



NORTH SURREY VIEW

Property Market Focus - Winter/Spring 2012

Knight Frank

WELCOME

Welcome to our latest edition of North Surrey 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 in Surrey, where prices have held up far better than many other parts of the country being in the

traditional commuter belt which attracts London buyers who wish to move further out for lifestyle reasons.

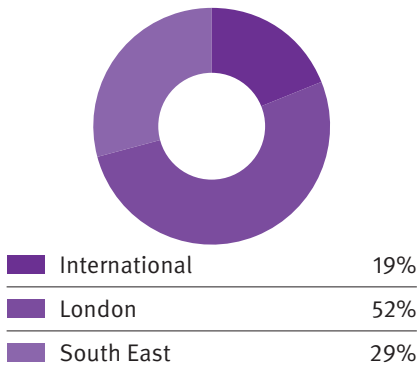
London has benefited enormously from international buyers seeking a 'safe-haven' investment. These buyers are a comparative rarity in the country property market. Where almost 50% of sales in London's £1m+ market go to international buyers, the figure is closer to 12% for country properties.

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.

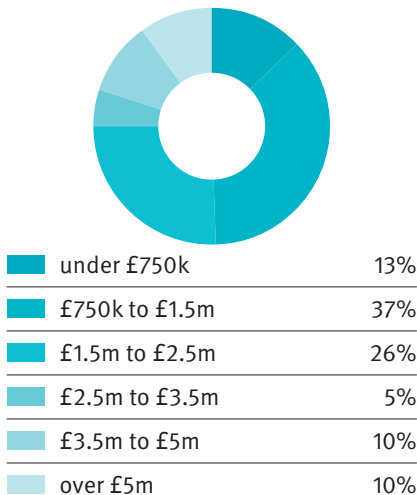
This gap presents an opportunity for those looking to sell their country house, as many London dwellers are choosing to capitalise on record prices in the Capital and spending their substantial budgets on country properties.

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.

Where do our buyers come from?



Instructions by price band



*Figures reflect activity up to and including Q3 2011.



INTERNATIONAL

KNIGHT FRANK'S INTERNATIONAL DEPARTMENT SELLS PRIME PROPERTIES IN MORE LOCATIONS AND TO MORE NATIONALITIES THAN EVER BEFORE.

The fact that buyers come from so many different locations now means the international property market has a very strong underlying base.

There has, however, been an undoubted flight to quality and established locations such as France, Italy and parts of the Caribbean.

We have seen a notable increase in activity in the south west of France and deals have also started to flow in the French Alps. Our ski desk in London was very busy last autumn and reported that the quality and range of property available is better than they have seen in a long time.

Demand at the top end of the market in Italy remains strong, despite its

mainstream market having ground to a halt due to recent economic struggles. Interest in Tuscany has been particularly strong, partly due to a surge in demand from American, British and Russian buyers for houses priced from around €1.5m upwards.

The selling season has also started in Barbados, where many homeowners have reduced their asking prices by more than 10% to attract buyers. The west coast remains the most popular spot on the island, boosted by a number of newly completed developments including St Peter's Bay.



KNIGHT FRANK FINANCE

KNIGHT FRANK FINANCE IS A COMPLETELY INDEPENDENT MORTGAGE ADVISORY SERVICE FOR ALL, REGARDLESS OF WHICH ESTATE AGENT PEOPLE ARE BUYING THROUGH.

The main benefits of using Knight Frank Finance lie in the relationships they have built up with a wide variety of lenders. This allows them access to deals not available to other brokers and also enables them to get decisions very quickly, even where the circumstances are complex. By knowing the heads of credit at many of the lending organisations they can often go straight to the decision makers when helping clients.

Knight Frank Finance takes pride in helping clients and their families with all their mortgage requirements - there is no minimum deal size for new or remortgages. The organisation often arranges funding, for example, when a

child is studying in the UK and needs a flat near their college or university. It does however specialise in ultra-flexible mortgages from over £1m to in excess of £50m.

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COUNTRY PROPERTY



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The market in the Esher and Weybridge areas has continued to gather pace since the downturn in 2008 and there has been a marked increase in transactions during 2011. We envisage a steady continuation in the recovery during 2012 with buyers mainly coming from London and abroad.

