



# KENT & SUSSEX VIEW

Property Market Focus - Winter/Spring 2012

**Knight Frank**



# WELCOME

Welcome to our latest edition of Kent & Sussex 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.

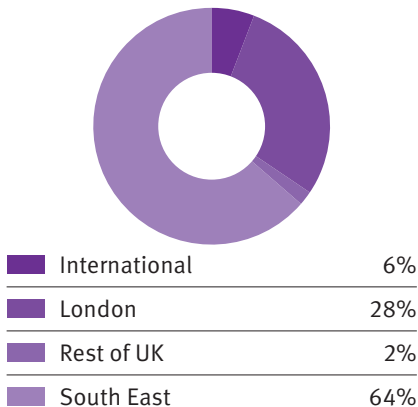


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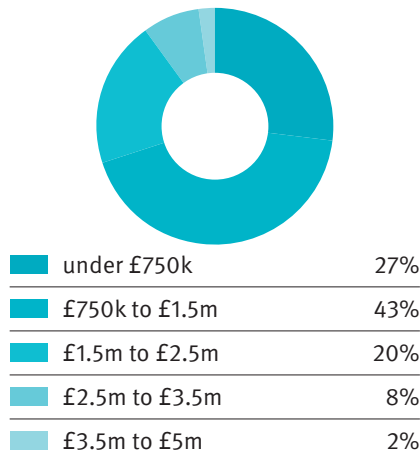


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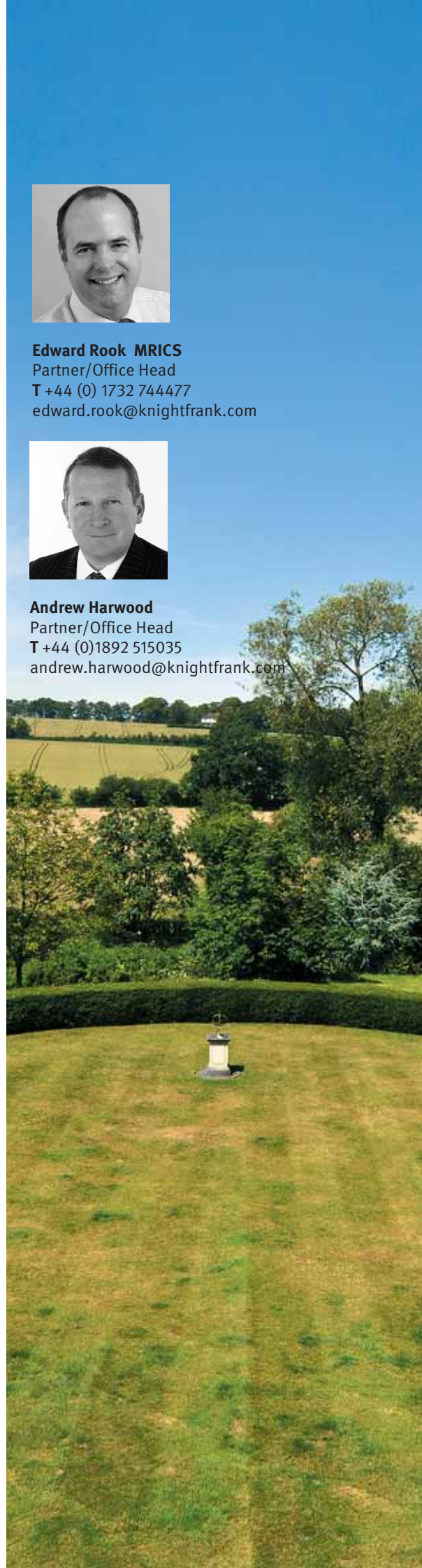
Where do our buyers come from?



Sales by price band



\*Figures reflect activity up to and including Q3 2011.



# 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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## 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 PROPERTY



**Simon Biddulph**

Associate

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Royal Tunbridge Wells, with its Decimus Burton influences and attractive Victorian/Edwardian properties, has a vibrant, friendly community which is constantly sought by commuter buyers. This spa town remains highly desirable and is one of the best places to live in the South East.

