



Savills Lincoln & Stamford Home Truths

Tuesday 11 May 2021

Welcome and thank you for joining.

You are on mute for the duration of the webinar.

We will begin shortly.



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The background of the slide is a photograph of a street scene. On the left, there are several multi-story buildings with dark timber framing and white plaster. On the right, a large Gothic cathedral with multiple spires and intricate stonework is visible against a blue sky with scattered white clouds. In the bottom left corner, there are some pink flowers.

Residential Market Outlook

Faisal Choudhry - Residential Research

2020 anything but a normal housing market

1st modern-day recession where the economy and housing market have moved in different directions

Low preceding price growth, ultra-low interest rates and early expectations of a sharp V-shaped recovery marked it out as different

Government intervention on jobs, earnings and Stamp Duty and a benevolent approach to mortgage repayments

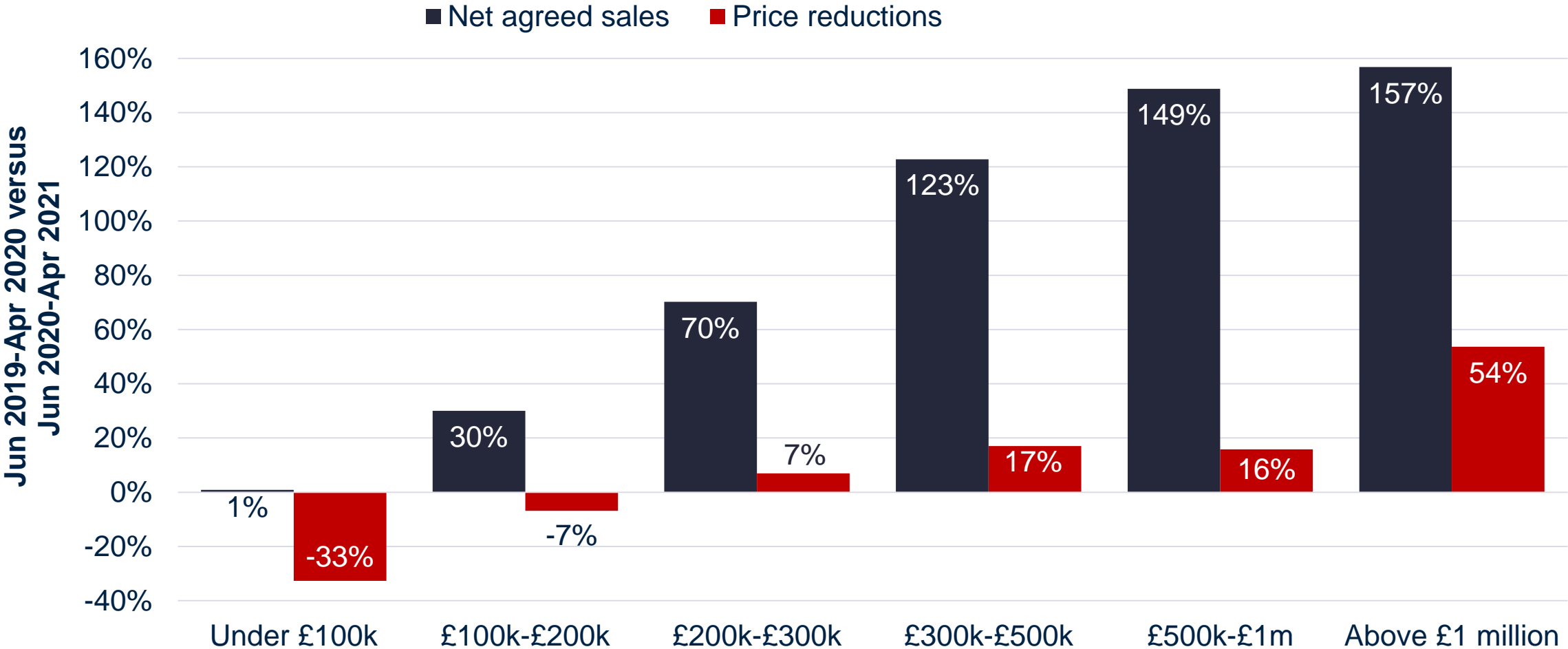
Resulting in a market driven by those with financial security rather than those exposed to the economic fallout

