



Savills Nottingham Home Truths

Thursday 29 October 2020

Welcome and thank you for joining.

You are on mute for the duration of the webinar.

We will begin shortly.

savills

Welcome

savills



James Abbott

**Head of North East & East
Midlands Cluster**

jabbott@savills.com
07929 022 901



Faisal Choudhry

**Residential
Research**

fchoudhry@savills.com
07967 555 720



Ian Marriott

**Joint Head of Residential
Nottingham**

ian.marriott@savills.com
07702 174 541

Q&A Panelists

savills



Chris Charlton

**Joint Head of Residential
Nottingham**

ccharlton@savills.com
07807 999 548



Clare Bingham

**Residential Sales
Nottingham**

cbingham@savills.com
07790 390 069



Joe Shorney

**Head of Midlands Residential
Development Sales**

joe.shorney@savills.com
07825 293 273



Residential Market Outlook

Faisal Choudhry

Residential Research

What differentiates the current situation from previous downturns?

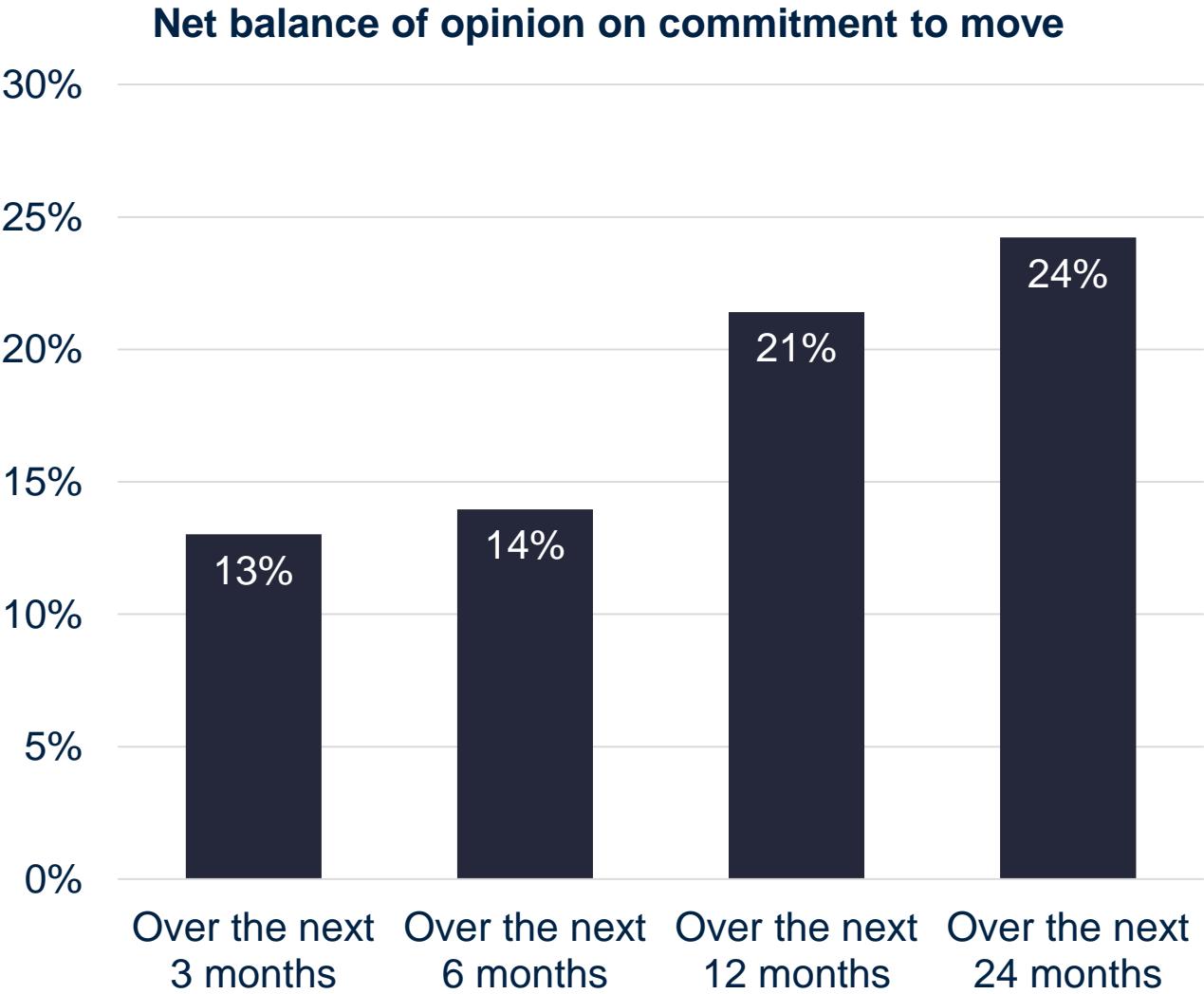
House price growth in the run up to the crisis has been modest