## SOLD PROPERTIES

### LANGTON GREEN

Impressive, immaculately presented 6-bedroom Georgian style family house



**SOLD** Guide Price £1,895,000

### TUNBRIDGE WELLS

Beautifully presented 5-bedroom town house in a central position



**SOLD** Guide Price £695,000

### LANGTON GREEN

A detached 4-bedroom family house in a popular residential road



**SOLD** Guide Price £695,000

### SEVENOAKS

An attractive family house with consent for a substantial extension



**SOLD** Guide Price £2,550,000

### SEVENOAKS

A stunning family house in a prestigious address in Sevenoaks



**SOLD** Guide Price £2,600,000

### SEVENOAKS

A detached family house with huge potential in a prime location



**SOLD** Guide Price £1,750,000

## PROPERTIES FOR SALE

### TUNBRIDGE WELLS

Superbly appointed 6-bedroom neo-classical villa in a private park



Price on application

### TUNBRIDGE WELLS

Deceptively spacious 4-bedroom family house in a convenient location



Guide Price £735,000

### TUNBRIDGE WELLS

Newly refurbished and immaculately presented 4-bedroom family house



Guide Price £1,100,000



*"I trusted Knight Frank to do the best job and felt Simon was on my side at all times."*

**Mrs B.**

**TUNBRIDGE WELLS**

A most attractive 5-bedroom detached Victorian family house



**SOLD** Guide Price £1,100,000

**LANGTON GREEN**

A good-sized detached 4-bedroom family house with superb gardens



**SOLD** Guide Price £1,100,000

**TUNBRIDGE WELLS**

Decimus Burton Grade II Listed 8-bedroom town house of distinction



**SOLD** Guide Price £2,950,000

**SEVENOAKS**

An imposing Edwardian house in a sought-after Sevenoaks location



**SOLD** Guide Price £925,000

**SEVENOAKS**

Enormous potential on the favoured south side of Sevenoaks



**SOLD** Guide Price £1,385,000

**SEVENOAKS**

A very attractive Victorian family house close to the station



**SOLD** Guide Price £1,150,000

**SEVENOAKS**

An impressive house of over 6,600 sq ft in a park-like setting



Price on application

**SEVENOAKS**

A spacious and very well-appointed family house in central Sevenoaks



Guide Price £2,000,000

**SEVENOAKS**

In a private road 0.5 mile from Sevenoaks station



Guide Price £975,000

# TOWN PROPERTY



**George Berry MA (Hons)**  
Associate  
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Close proximity to Sevenoaks station and good schools has made demand for town houses soar. There can be few other areas in the South of England that can replicate the town's qualities while remaining so in touch with London. Demand continues to outstrip supply.

## SOLD PROPERTIES

### TONBRIDGE

An elevated Edwardian house with superb views over Tonbridge



**SOLD** Guide Price £815,000

### SEVENOAKS

In a sought-after private road near Sevenoaks station



**SOLD** Guide Price £1,200,000

### SEVENOAKS

A family house on the favoured south side of Sevenoaks



**SOLD** Guide Price £975,000

### TUNBRIDGE WELLS

Attractive 4-bedroom family house in a favoured residential location



**SOLD** Guide Price £1,375,000

### TUNBRIDGE WELLS

Detached 5-bedroom Edwardian house overlooking the golf course



**SOLD** Guide Price £895,000

### LANGTON GREEN

An impressive 6-bedroom detached house in a premier residential location



**SOLD** Guide Price £1,850,000

## PROPERTIES FOR SALE

### SEVENOAKS

A delightful period house 1 mile from Sevenoaks station



Guide Price £995,000

### SEVENOAKS

A well-presented family house 0.8 mile from Sevenoaks station



Guide Price £895,000

### SEVENOAKS

A beautifully presented 6-bedroom family house in Sevenoaks



Guide Price £895,000



*“We can’t recommend them highly enough – don’t use anyone else!”*

**Mr and Mrs H.**

SEVENOAKS

A well-presented family house close to central Sevenoaks



**SOLD** Guide Price £725,000

SEVENOAKS

A very attractive Georgian family house in 0.5 acre



**SOLD** Guide Price £1,250,000

SEVENOAKS

A beautifully presented 5-bedroom family house



**SOLD** Guide Price £975,000

SOUTHBOROUGH

An elegant Victorian 4-bedroom town house situated on the edge of town



**SOLD** Guide Price £795,000

TUNBRIDGE WELLS

Stunning and deceptively proportioned 5-bedroom Victorian villa



**SOLD** Guide Price £1,850,000

TUNBRIDGE WELLS

Impressive 4-bedroom apartment within the highly favoured Camden Park



**SOLD** Guide Price £595,000

EAST GRINSTEAD

Grade I Listed 4-bedroom wing of a former convent in 11 acres of communal garden



Guide Price £625,000

TUNBRIDGE WELLS

Attractive Edwardian 6-bedroom family house in a favoured residential location



Guide Price £1,650,000

SOUTHBOROUGH

Superb 6-bedroom Edwardian family house with detached coach house



Price on application

# COUNTRY PROPERTY



**Andrew Harwood**

Partner/Office Head

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The pretty villages and market towns surrounding Tunbridge Wells make this area irresistible to would-be buyers wanting a change of lifestyle. Access to renowned schools and good transport links ensures that good quality character homes continue to sell well with both local and national buyers.