For whom a reassessment of housing needs and priorities essentially overrode economics

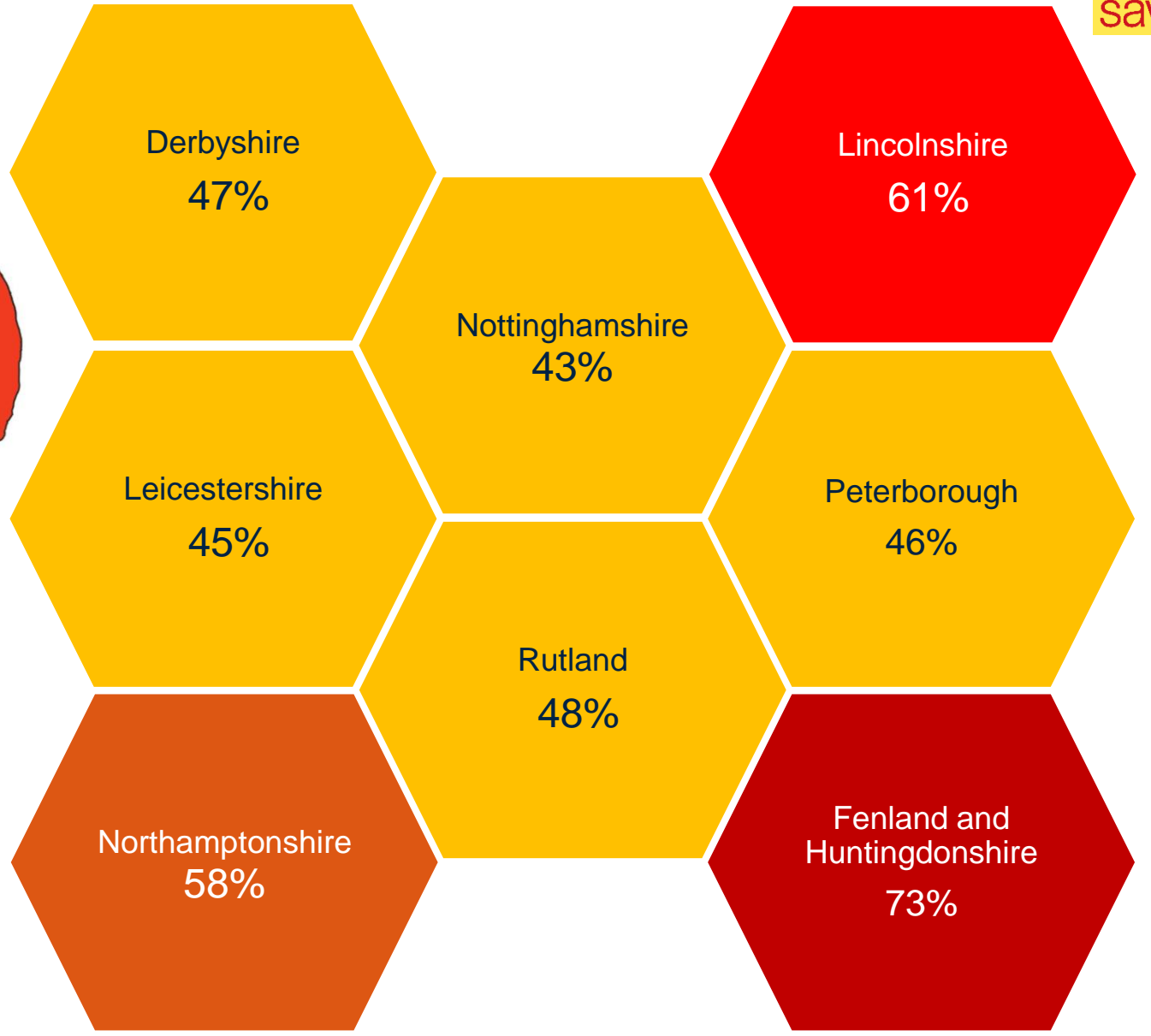