SOLD PROPERTIES

ESHER

Six-bedroom detached house in a private gated development



SOLD Guide Price £1,245,000

ESHER

Four-bedroom detached house on a private estate



SOLD Guide Price £1,395,000

WEYBRIDGE

Detached period house with large gardens



SOLD Guide Price £1,495,000

ESHER

Unique five-bedroom property with period features and secluded gardens



SOLD Guide Price £1,695,000

ESHER

Contemporary refurbished five-bedroom family home with swimming pool



SOLD Guide Price £1,950,000

ESHER

Five-bedroom period property with large cellar and detached annexe



SOLD Guide Price £1,950,000

PROPERTIES FOR SALE

ESHER

Grade II Listed cottage with secluded gardens and an annexe



Guide Price £895,000

ESHER

Four-bedroom thatched cottage with an outdoor swimming pool



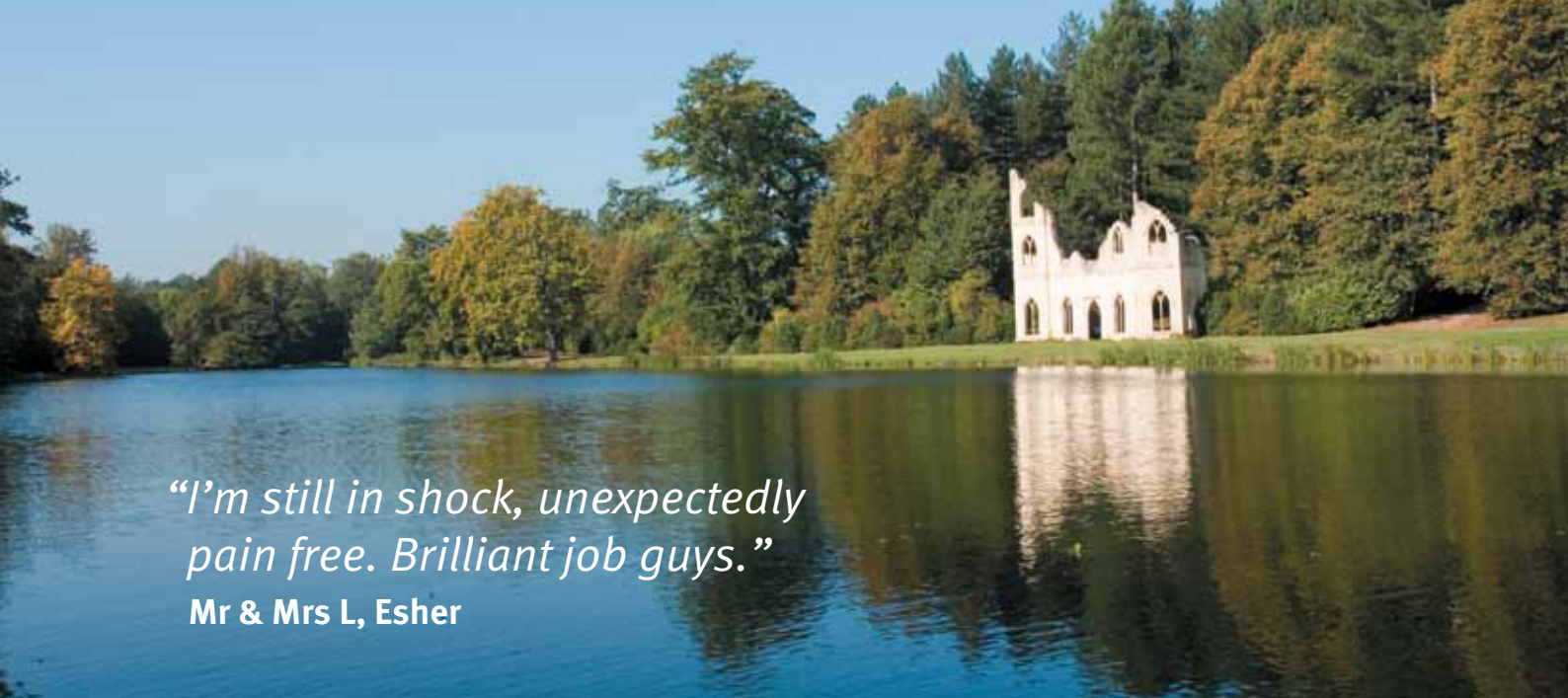
Guide Price £995,000

EAST MOLESEY

A detached period cottage with secluded gardens and cellar storage



Guide Price £995,000



“I’m still in shock, unexpectedly pain free. Brilliant job guys.”

