



LOCAL VIEW
WEST SUSSEX • 2014

WELCOME TO LOCAL VIEW

Welcome to the latest edition of Local View, our seasonal update on the property markets that matter to you. Along with a brief review of activity in West Sussex, we have also included a preview of just some of the beautiful properties we currently have available. Please contact your local team for more information and to find out what other opportunities we can offer.

"We cover a huge range of different types and sizes of property in Sussex. We offer clients honest, candid advice on the optimum method of realising their property's full potential throughout the entire duration of the sales process."

James Machell
Office Head

Set in beautiful countryside we have some of the most picturesque towns and villages in the country, served by outstanding schools and amenities. The area is well connected, with excellent access to London by road and rail, and the added advantage of Gatwick airport within easy reach.

Within West Sussex we have the renowned All England jumping course at Hickstead where events include polo and dressage to eventing, showing and carriage driving. There is also the South of England showground which hosts the South of England show and includes show jumping and showing competitors. For polo there are numerous places, including Cowdray Park, set in an Area of Outstanding Natural Beauty within a 16,500 acre estate. There is also racing at Goodwood, Fontwell and numerous point to point places.

The market continues to perform well for realistically priced quality stock. Buyers are eager to find but there is little in the way of new stock entering the market. We are confident that the market will be buoyant in 2014 if bolstered by an increase in stock levels. Reassuringly, confidence is on the increase.

Horsham and the wider West Sussex area is incredibly diverse in terms of its property but with one thing always in common – its access to stunning rural countryside. The Horsham office covers from Rusper in the north down to the south coast from Bognor Regis in the west across to Eastbourne in the east and everything in-between.

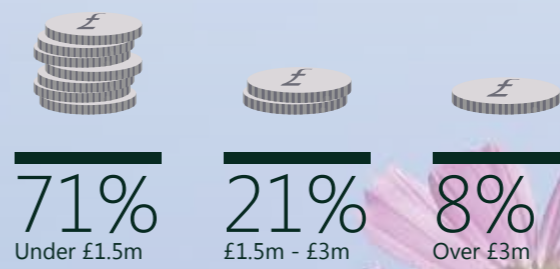
The team is headed up by James Machell, who has been an agent for more than ten years. His agency days began in central London before joining Knight Frank's Esher office, and he rapidly gained a reputation for honest advice, consistency and an effective and adaptable sales approach. James lives locally with his wife and two young boys. Michael Sparks has 17 years' experience as an estate agent in Sussex, including nine years in Horsham where he built up an enviable reputation. They are supported by Jo Edney, Tessa Wilkinson and Claire Ingram.

Horsham completes an important link with its neighbouring offices in Tunbridge Wells, Haslemere and Guildford which combine to provide unrivalled knowledge of the Sussex markets, and the bordering counties of Kent, Surrey and Hampshire.

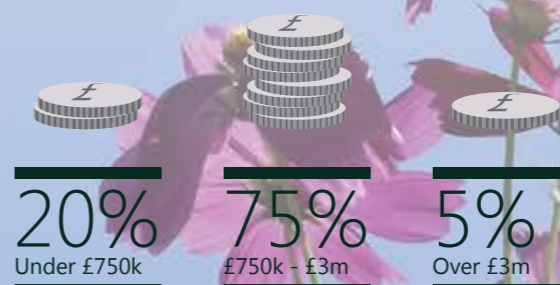
WHERE DO OUR BUYERS COME FROM?



SALES BY PRICE BAND



WHAT ARE OUR BUYERS LOOKING TO SPEND?



MEET THE TEAM



James Machell
T +44 1403 339180
james.machell@knightfrank.com
Specialism: Country houses
Years at Knight Frank: 7



Michael Sparks
T +44 1403 339180
mike.sparks@knightfrank.com
Specialism: Country houses
Years at Knight Frank: 3



James Cleland
T +44 20 7861 1552
james.cleland@knightfrank.com
Specialism: Country houses
Years at Knight Frank: 7