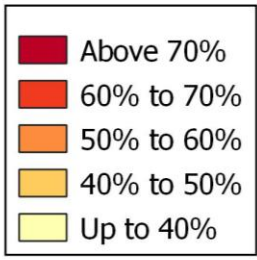
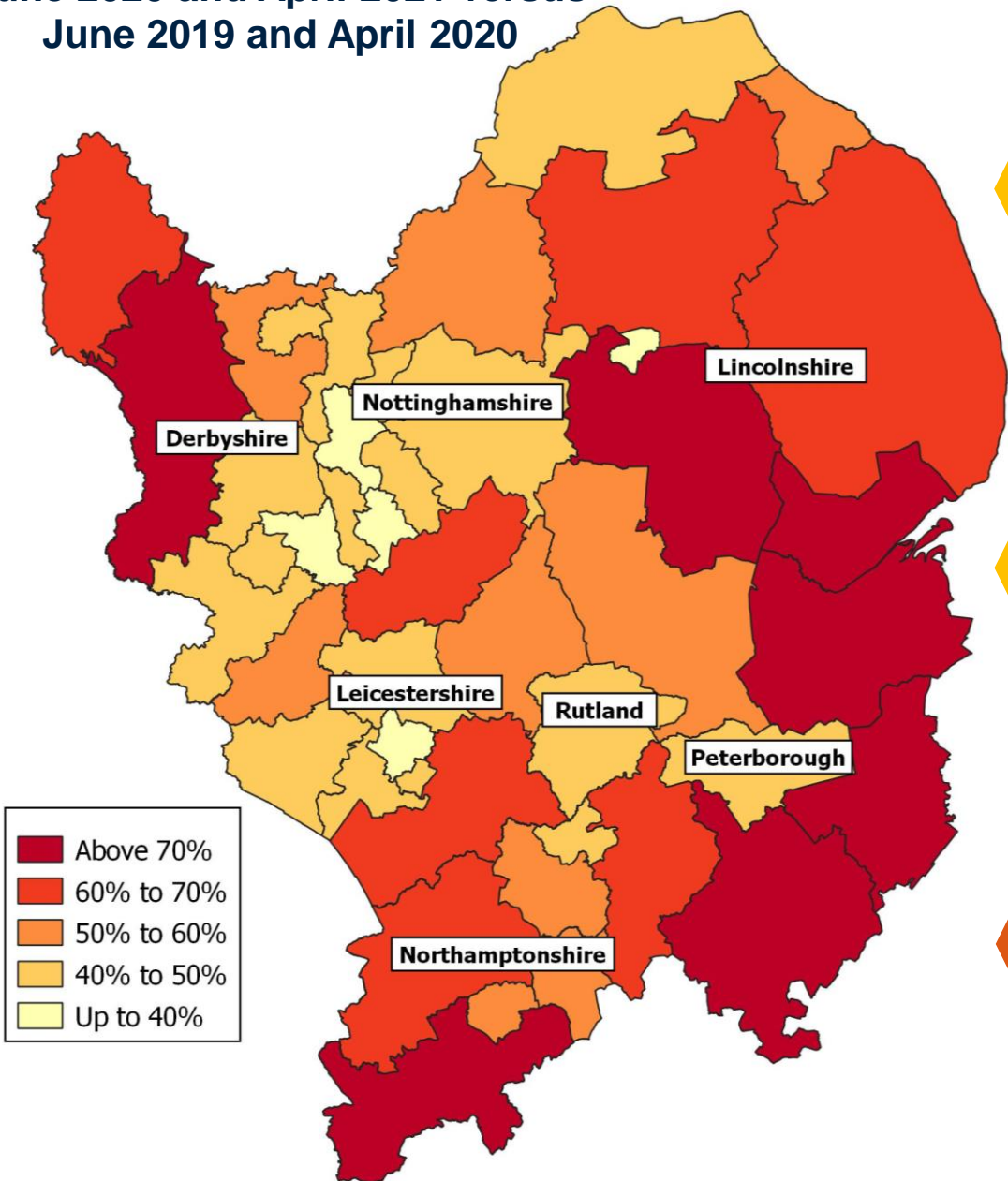
Exceptional market performance



