

MARKETVIEW

GL & CO - REMAINING CONSISTENTLY PROFESSIONAL IN AN EVER CHANGING WORLD



We are living in what appears to be a never ending period of uncertainty. There has been a major political event in the UK every year for the last four years, yet we have weathered the storm. The Scottish Referendum was held in 2014, in 2015 we had a General Election, 2016 saw the EU Referendum and we have yet another General Election in 2017 closely followed by Brexit!

In normal circumstances, these events would have a significant impact on the housing market. This is largely because these big events only happen every 4 or 5 years and so are very noticeable when they occur. However, change now seems to be the norm and therefore we have seen limited impact on the housing market over the last four years.

All the main drivers for people moving house remain in place; no matter what politics throw at us, life goes on! People will always have to move, whether due to a job move, a change in family circumstances or something else.

So if you are thinking of moving and would like to know what is happening in the Sussex housing market together with the sales and prices we are achieving for our clients, please talk to our team of property experts in your area.

*Peter Hossack,
 Director, GL & Co Estate Agents*

A POSITIVE LOOK AT NEW HOMES IN SUSSEX

You cannot have helped but notice all the new homes being built across the district in the last few years. You'll have seen new houses popping up in Storrington, Pulborough, Billingshurst, Southwater and Horsham.

It comes as no surprise to most residents in Horsham District the proposed planning for a further 3000 new homes just north of Horsham is set for approval. This is a scary figure at first sight and we appreciate this level of development concerns some of our clients. However, as we previously noted in terms of major political events in the UK, 'change' is happening.

In this period of change, perhaps we need to adjust our current way of thinking and consider the benefits a development such as this can bring. Better infrastructure, schools and transport, more jobs, affordable housing, increased shops and retail outlets, all of which could bring further investment and prosperity to Horsham District, making it a great place to live and work which will ultimately increase the value of all property in the local area.

We know from our many years of experience there are people who prefer new build properties and the low maintenance and practicality these homes bring. For some it could be the ideal time to look at downsizing. This would release capital to enjoy later life or perhaps to help the children to get a foot on the property ladder? With the affordable housing the proposed site will bring, this could be achievable for those first time buyers. So it may not be all bad news, demand for pre-owned houses



remains consistently strong within the local area, as there are buyers who prefer this type of home too. Our centrally located Horsham office is registering record number of applicants looking for homes so we have buyers ready and waiting.

If you would like to know more about our buyers needs and what you could expect to achieve for your home, please call our team of experts for a free no obligation up to date valuation on 01403 248222.

THE LONDON CONNECTION

An increasing number of buyers are now turning their attention from London to Sussex. They can buy a better home with the budget they have and enjoy the more rural lifestyle rather than the bustling city.

We capitalise on the interest of these London buyers using our membership of the Mayfair Group. This exclusive Group brings together the most knowledgeable and experienced independent estate agents working together for their clients through 300 offices across the UK together with a further 150 offices across Europe and the United States.

We regularly showcase our Sussex properties to the all important London Market via our Mayfair Office and our next Property Showcase Day takes place in London on Wednesday 7th June.

If you'd like to find out how your property could feature in this Showcase Day and benefit from marketing to London buyers, please contact us on 01798 874033 or using enquiries@glproperty.co.uk.



IS THERE A PLOT IN YOUR GARDEN?



Woodlands Park Horsham

Could you realise the potential of your garden? You may not have considered it, but your garden could have significant development value. If you have a large or irregular shaped garden which could be accessed either from your existing access or from another route, a building plot in your garden is a real consideration.

Several months ago we were approached by a client who was thinking of selling, albeit reluctantly, as they needed to downsize in order to free up some much needed cash for later living. We picked up from our original consultation that they didn't actually want to leave their home, so we suggested that due to the size of the garden there was a possibility of realising a building plot. This course of action (once planning was approved) then allowed our client to remain in the home and village they loved. In addition, this freed up funds to give the children a deposit for their first home as well as leaving them with enough

cash to enjoy their retirement.

We have recently worked with a number of property owners like this to successfully assist them with the sale of their land for development. Our four stunning homes at Woodlands Park in Horsham, the two homes at Cedar Cottages in Crawley



Wistaria, West Chiltington

Down, the two beautiful houses at Wistaria in West Chiltington and the three luxury properties at Trellevan

in Storrington have all been built on garden plots. We also have two fantastic new luxury brand houses coming soon in West Chiltington from Denton Homes, also the result of the sale of a garden plot.

If you'd like to discuss a potential garden plot or the two fabulous new homes in West Chiltington, please call us on 01903 742354 or email enquiries@glproperty.co.uk



Land & New Homes



Trellevan, Storrington

Call our team of experts on 01403 248222 for your FREE market appraisal. We'll get you moved!

