to the open market as a number of our clients are favouring a ‘private’ campaign matched to our extensive database, giving them privacy and ensuring the best prices.”

PROPERTIES FOR SALE

BERKHAMSTED

An impressive family home close to the town centre



Guide Price £945,000

CHOLESBURY

A new development in a sought-after village



Guide Price £995,000

ASHLEY GREEN

Charming barn with stunning Chiltern valley views



Guide Price £1,095,000

CUBLINGTON

Grade II Listed farmhouse set amidst glorious gardens



Guide Price £3,000,000

LITTLE GADDESSEN

A period barn conversion in the heart of the village



Guide Price £935,000

WIGGINTON

Wonderful five-bedroom home with large gardens



Guide Price £1,295,000

SOLD PROPERTIES

CHOLESBURY

An impressive newly constructed home in an exclusive development



SOLD Guide Price £1,295,000

CRAFTON

A beautiful home with equestrian facilities and acreage



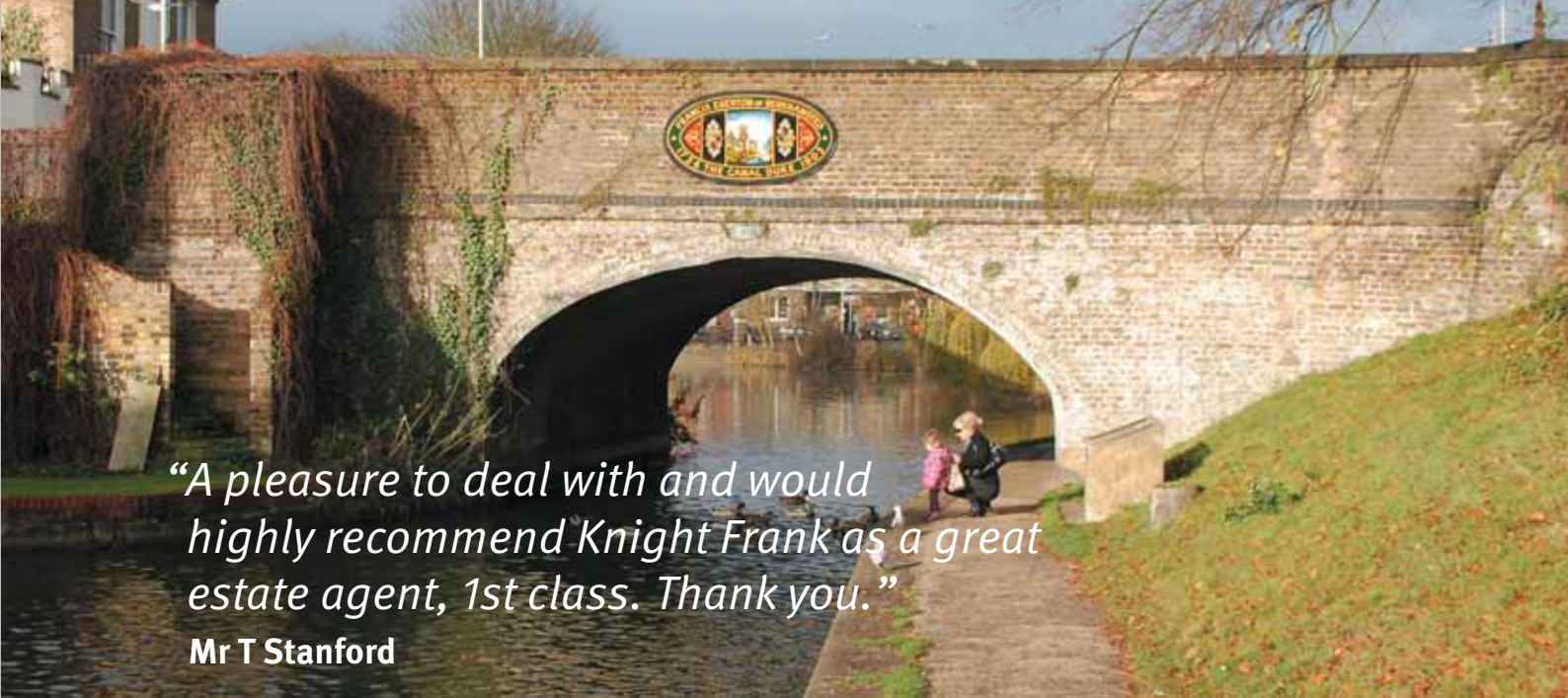
SOLD Guide Price £1,450,000

FELDEN

A stunning family home with large gardens in Felden



SOLD Guide Price £1,195,000



“A pleasure to deal with and would highly recommend Knight Frank as a great estate agent, 1st class. Thank you.”

Mr T Stanford

WEEDON

A period family home with views and acreage



Guide Price £1,100,000

BERKHAMSTED COMMON

A rural equestrian delight in an outstanding location



Guide Price £1,750,000

ASHRIDGE

An elegant family house in an area of Outstanding Natural Beauty



Guide Price £1,975,000

TODDINGTON

An exceptional historic sporting estate



Guide Price £6,500,000

SARRATT

Grade II Listed spacious barn conversion with five bedrooms



Guide Price £1,295,000

GREAT MISSENDEN

Edwardian six-bedroom family home set high up in the Chilterns