East Midlands market activity between June 2019 and April 2020 compared with June 2020 to April 2021



Sales agreed between June 2020 and April 2021 versus June 2019 and April 2020



The movers and the stickers



87%

of those living in **small towns, villages or the countryside** would like to **remain** in one of these locations



1/3

The proportion of those living in **city centres or suburbs** who would prefer their next home to be in a **village or the countryside**



51%

of those living in the **countryside** who are **downsizing** would prefer to move into a **village or small town**



55%

of those in **medium/ large towns or city suburbs/ centres** would like to remain in an **urban area**
Increasing to **69%** of **downsizers**



44%

of those in **central London** would like their next home to be in a **city centre**
Increasing to **47%** amongst the **under 40s**

Supply and Demand imbalance across East Midlands

Agreed sales

+35%

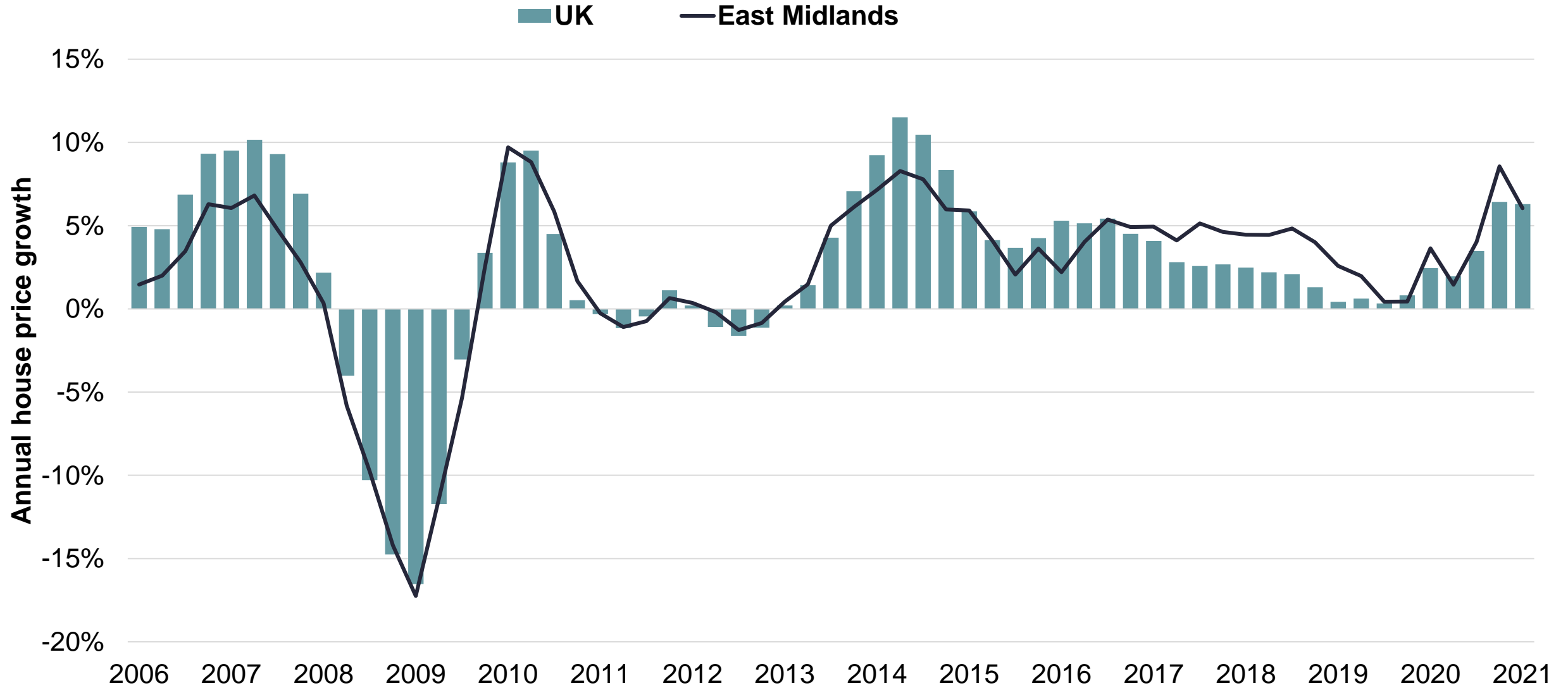
(Q1 2021 v Q1 2020)