Mr & Mrs L, Esher

PACHESHAM PARK

Period manor house in mature south-facing gardens of 1 acre



SOLD Guide Price **£1,500,000**

ESHER

Five-bedroom detached house within luxury gated development



SOLD Guide Price **£1,595,000**

ESHER

Immaculate five-bedroom property with large south-facing garden



SOLD Guide Price **£1,595,000**

WALTON-ON-THAMES

Large family house in a private estate with indoor swimming pool



SOLD Guide Price **£1,950,000**

WALTON-ON-THAMES

Detached period house with large gardens, swimming pool and tennis court



SOLD Guide Price **£2,100,000**

TYRRELLS WOOD

Seven-bedroom house with large south-facing gardens



SOLD Guide Price **£2,495,000**

ESHER

A refurbished, listed cottage with a separate orangery and mature gardens



Guide Price **£1,195,000**

ESHER

A collection of exceptional homes by Royalton in a gated square.



Guide Prices from **£975,000**

CHIPSTEAD

Grade II Listed principal wing of a country manor house



Guide Price **£1,995,000**

COUNTRY PROPERTY



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Despite the gloomy economic forecast for the UK in 2012, demand for property in key Elmbridge towns and villages is likely to remain strong, mainly due to continued migration of families moving out from London for the excellent local schools and easy commuter transport links.

SOLD PROPERTIES

COBHAM

A three-bedroom detached period property



SOLD Guide Price £695,000

COBHAM

A four-bedroom family house located between Cobham and Oxshott



SOLD Guide Price £739,000

EAST HORSLEY

Development opportunity in a private road in East Horsley



SOLD Guide Price £895,000

COBHAM

Contemporary home in leafy Cobham location



SOLD Guide Price £1,395,000

COBHAM

A refurbished family home located a short distance of Oxshott station



SOLD Guide Price £1,495,000

COBHAM

A character home located on the prestigious Oxshott Way Estate



SOLD Guide Price £1,595,000

PROPERTIES FOR SALE

OXSHOTT

Cul-de-sac location near Danes Hill School Oxshott



Guide Price £895,000

COBHAM

Ideally situated for Cobham main line train station and Parkside School



Guide Price £995,000

EAST HORSLEY

Detached 1930s home within walking distance of Horsley village and station



Guide Price £1,095,000

“Knight Frank lived up to its reputation as market leaders and delivered us viable buyers in record time. All the team were courteous, friendly, and above all professional at all times throughout the process.”

Mr & Mrs H, Cobham

COBHAM

A Victorian lodge house situated in a tree-lined lane, adjacent to Fairmile Common



SOLD Guide Price **£995,000**

EAST HORSLEY

A four-bedroom family home located close to the tennis club and village



SOLD Guide Price **£1,095,000**

COBHAM

A refurbished and extended six-bedroom family home near station



SOLD Guide Price **£1,285,000**

COBHAM

A well-presented home located within walking of the ACS International School



SOLD Guide Price **£1,600,000**

COBHAM

An immaculate contemporary interior with the benefit of traditional features



SOLD Guide Price **£1,850,000**

COBHAM

Modern home with large garden, close to Oxshott woods



SOLD Guide Price **£2,300,000**

COBHAM

A 1920s home in a sought-after cul de sac within a short distance of Cobham village



