



ESTATE AGENTS

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Pulborough 01798 874033
Mayfair Office 0207 467 5330
Lettings Storrington 01903 744166

Spring/Summer 2023

www.glproperty.co.uk 

MARKETVIEW



Sold in West Chiltington Autumn / Winter 22/23



Sold in Thakeham Autumn / Winter 22/23

Author, Malcolm Gladwell, suggested it takes 10,000 hours (or approximately ten years) of deliberate practice to become an expert in anything.

Over ten years a good estate agent will have marketed, agreed the sales and seen through to completion thousands of property deals through markets good and bad, economies booming and busting, in spring, summer, autumn and winter. Over 10,000 hours experienced agents have learnt what to do whatever the market, and they know what to do now.... GL & Co's local experts have helped families move during the good and the not so good times for 30 years.

There is no shortage of views and opinions when it comes to the UK housing market, but at GL & Co, not only do we talk to our customers, we look at data and facts to determine what is really happening in our local property market.

The Land Registry's UK House Price Index is also a reliable barometer of what's happening to house prices in general, but as a long established local estate agent, we feel we are a reliable source of what's happening within our community. The property market in Storrington, Pulborough and the surrounding villages

often behaves differently to some areas of the UK that you read about in press reports.

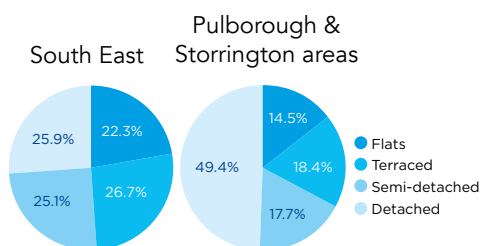
We monitor and measure these reports and figures - from the number of properties listed; what sort of properties are selling; the level of fall throughs, and the price reductions in the area - this ensures we give you the best and most informed advice we can when you are considering a property sale or purchase. Whether that be in the traditional way, via auction, with help from our Mayfair Office, London, or by our discreet marketing 'In The Know' service that has benefitted many of our customers over recent years. Our GL & Co Country Homes Department also has the skills and expertise to deal with the top 5% of the market.

The message from the team here at GL & Co, is - people need to move for different reasons, and that isn't going to change even if conditions are tougher. As the market adjusts to something closer to what it looked like pre-pandemic, all this underlines the importance of sellers pricing their homes correctly, now more than ever. So, whatever your property requirements are, we would be delighted to impart our knowledge and advice, to enable you to make the right decisions.

'There is no shortage of views and opinions when it comes to the housing market...'

THE LATEST SALES DATA

The charts show the proportion of different property types sold across the South East compared to our local area.



■ Over the last 3 months approx. £60 million of property transactions have been made in our area
■ Average prices, in our area, over the last year for a detached property being £784,850

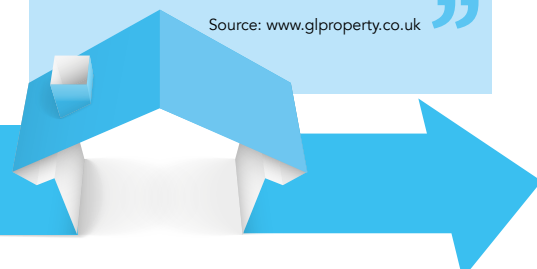
Source: DataLoft
Data period February 2022 to February 2023

SOME RECENT CLIENTS' COMMENTS

“ Excellent service*****
Efficient and professional*****
Extremely attentive, professional and efficient *****
Estate Agency that cares about clients***** ”

Source: www.glproperty.co.uk

CONTACT OUR TEAM OF EXPERTS FOR YOUR FREE MARKET APPRAISAL. WE'LL GET YOU MOVED!



HORSHAM MORTGAGE CENTRE - Edward Lowe comments...

The present uncertainty around mortgage rates and the general economic outlook has understandably caused some nervousness amongst buyers and homeowners. With inflation around 10%, interest rates have had to increase, pushing up mortgage costs. But over the last month, rates are starting to come down and we can now secure our clients fixed mortgage rates from 3.9%.

By engaging with clients early we can help set expectations,

help create a clear understanding of affordability and risks. While we cannot drive down costs, we do have up to date information and visibility on the whole market, to ensure our clients get the best deal. At The Horsham Mortgage Centre, in addition to accessing products, we support you through the whole process, complete all the administration and have developed key internal relationships within the lenders to get mortgages approved efficiently.



THE LETTINGS MARKET



Let in West Chiltington Autumn / Winter 22/23



Let in Coolham Autumn / Winter 22/23

The Private Rental Sector is definitely in the public eye at the moment and has been discussed recently within Government. And whilst we await - the long-promised Renters Reform Bill; changes to Section 21; the review of Section 8; homes requiring an EPC minimum C grade by the end of the 2020's, and recent changes to Smoke and Carbon Monoxide Alarm Regulations - the property management part of our Lettings Team is growing to continue our commitment of service to current landlords. Many of these landlords are changing from non-managed to managed with the above in mind - taking an element of time-consuming admin and stress away from them.

We ensure our team are equipped to answer questions from Landlords to reassure them of up-to-date rental industry legislation and future changes, along with what is happening in the lettings market in 'our area'.

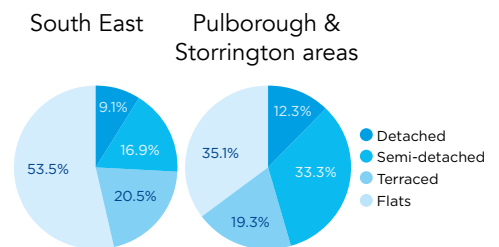
Recent statistics for the rental market

in Storrington, Pulborough and the surrounding area, shows that the average monthly rent over the last 12 months is £1277, with the average age of renters being 44 years - in fact 22% of renters in 'our area' are between 50 and 59. With the average rent for a property in the UK now being £1076 - this inched up between December and January and is 8% higher than the same time last year - the area we are working in is still worth a buy to let investment.

For those who are considering renting a property, our team are here to help - from your first contact with us to getting the keys to your ideal property and throughout your tenancy we're here to guide and advise you. Customers rent from us time and time again which is testament to the easy journey we take them on. It's not about 'who' you know, it's about 'what' we know and our database will ensure that as soon we know of a suitable property, we make contact with those customers that have that

requirement. Our local team have all the knowledge needed to help landlords and tenants make the right choices.

The two charts below show the profile of homes let across the South East compared to our area.



Source: Dataloft
Data period February 2022 to February 2023

For more information on the lettings market or to discuss your rental portfolio, just email tomclarke@glproperty.co.uk or call 01903 744166 and we can discuss your requirements and look at how we can work with you to ensure a successful property rental.

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