New Instructions

-6%

(Q1 2021 v Q1 2020)

The impact on mainstream prices

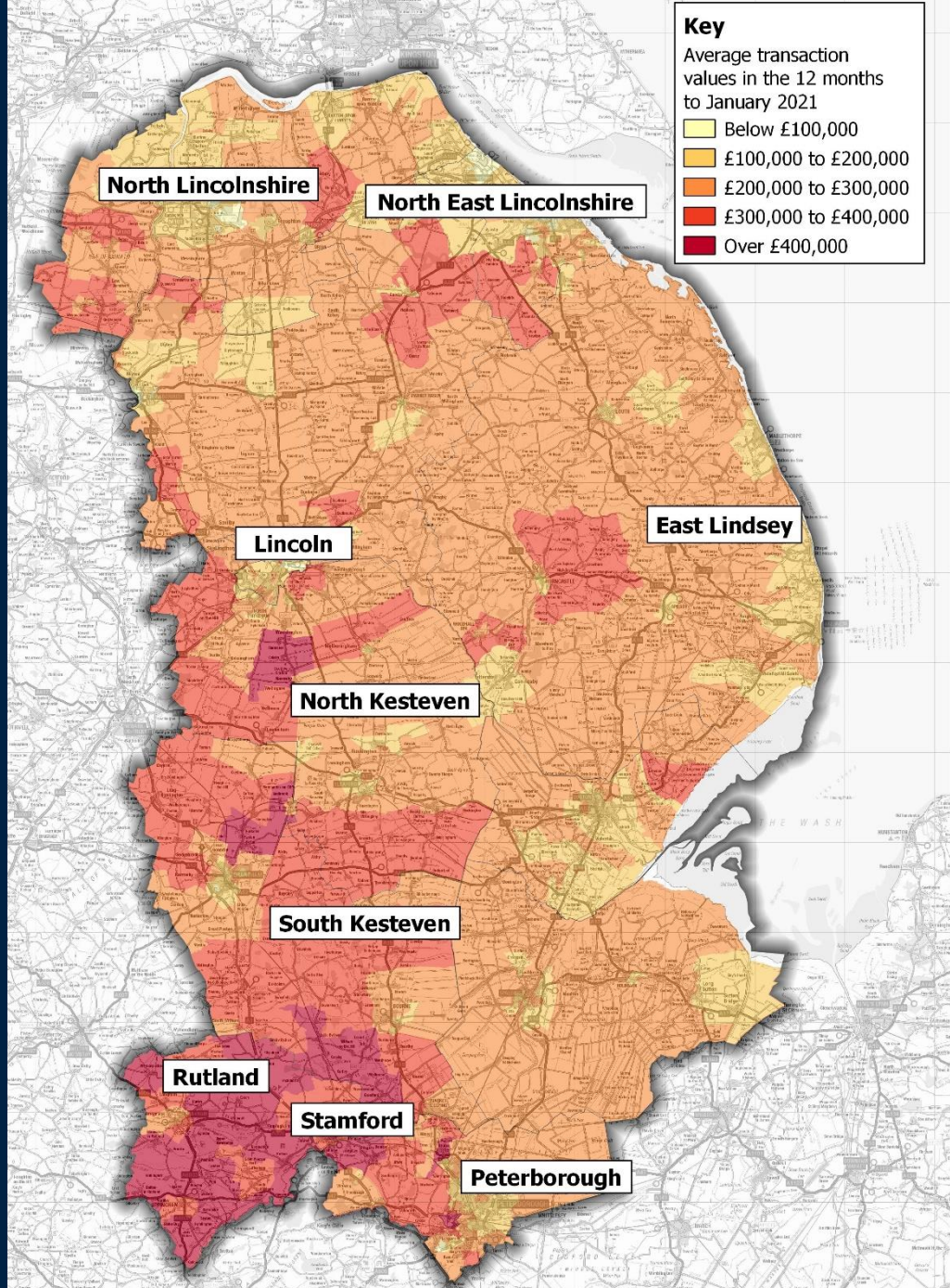


North Lincolnshire
£170K
+4%

Lincoln
£173K
+3%

North Kesteven
£228K
+4%

South Kesteven
£261K