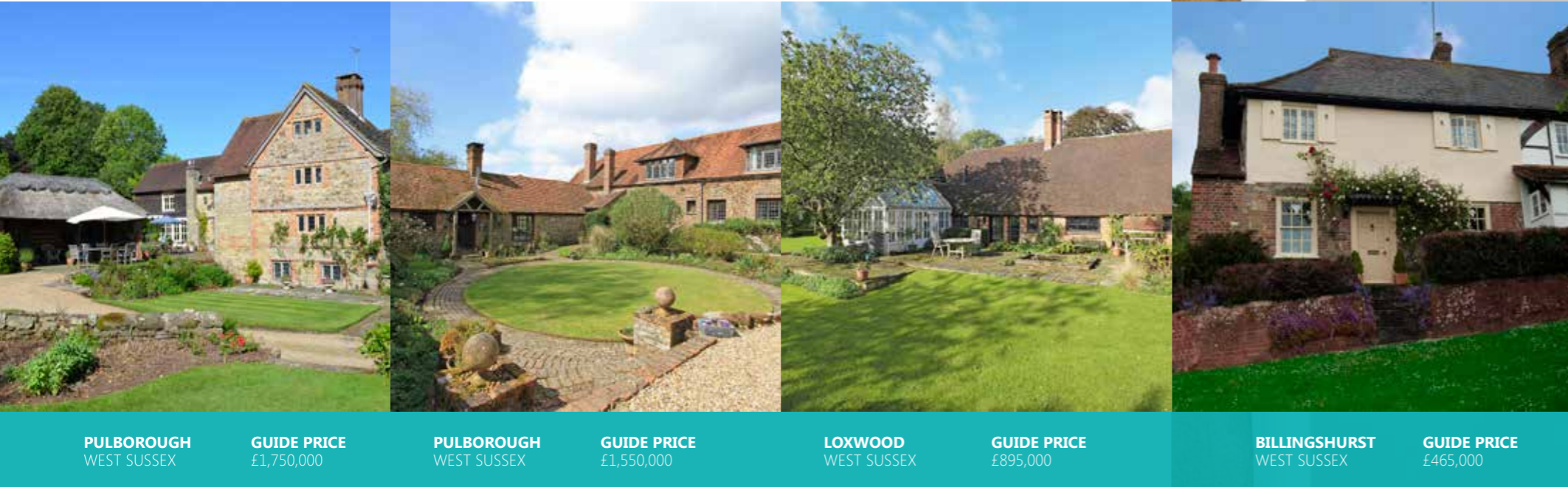
Nick Wheeler
T +44 20 7861 1505
nick.wheeler@knightfrank.com
Specialism: Prime country houses
Years at Knight Frank: 6



Martin Ball
T +44 7443 983573
martin.ball@knightfrankfinance.com
Specialism: Finance
Years at Knight Frank: 9 months

For your free market appraisal please call +44 1403 339180

Knight Frank Horsham
40 Carfax, Horsham,
West Sussex RH12 1EQ



Why eco-friendly is also buyer-friendly

In the UK, sustainable features have been rising steadily on the buyer's wanted list in recent years. Additions such as wood chip boilers and ground source heat pumps have gone from a curiosity to becoming a compelling selling point. The result has been a significant cut in the time it takes to sell homes with eco-friendly credentials.

Rising energy bills and environmental concerns have been two of the twin drivers behind this change. They have helped to fuel the ever-rising numbers of sustainable homes being developed in the UK, and have generated a wider understanding among buyers of the advantages.

The savings in terms of running costs can be significant, running into thousands of pounds a year for larger properties. Good insulation, an up-to-date boiler and double- and triple-glazed windows are some of the more common features buyers are looking out for. Some homes have also capitalised on the generous feed in tariffs which offer buyers the incentive of lower electricity bills along with a steady source of income.

This shift in thinking is being reflected in sales figures and is particularly marked when we analyse Energy Performance Certificate scores. Since 2010 we have seen offers being made up to 15% faster on homes that have good EPC scores against those that are performing less well.

In the countryside, the trend is less pronounced. This is most likely because those who live in the countryside see it as a lifestyle choice and will choose a traditional period property with all its environmental drawbacks over a contemporary home with eco-features. At the same time, we are seeing an increase in the popularity of properties that offer the best of both worlds – period features with 21st Century updates such as wood chip boilers and state of the art insulation.

In West Sussex, we have marketed a wide range of 'green' properties, from brand new eco-homes to older properties featuring the latest eco-thinking, so we understand the importance of it and know how to promote it to the best effect and reach the buyers who are motivated by sustainable features. If you have an eco-friendly property, or are looking for one, we would be delighted to help.



PROPERTIES FOR SALE IN WEST SUSSEX

Below we highlight just a small selection of properties currently for sale in West Sussex with Knight Frank. Please call to find out about other properties we have available which suit your requirements.

1. WEST GRINSTEAD
WEST SUSSEX



1 A well appointed attached barn conversion situated in a delightful rural location with views over Knepp Castle grounds. EPC rating D.