Interest rates are at an unprecedented low

Furlough scheme and mortgage holidays have protected homeowners and buyers

Previous downturns driven by forced sellers and high stock levels

Commitment to moving



Commitment to moving	Over the next 12 months
Significantly more committed	20%
Somewhat more committed	16%
No change	51%
Somewhat less committed	7%
Significantly less committed	7%
Net balance	+21%

Changing buyer needs



62%

said the **amount of garden or outside space** had become more important



53%

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



56%

more inclined to **work from home** in the future



57%

said a **separate space to work from home** had become more important

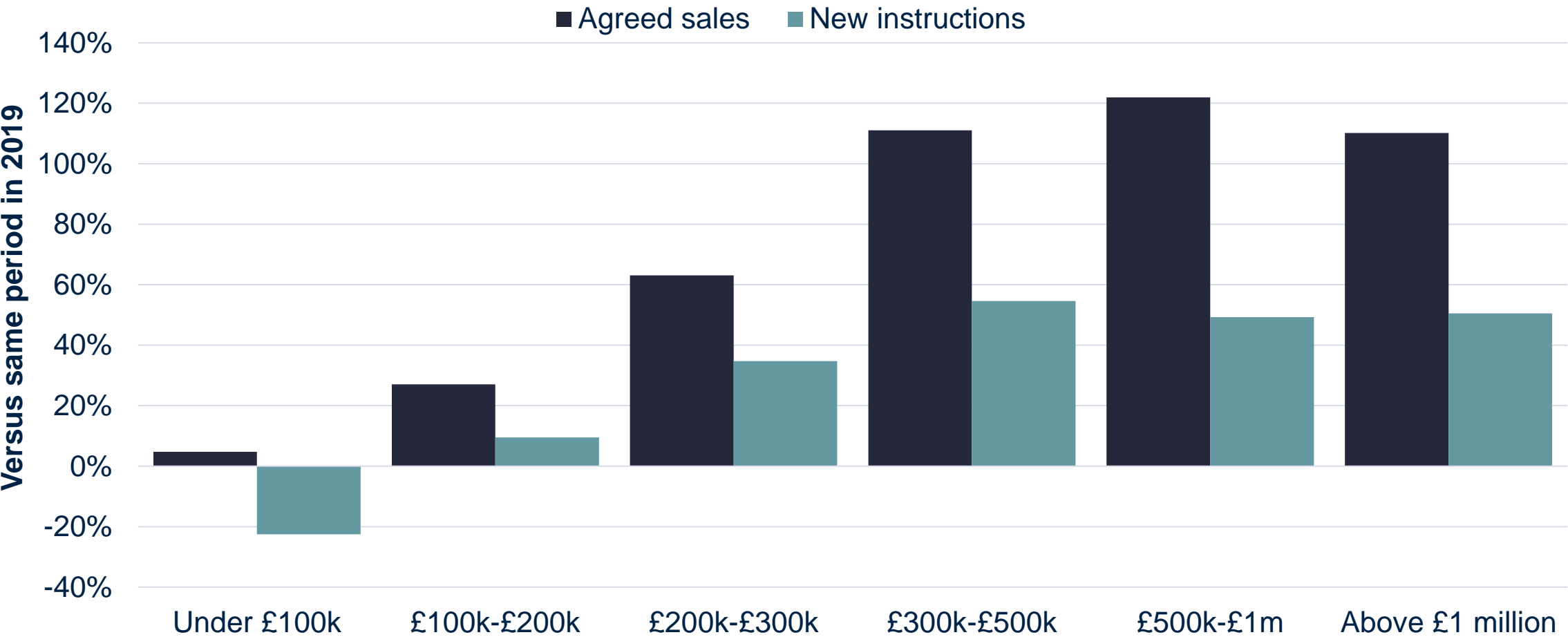


48%

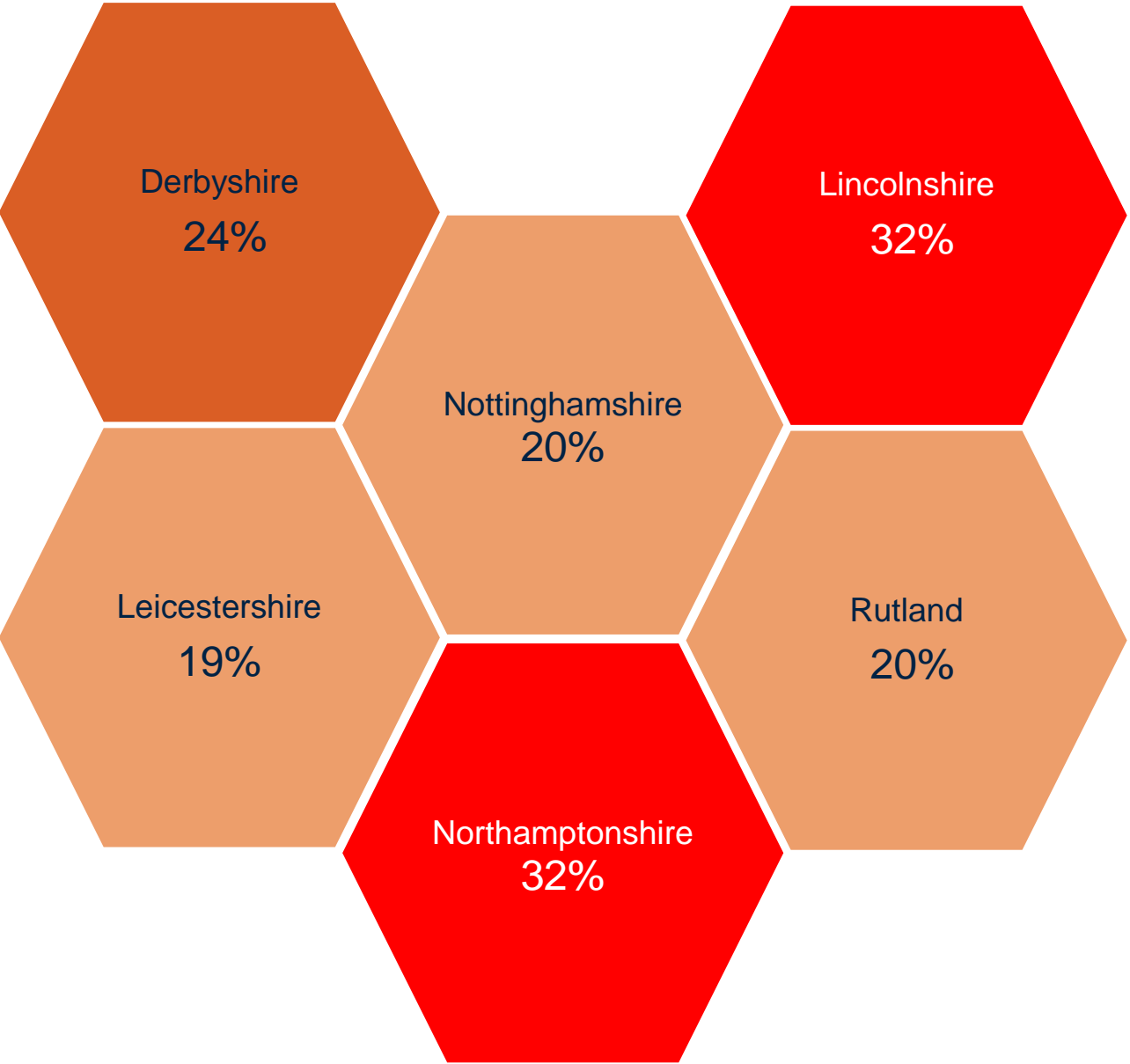
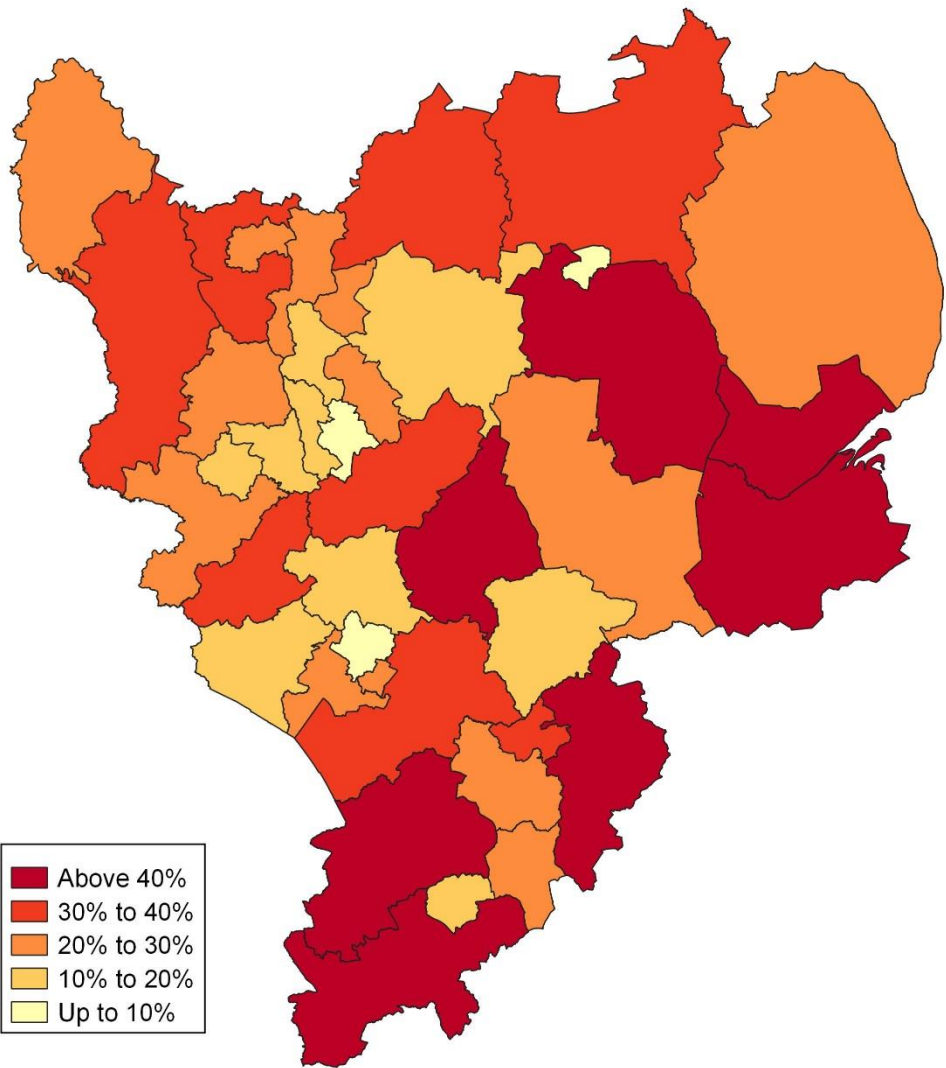
said **accessibility to Wi-Fi** had become more important