+4%



North East Lincolnshire
£158K
+5%

East Lindsey
£206K
+4%

Rutland
£365K
+5%

Peterborough
£226K
+3%

The impact on prime prices

Lincoln

+4.7%

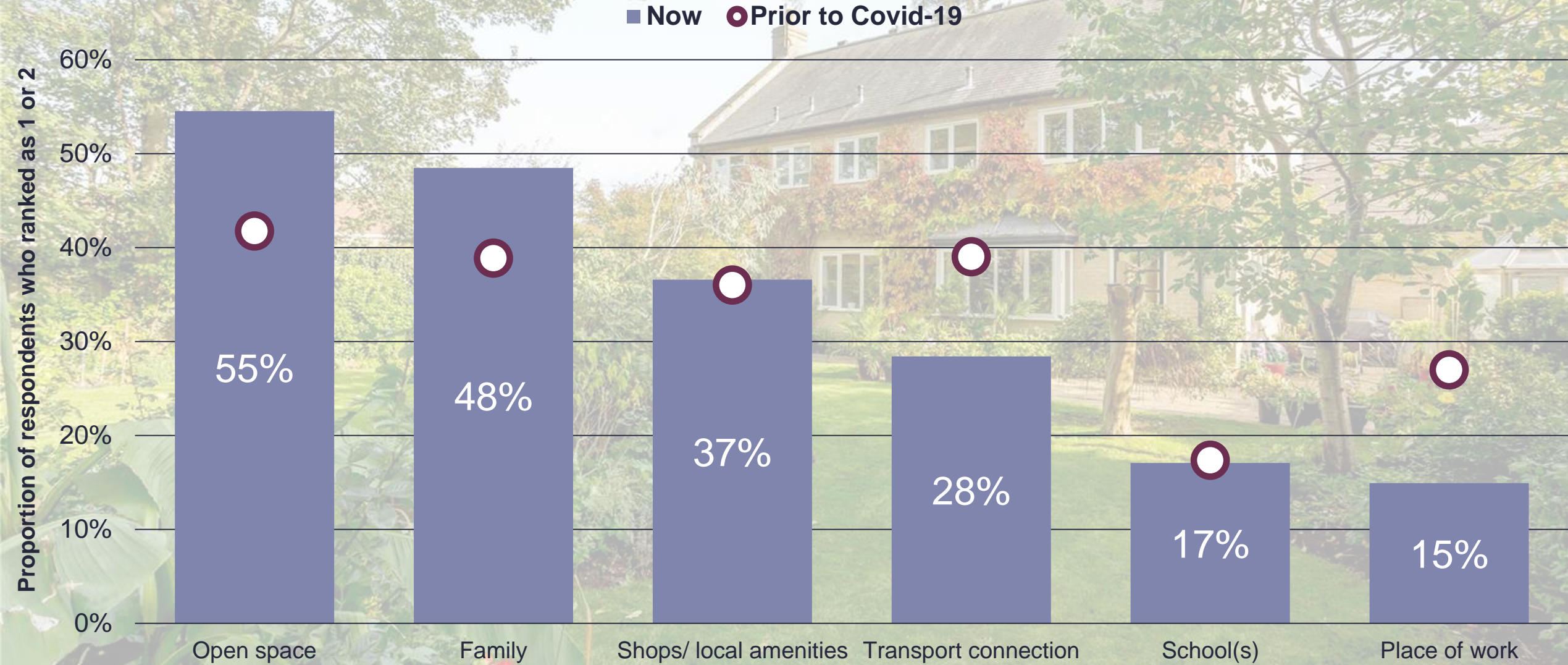
(Q1 2021 v Q1 2020)