- ◆ 4 bedrooms
- ◆ 2 reception rooms
- ◆ 3 bathrooms
- ◆ Car barn with attached store room
- ◆ Garden
- ◆ Grounds

In all about 0.3 acre

GUIDE PRICE £675,000

2. WEST CHILTINGTON
WEST SUSSEX



2 A charming Grade II listed village house of immense character.

- ◆ 6 bedrooms
- ◆ 3 reception rooms
- ◆ 5 bathrooms
- ◆ Secondary accommodation
- ◆ Private parking
- ◆ Garden

In all about 0.33 acre

GUIDE PRICE £995,000

3. WISBOROUGH GREEN
WEST SUSSEX



3 A well appointed family home in a sought after rural location beside the Wey and Arun Canal. EPC rating F.

- ◆ 6 bedrooms
- ◆ 4 reception rooms
- ◆ 6 bathrooms
- ◆ Outbuilding
- ◆ Swimming pool and tennis court
- ◆ Garden and grounds

In all about 6.37 acres

GUIDE PRICE £1,995,000

A SELECTION OF PROPERTIES FOR SALE

4. PULBOROUGH
WEST SUSSEX



6. COWFOLD
WEST SUSSEX



5. HICKSTEAD
WEST SUSSEX



7. WARNHAM
WEST SUSSEX



8. HORSHAM
WEST SUSSEX



4 Attractive detached family house with annexe located on a private road. EPC rating F.

- ◆ 5 bedrooms
- ◆ 4 reception rooms
- ◆ 3 bathrooms
- ◆ Secondary accommodation
- ◆ Garaging
- ◆ Landscaped gardens

In all about 0.6 acre

GUIDE PRICE £650,000

5 A beautiful Grade II listed property with an array of fine period features.

- ◆ 7 bedrooms
- ◆ 3 reception rooms
- ◆ 3 bathrooms
- ◆ Family snug room
- ◆ Detached double garage
- ◆ Garden and grounds

In all about 2 acres

GUIDE PRICE £1,250,000

6 An outstanding country house with far-reaching views across south-facing grounds towards the South Downs.

- ◆ 8 bedrooms
- ◆ 6 reception rooms
- ◆ 5 bathrooms
- ◆ Games room
- ◆ Swimming pool
- ◆ Garden and grounds, including orchard

In all about 6.95 acres

GUIDE PRICE £2,350,000

7 Magnificent major portion of an attractive Grade II listed Georgian mansion.

- ◆ 3 bedrooms
- ◆ 2 reception rooms
- ◆ 3 bathrooms
- ◆ Private terrace
- ◆ Private parking
- ◆ Communal gardens

In all about 14 acres (communal)

GUIDE PRICE £835,000

8 An attractive farmhouse in an enviable countryside setting.

- ◆ 5 bedrooms
- ◆ 3 reception rooms
- ◆ 3 bathrooms
- ◆ Gardens, grounds and paddock
- ◆ Heated swimming pool
- ◆ All weather tennis court

In all about 4.3 acres

GUIDE PRICE £1,500,000

A SELECTION OF RECENTLY SOLD PROPERTIES

PROPERTIES SOLD IN WEST SUSSEX

Our track record has always set us apart from our competitors and illustrated below is an impressive selection of properties we have recently sold in West Sussex.

2. ALFRISTON
WEST SUSSEX

SOLD
GUIDE PRICE
£1,450,000



3. PULBOROUGH
WEST SUSSEX

SOLD
GUIDE PRICE
£1,250,000



1. TISMANS COMMON
WEST SUSSEX

SOLD
GUIDE PRICE
£1,275,000



4. HORSHAM
WEST SUSSEX

SOLD
GUIDE PRICE
£990,000



A SELECTION OF RECENTLY SOLD PROPERTIES

5. STORRINGTON
WEST SUSSEX

SOLD
GUIDE PRICE
£1,150,000



6. WEST GRINSTEAD
WEST SUSSEX

SOLD
GUIDE PRICE
£1,650,000



8. HORSHAM
WEST SUSSEX

SOLD
GUIDE PRICE
£1,795,000



9. HORSHAM
WEST SUSSEX

SOLD
GUIDE PRICE
£1,250,000



7. HORSHAM
WEST SUSSEX

SOLD
OFFERS IN EXCESS OF
£4,950,000



10. DITCHLING
EAST SUSSEX

SOLD
GUIDE PRICE
£1,200,000



SELLING, LETTING, CONSULTING AND RESEARCH
KNIGHT FRANK SERVICES

GLOBAL COVERAGE
LOCAL REACH

Global Headquarters
 55 Baker Street
 London W1U 8AN
 T +44 20 7629 8171

- | | |
|---|---|
| <p>SCOTLAND & NORTH ENGLAND
 Edinburgh
 Lauder
 Aberdeen†
 Glasgow†
 Newcastle upon Tyne†</p> <p>NORTHERN ENGLAND
 Harrogate
 Leeds†
 Manchester†
 Sheffield†</p> <p>CENTRAL
 Cirencester
 Cheltenham
 Oxford
 Worcester
 Hereford
 Stratford-upon-Avon
 Stow-on-the-Wold
 Birmingham†
 Cardiff†</p> | <p>HOME COUNTIES
 Ascot*
 Esher*
 Cobham*
 Virginia Water
 Haslemere
 Horsham
 Guildford*
 Tunbridge Wells
 Sevenoaks
 Berkhamsted
 Beaconsfield*
 Henley*
 Milton Keynes†</p> <p>SOUTH WEST
 Hungerford
 Basingstoke
 Winchester
 Exeter
 Bath
 Bristol
 Sherborne</p> |
|---|---|

* Indicates offices with both sales and lettings teams
 † Commercial offices



Whether you are buying a beautiful house for personal enjoyment or want to invest in a portfolio of rental properties, we can help.