## PROPERTIES FOR SALE

### WADHURST

Immaculate detached 4-bedroom family house in the heart of the village



**Guide Price £735,000**

### CROSS IN HAND

A substantial and individual 7-bedroom detached family house



**Guide Price £895,000**

### WADHURST

An impressive detached 1930's 5-bedroom house in 1.1 acres



**Guide Price £1,250,000**

### EAST FARLEIGH

An exceptional Georgian house in exquisite gardens and grounds



**Offers in Excess of £2,000,000**

### SHOREHAM

An imposing country property with outstanding rural views



**Guide Price £2,500,000**

### WEST KINGSDOWN

A well-arranged 5,000 sq ft house 25 miles from London



**Guide Price £1,800,000**

## SOLD PROPERTIES

### TENTERDEN

An historic Grade II\* Listed 7-bedroom country house in 28.5 acres



**SOLD** Guide Price £4,000,000

### TIDEBROOK

Delightful 4-bedroom period house in a small hamlet



**SOLD** Guide Price £850,000

### MATFIELD

A fine Victorian 6-bedroom edge of village family house in 4.5 acres



**SOLD** Guide Price £1,750,000

*“Andrew achieved the best price for our property and we would definitely recommend Knight Frank to others.”*

**Mr & Mrs H.**

#### GOUDHURST

A converted 4-bedroom oast house on the edge of this popular village



**Guide Price £695,000**

#### PEMBURY

A beautiful 6-bedroom Georgian country property in 27 acres



**Guide Price £3,950,000**

#### HORSMONDEN

An impressive Grade II Listed 5-bedroom country house in 6.8 acres



**Guide Price £1,600,000**

#### FOUR ELMS

An extremely impressive and beautifully presented country residence



**Guide Price £4,950,000**

#### OTFORD HILLS

A beautiful Grade II Listed farmhouse in a rural setting



**Guide Price £1,200,000**

#### KNATTS VALLEY

A spacious family house with great potential in a quiet idyllic setting



**Guide Price £1,300,000**

#### TONBRIDGE

A spacious and immaculately presented country house



**SOLD** Guide Price £1,975,000

#### GODDEN GREEN

A beautifully positioned Edwardian house with exceptional grounds



**SOLD** Guide Price £1,850,000

#### PLATT

A spacious and cleverly extended family house in secluded gardens



**SOLD** Guide Price £1,125,000

# COUNTRY PROPERTY



## Rupert Connell

Partner

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Space, privacy and a sense of community remain key ingredients for buyers when choosing a more rural lifestyle. Those villages well positioned for access to schools and mainline stations remain firm favourites and continue to attract strong demand.

## PROPERTIES FOR SALE

### CHART SUTTON

A delightful Wealden farmhouse with substantial barn in 24 acres



**Guide Price £1,750,000**

### PLATT

An attractive and practical family house close to Sevenoaks



**Guide Price £850,000**

### WEALD

A charming cottage for complete renovation



**Guide Price £565,000**

### MATFIELD

Attractive Grade II Listed 4-bedroom family house in half an acre



**Guide Price £795,000**

### BIDDENDEN

Detached 4-bedroom converted granary with separate annexe in 1.1 acres



**Guide Price £995,000**

### DORMANS PARK

An immaculately presented 4-bedroom attached Victorian house



**Guide Price £1,100,000**

## SOLD PROPERTIES

### PLAXTOL

A beautifully positioned Grade II Listed family house with 3 acres



**SOLD** Guide Price £1,750,000

### SEVENOAKS

A potential redevelopment opportunity in sought-after Bayleys Hill



**SOLD** Guide Price £775,000

### PLATT

Unrivalled excellence on a sought-after development



**SOLD** Guide Price £1,400,000

*“Your advice in the initial stages was spot on, and the entire service you have provided has been utterly professional.”*

**Mr S-C**

#### WROTHAM

An impressive family house in immaculate gardens



**Guide Price £895,000**

#### HODSOLL STREET

A beautiful Grade II Listed period house



**Guide Price £1,250,000**

#### FOUR ELMS

A beautifully presented Victorian family house



**Guide Price £1,800,000**

#### BROAD OAK

Stunning former Victorian coach house with 5 bedrooms in nearly an acre



**Price on application**

#### BENENDEN

An outstanding Grade II Listed 7-bedroom barn conversion in a premier village



**Guide Price £1,650,000**

#### WADHURST

Outstanding 5-bedroom country house in a stunning, quiet yet accessible setting



**Guide Price £1,695,000**

#### FRANT

Quintessential country house with coach house, outbuildings and 24 acres



**SOLD** Guide Price £2,750,000

#### GOUDHURST

A charming 3-bedroom property on the edge of this popular village



**SOLD** Guide Price £695,000

#### SMARDEN

Stunning 6-bedroom Georgian farmhouse with attached coach house in 2.5 acres



**SOLD** Guide Price £2,750,000

# UK NETWORK

## Knight Frank



- |                |                        |
|----------------|------------------------|
| 1 Ascot *      | 16 Henley              |
| 2 Basingstoke  | 17 Hereford            |
| 3 Bath         | 18 Horsham             |
| 4 Beaconsfield | 19 Hungerford          |
| 5 Berkhamsted  | 20 Lauder              |
| 6 Bristol      | 21 London              |
| 7 Cheltenham   | 22 Oxford              |
| 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

