Welcome and thank you for joining.
You are on mute for the duration of the webinar.
We will begin shortly.
Q&A Panelists

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UK Residential Update

Kirsty Bennison, Residential Research
A different kind of downturn

House price growth in the run-up to the crisis has been modest

Interest rates are at an unprecedented low, but LTVs have tightened

Furlough scheme and mortgage holidays have protected homeowners and buyers

Stamp duty holiday and changing lifestyles and priorities have supported demand
A strong rebound in activity but the market remains price sensitive

Source: Savills Research using TwentyCi
A closer look at agreed sales in Cornwall and Devon

- **South Hams**: +95% (October 2020 v October 2019)
- **Teignbridge**: +87% (October 2020 v October 2019)
- **East Devon**: +55% (October 2020 v October 2019)
- **Exeter**: +50% (October 2020 v October 2019)
- **Cornwall**: +52% (October 2020 v October 2019)

Source: Savills Research using TwentyCi
Lockdown has inspired a change in buyer requirements

74% said the experience of the pandemic had caused them to reassess their work-life balance.

56% more inclined to work from home more regularly in the future.

57% said a separate place to work from home has become more important.

53% more attracted to a countryside location as a result of Covid-19.

62% said a garden and other outside space has become more important.

Source: Savills Client Survey
Which has driven activity in the prime markets

+37%
New buyers registering across the country
Last 4 weeks v 10 week pre-crisis average

+72%
New buyers registering across the wider south
Last 4 weeks v 10 week pre-crisis average

Top end seeing very strong demand

More movement from London

Recovery has been stronger outside the capital
Prime values across the wider south

Over the past 5 years

- Rural: 5.8%
- Village: 4.8%
- Urban: 9.0%
- Coastal: 8.0%
- £500k to £1m: 8.2%
- £1m to £2m: 3.7%
- £2m+: 1.8%

Over the past year

- Rural: 3.8%
- Village: 2.4%
- Urban: 3.9%
- Coastal: 3.9%
- £500k to £1m: 2.9%
- £1m to £2m: 3.8%
- £2m+: 3.7%

Source: Savills Research
£268k
Average value sold
Devon

£279k
Average value sold
Cornwall
St Minver and St Endellion
£756k
85

Salcombe & Thurlestone
£642k
125

Drewsteignton
£506k
20

Sidmouth Rural
£602k
30

Padstow
£582k
77

Feock
£591k
76

Source: Savills Research using Land Registry

Average transaction value
12 months to Jul-20

- Below £200,000
- £200,000 - £300,000
- £300,000 - £400,000
- £400,000 - £500,000
- Over £500,000
Source: Savills Research using Land Registry
Looking forward

1. Buyers and sellers will need to continue to remain realistic.

2. Economic pressures & Brexit make it difficult to sustain current momentum.

3. Further lockdown restrictions could reiterate changing housing needs & priorities.

4. Mortgage debt remains incredibly cheap but is proving difficult to access.

5. The wider tax environment may act as a drag on future price growth.

Source: Savills Research
Five year prime house price forecasts to 2024

+18.1%  
Across the prime regional markets

Across the prime wider south markets

+19.3%

Source: Savills Research
Thank you
Local Market Update

Sarah-Jane Bingham-Chick - Head of Residential, Savills Exeter
Chris Clifford - Head of Residential, Savills Truro
The Devon & Cornwall Market

- **Buyer registrations**: +63%
- **Sales agreed**: +44%
- **Multiple offers**: 56%
- **Guide price achieved**: 99%
- **Buyers from London**: 16%

Source: Combined average statistics for Devon & Cornwall markets. Savills data 2019 - 2020
Our market 2019 - 2020

- 50% of our Devon and Cornwall buyers have relocated to the area from elsewhere in the UK
- 23% of buyers have purchased a property as a second home (32% in Cornwall and 10% in Exeter)
- 55% of sales in Devon under competition, 61% in Cornwall
- Coastal markets are more buoyant than ever, but pricing remains key to success
- Country & town markets have seen the most noticeable increase in demand, with increasing instructions
- International buyers account for 5% - 6% of sales, with a wide variety entering the market in 2020

Source: Savills data 2019 - 2020
Sold properties in the South West

Calstock, Cornwall
Guide £1.35 million

Malborough, South Hams
Guide £1.5 million

Penzance, Cornwall
Guide £1.25 million

Chevithorne, Devon
Guide £1 million
Morwenstow, Cornwall
Guide £1.25 million
Winkleigh, Devon
Guide £5 million
What do you get for £1.25 million in Devon?

Lyme Regis, Devon/Dorset border

- Guide £1.25 million
- Regency-style house
- Family accommodation over three floors
- Stunning countryside views towards the nearby coast at Lyme Regis
- Private setting within approx. 1.6 acre plot
- Expertly landscaped gardens
What do you get for £1.25 million in Cornwall?

Cartreff, Mylor

- Guide £1.25 million
- An extended Edwardian house, set in an idyllic Creekside setting, close to Mylor Harbour and the Carrick Roads
- 2,206 sq ft.
- 5 bedrooms, 3 bathrooms
- Double garage and boat store
- Waterside gardens with direct water access and mooring on licence from harbour authority
What does £1.25 million buy you in London?

Fulham Road, London

- Guide £1.25 million
- 701 sq ft (65.13 sq m)
- Recently refurbished apartment
- Popular mansion block in the heart of Chelsea
- 2 bedrooms, 1 bathroom
- 1 bright and spacious reception room
New Instructions - Cornwall
New Instructions - Devon