Guide Price £2,000,000

CHARTRIDGE

A beautiful period farmhouse with outstanding views



SOLD Guide Price £1,750,000

BERKHAMSTED

An exceptional five-bedroom house in Berkhamsted



SOLD Guide Price £1,295,000

HAWRIDGE

Country house with stunning gardens and land



SOLD Guide Price £2,550,000

TOWN & COUNTRY PROPERTY



Julian Clark

Associate

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“Even though market conditions remain extremely challenging we are still attracting a number of good quality buyers willing and able to purchase. I very much believe the key to success to selling in today’s market is correct pricing.”

PROPERTIES FOR SALE

CUBLINGTON

An exclusive new development in the village of Cublington



Guide Price £475,000

ASTON CLINTON

A beautifully presented family home in a well-kept close



Guide Price £595,000

GREAT GADDESSEN

A period cottage in a sought-after hamlet



Guide Price £699,500

POTTEN END

Generous four-bedroom home in this attractive village



Offers Over £750,000

BOVINGDON

Contemporary living at its best



Guide Price £775,000

ALDBURY

A delightful period cottage presented to the highest standards



Guide Price £560,000

SOLD PROPERTIES

CUBLINGTON

An exclusive new development in the village of Cublington



SOLD Guide Price £360,000

BIERTON

An attractive period village house with large annexe, workshop and land



SOLD Guide Price £700,000

HULCOTT

Delightful three-bedroom cottage with superb views



SOLD Guide Price £595,000



“You delivered what you said on the tin, a good quality service and not sure how you could improve on it. Would confidently recommend you to other would-be sellers – in fact I already have.”