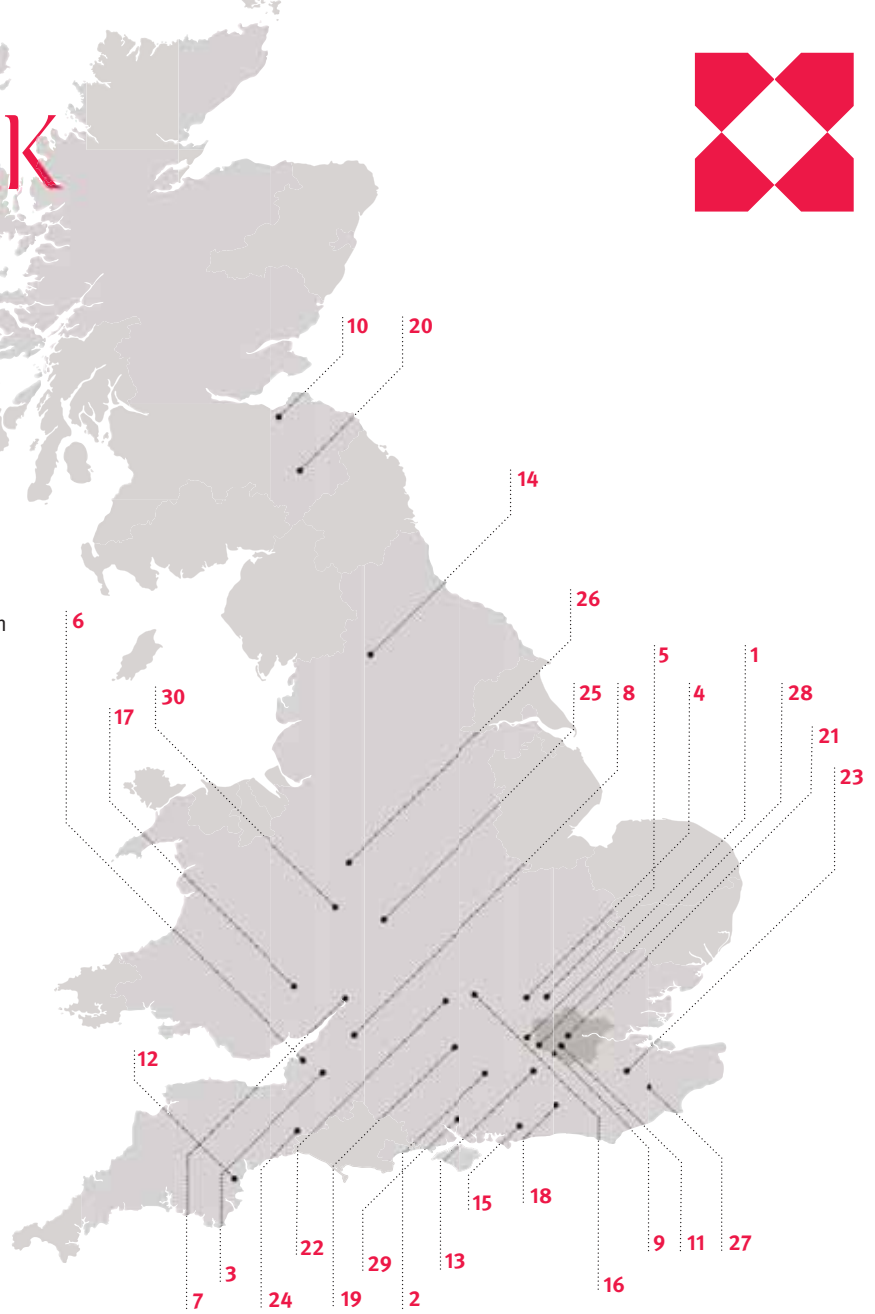
### Sevenoaks

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### Tunbridge Wells

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[KnightFrank.co.uk](http://KnightFrank.co.uk)



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ENGLISH RUSSIAN CHINESE FRENCH GERMAN ITALIAN PORTUGUESE SPANISH

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