Stamford

+3.8%

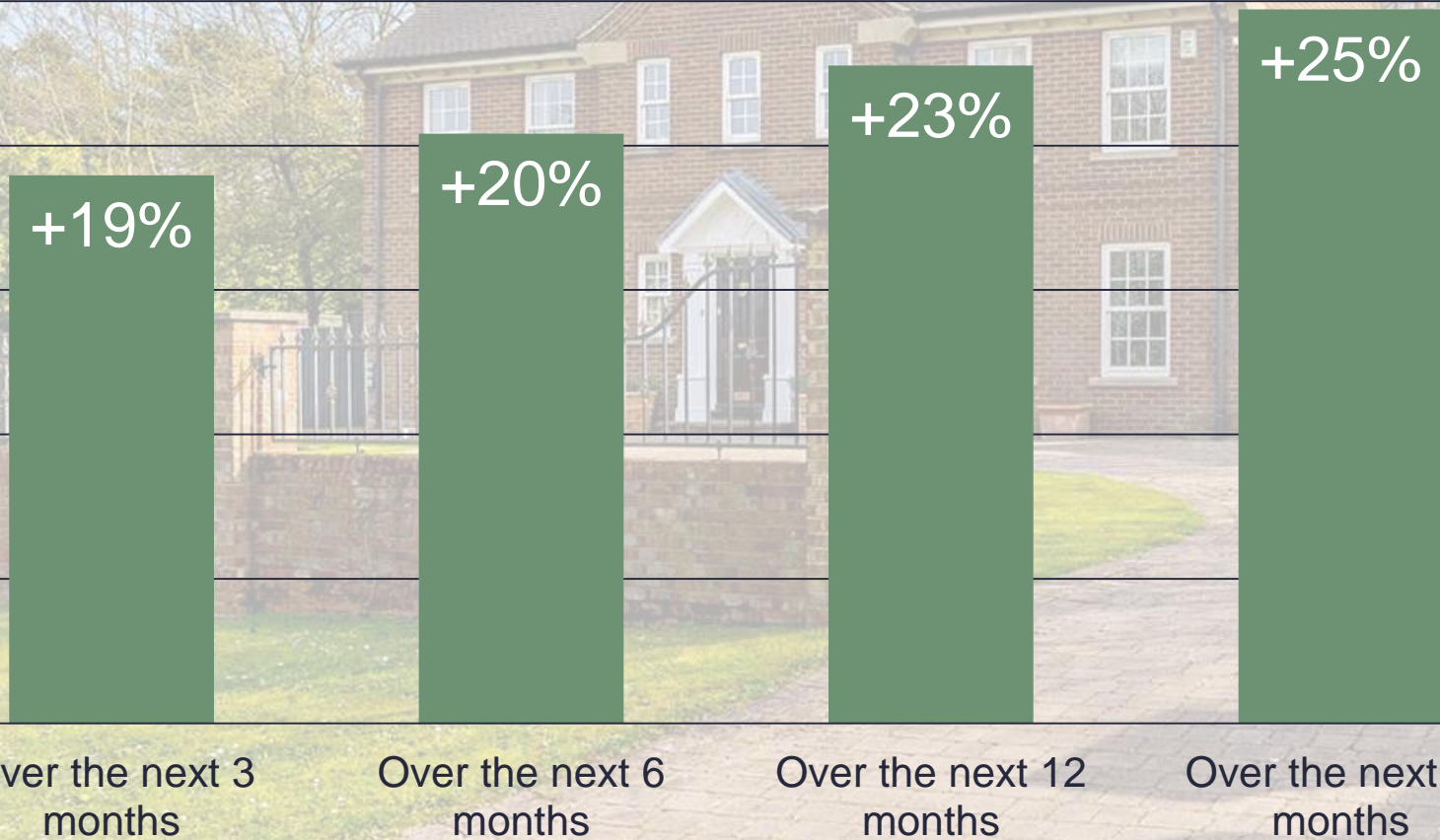
(Q1 2021 v Q1 2020)