Ms D Parry

GREAT BILLINGTON

A listed farmhouse with a chance to create your dream home



Offers Over £725,000

FELDEN

A stylish family home with landscaped gardens



Guide Price £725,000

ALDBURY

A Grade II Listed home with a wealth of character



Guide Price £795,000

ALDBURY

A wonderful Grade II Listed home in sought-after Aldbury



Guide Price £795,000

CHENIES

Appealing three-bedroom cottage with walled courtyard garden



Guide Price £695,000

COLESHILL

17th-century detached period cottage with three bedrooms



Guide Price £695,000

CHIPPERFIELD

Four-bedroom home with views over open countryside



SOLD Guide Price £699,950

GREAT GADDESSEN

A stunning contemporary detached barn conversion



SOLD Guide Price £1,050,000

LITTLE GADDESSEN

Splendid Victorian Gothic four-bedroom house



SOLD Guide Price £835,000

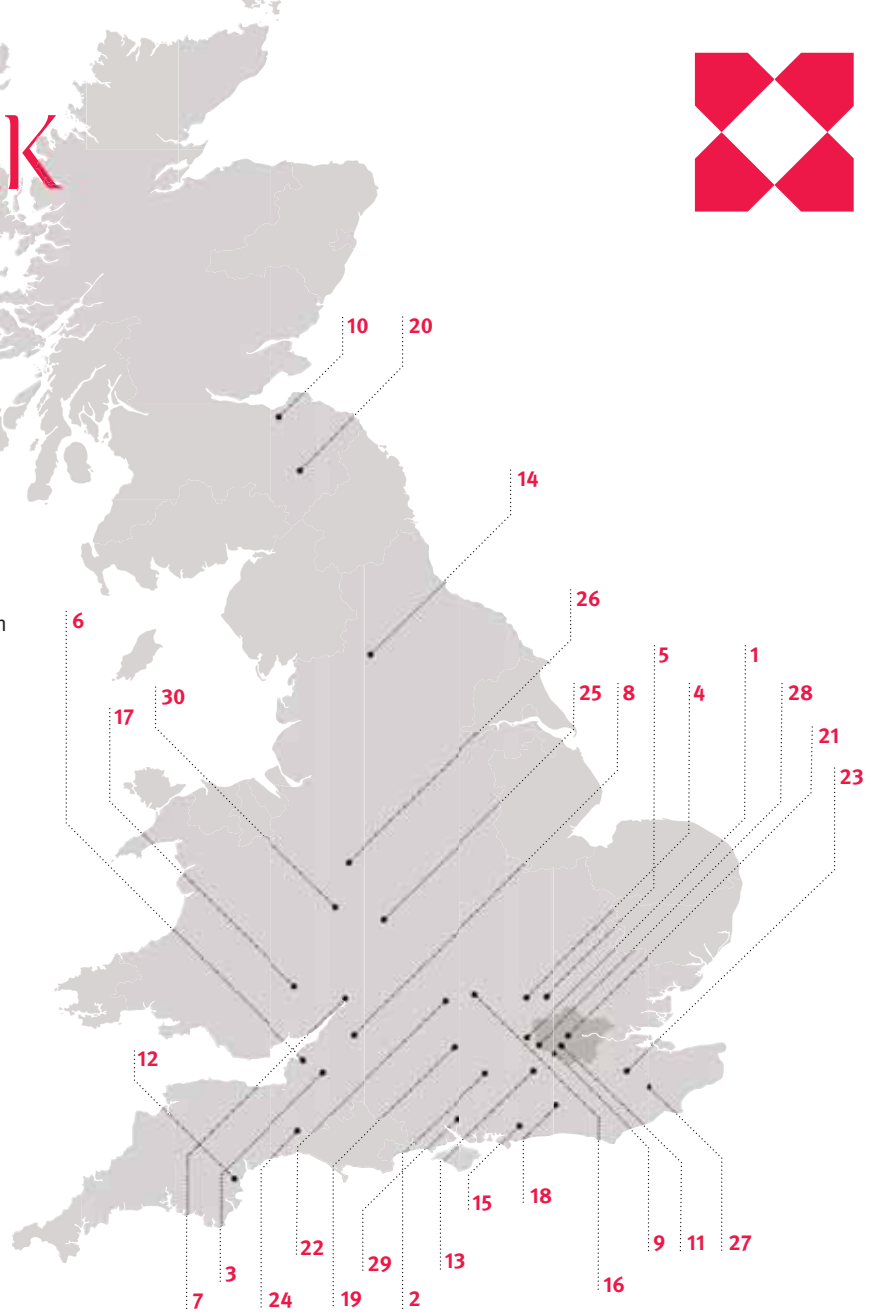
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Knight Frank



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ENGLISH RUSSIAN CHINESE FRENCH GERMAN ITALIAN PORTUGUESE SPANISH

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