BUYING AND SELLING RESIDENTIAL PROPERTY

- Finding a property to buy
- Financing your purchase
- Property search and acquisition
- Services for international buyers
- Investing in property portfolio
- Valuations

Property in central London please contact
Noel Flint on +44 20 7861 5020

UK property outside of London please contact
David Peters on +44 20 7861 1067
Rupert Sweeting on +44 20 7861 1078

UK farms and estates please contact
Clive Hopkins on +44 20 7861 1064

Property outside of the UK please contact
Paddy Dring on +44 20 7861 1061

Knight Frank's property search service contact
Philip Selway on +44 20 7591 2647

For more information about financing and mortgage options with Knight Frank Finance, please contact
Simon Gammon on +44 20 7268 2581

RENTING, LETTING AND MANAGING RESIDENTIAL PROPERTY

- Finding a property to rent
- Arranging a tenancy
- Rental property for corporates
- Relocation services
- Valuations
- Services for landlords
- Letting your property
- Property management
- Lettings management

For more information on renting, letting and property management with Knight Frank please contact
Tim Hyatt on +44 20 7861 5044

COMMERCIAL PROPERTY SERVICES

Through our global alliance with US based Newmark Grubb Knight Frank, the Commercial division of Knight Frank encompasses over 370 offices worldwide.

To find out more about Knight Frank's commercial property services contact
John Snow on +44 20 7861 1190

CONSULTING AND PROFESSIONAL SERVICES

Our world-class research team ensures that we lead the field in understanding the key drivers of the residential property market. This means that we price and market property to deliver a sale or rental in the most effective way.

- Valuations
- Rural consultancy
- Country house consultancy
- Renewables and sustainability
- Leasehold reform
- Property research

To find out more about Knight Frank's consultancy services contact
James Thompson on +44 20 7861 1075

NEW HOMES AND RESIDENTIAL DEVELOPMENT

For more information about our residential development team please contact
Stephan Miles-Brown on +44 20 7861 5403

IMPORTANT NOTICE

1. Particulars: These particulars are not an offer or contract, nor part of one. You should not rely on statements by Knight Frank LLP in the particulars or by word of mouth or in writing ("information") as being factually accurate about the property, its condition or its value. Neither Knight Frank LLP nor any joint agent has any authority to make any representations about the property, and accordingly any information given is entirely without responsibility on the part of the agents, seller(s) or lessor(s).
 2. Photos etc: The photographs show only certain parts of the property as they appeared at the time they were taken. Areas, measurements and distances given are approximate only. Any computer generated images (CGI) are indicative only.
 3. Regulations etc: Any reference to alterations to, or use of, any part of the property does not mean that any necessary planning, building regulations or other consent has been obtained. A buyer or lessee must find out by inspection or in other ways that these matters have been properly dealt with and that all information is correct.
 4. VAT: The VAT position relating to the property (where applicable) may change without notice. Whilst every effort has been made to ensure the accuracy of the information contained in this publication, the publisher cannot accept responsibility for any errors it may contain. 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 permission of Knight Frank LLP, 55 Baker Street, London W1U 8AN.
- 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. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information, analysis, views and projections presented in this report, no responsibility or liability whatsoever can be accepted by Knight Frank LLP for any loss or damage resultant from any use of, reliance on or reference to the contents of this document. As a general report, this material does not necessarily represent the view of Knight Frank LLP in relation to particular properties or projects. Reproduction of this report in whole or in part is not allowed without prior written approval of Knight Frank to the form and content within which it appears.



LOAN AGAINST FINE WINE



LOAN AGAINST A RACE HORSE



LOAN AGAINST AN ART COLLECTION

IT'S NOT
JUST WHAT
WE KNOW.
IT'S WHO
WE KNOW.

In addition to being a market leading mortgage broker, our expert knowledge has helped our clients to secure finance against a variety of assets, not simply property.

What sets us apart is who we know. Our long established relationships with an extensive network of lenders and private banks ensure that we get the best terms for our clients, many of which are not available on the high street.

To find out more, please call

+44 1372 434138

KnightFrankFinance.co.uk