The importance of locality



Vaccine & relaxation of lockdown looks to boost confidence further

Net balance of opinion on commitment to move























Greater commitment to move in the short, medium & longer term



Suggests demand is likely to remain strong throughout all of this year and into next

Housing market outlook

	2021	2022	2023	2024	2025	5 years to 2025
Prime UK Regional	 +5.0%	 +4.0%	 +3.5%	 +3.0%	 +3.5%	+20.5%
Prime Midlands	 +4.5%	 +4.0%	 +4.0%	 +3.0%	 +4.0%	+21.1%
Mainstream UK	 +4.0%	 +5.0%	 +4.0%	 +3.5%	 +3.0%	+21.1%
Mainstream East Midlands	 +4.5%	 +5.5%	 +5.0%	 +4.0%	 +3.0%	+24.0%

The Savills logo, consisting of the word "savills" in a lowercase, red, sans-serif font, is centered within a solid yellow square. The background of the entire slide is a photograph of a row of historic stone buildings along a riverbank, with a stone bridge visible in the distance. The image is dimmed to allow the logo and text to stand out.

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Thank you

The background of the slide is a photograph of a street in Lincoln, England. On the left, there are several half-timbered houses with dark wooden frames and white plaster. In the background, the tall, stone towers of Lincoln Cathedral rise against a blue sky with scattered white clouds. The overall scene is bright and clear.

Local Market Update

Rupert Fisher – Head of Residential Sales, Savills Lincoln

James Abbott – Head of North East & East Midlands Region

The Stamford & Lincoln Markets



Buyer registrations
+103%



Sales agreed
+196%



Multiple offers
+73%



Buyers from London
+54%



Guide price achieved
99%

Sold properties across the Stamford and North Lincolnshire area



Little Humby, Lincolnshire

Guide £975,000

100% of guide price achieved

Rutland Terrace, Lincolnshire

Guide £1.1 million

100% of guide price achieved



Minting, Lincolnshire

Guide £995,000

98% of guide price achieved

Louth, Lincolnshire

Guide £899,950

100% of guide price achieved



Understanding current timelines – Ketton, Rutland



- On the market at guide £3.85 million
- Multiple interest from London, Cambridge and locally
- Amazingly, the buyer and seller lived within half a mile of each other
- Sale agreed in January and completed in March

Contemporary rural living - Horncastle, Lincolnshire



What do you get for £1.25 million in the Stamford area?

Ketton, Rutland

- Listed, character property
- Seven bedrooms, including a detached cottage
- Sought after village location
- 4,156 sq ft



What do you get for £1.25 million in the Lincoln area?

Eagle, Lincolnshire

- Stunning architect-designed 6 bedroom family house
- Fantastic views across open countryside
- Office/games room complete with air conditioning
- Two double garages
- Amazing open plan living over 5,600 sq ft
- Approx. 17 acres with equestrian facilities



What does £1.25 million buy you in London?

Fulham Road, London

- 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 - Stamford

New or coming soon to the market



Market Overton, Rutland



Stamford, Lincolnshire



Stamford, Lincolnshire



Werrington, Peterborough



Burley on the Hill, Rutland



Kingscliffe, Northamptonshire

New Instructions - Lincoln

New or coming soon to the market



Scothern, Lincolnshire



Bardney, Lincolnshire



Dorrington, Lincolnshire



Welton, Lincolnshire



Welton, Lincolnshire



Torksey, Lincolnshire

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Thank you

Q&A