Guide Price **£1,795,000**

COBHAM

A refreshingly contemporary new home in Cobham



Guide Price **£1,895,000**

FETCHAM

Magnificent Grade II Listed house in one of Fetcham's oldest roads



Guide Price **£2,150,000**

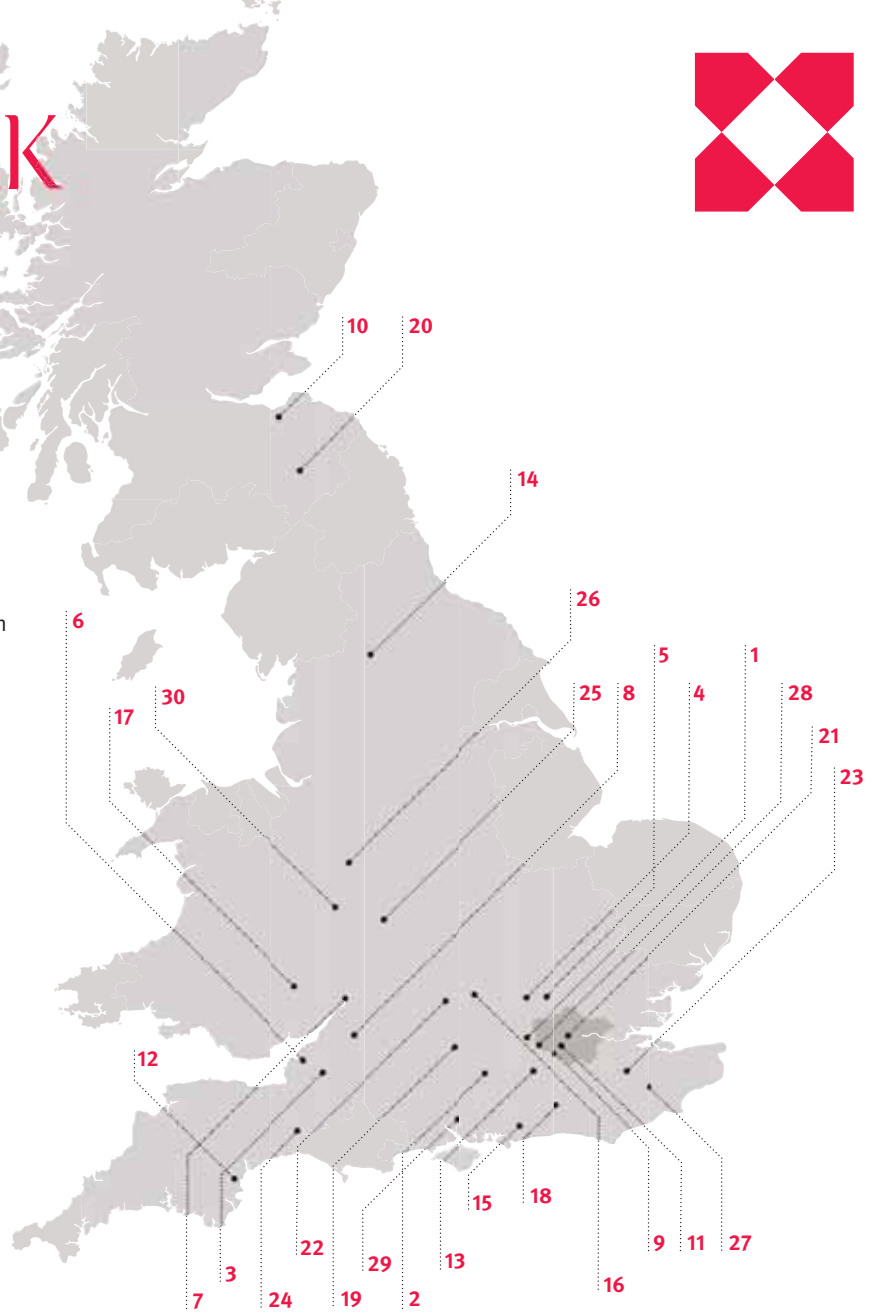
UK NETWORK

Knight Frank



- | | |
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| 2 Basingstoke | 17 Hereford |
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| 4 Beaconsfield | 19 Hungerford |
| 5 Berkhamsted | 20 Lauder |
| 6 Bristol | 21 London |
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| 8 Cirencester | 23 Sevenoaks |
| 9 Cobham * | 24 Sherborne |
| 10 Edinburgh | 25 Stratford-upon-Avon |
| 11 Esher * | 26 Sutton Coldfield |
| 12 Exeter | 27 Tunbridge Wells |
| 13 Guildford | 28 Virginia Water |
| 14 Harrogate | 29 Winchester |
| 15 Haslemere | 30 Worcester |

* Lettings Service



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Esher

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High Street, Esher, KT10 9QA
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KnightFrank.co.uk

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ENGLISH RUSSIAN CHINESE FRENCH GERMAN ITALIAN PORTUGUESE SPANISH

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