Exceptional market performance

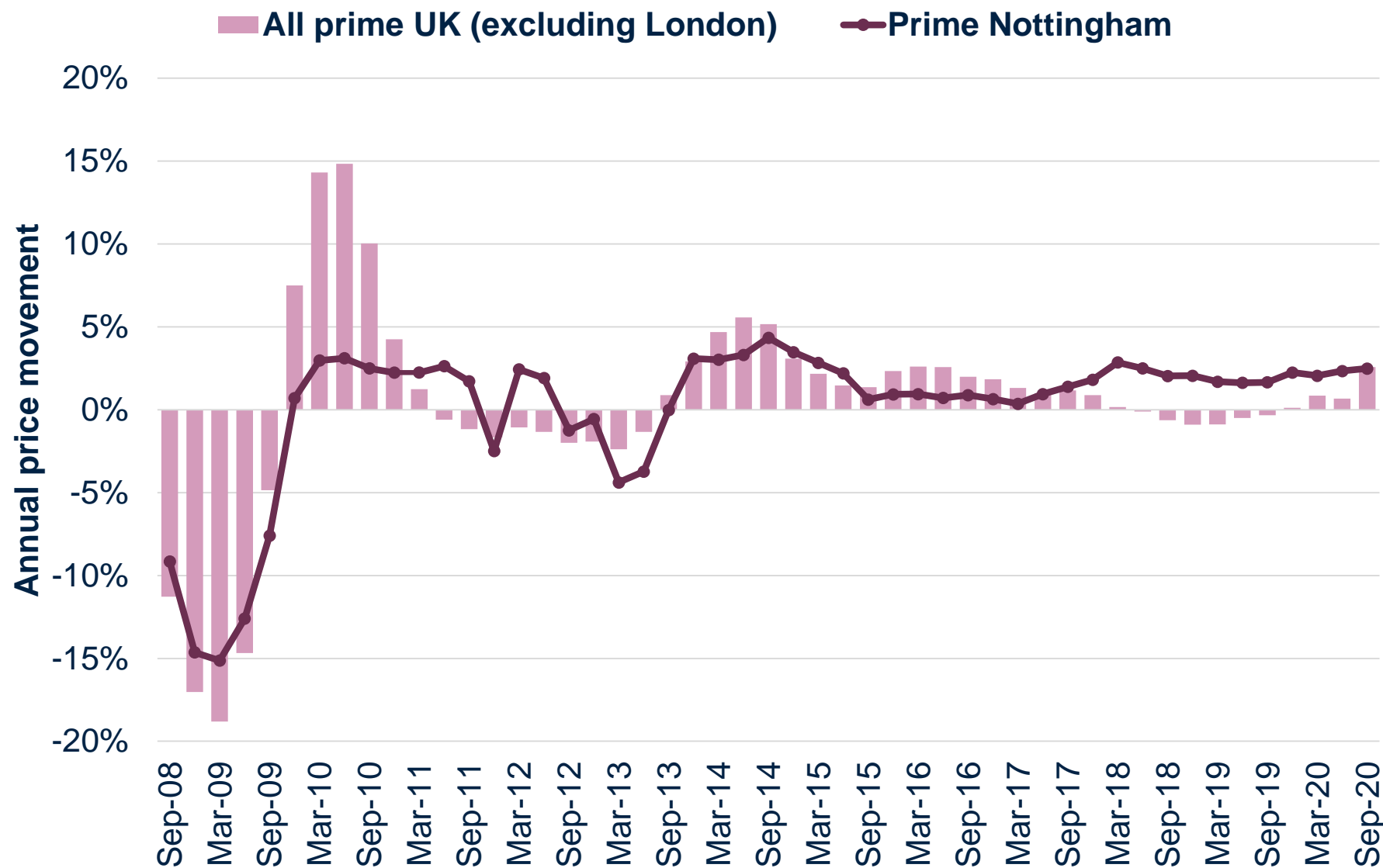
East Midlands market activity between June and September 2020 compared with the same period in 2019



Sales agreed since reopening of the market
versus the same period in 2019



Prime price movements



Annual growth

+2.6%
All prime UK
(excluding London)

+2.5%
Prime Nottingham
(-1.9% v 2007 peak)

Local market performance

Leicestershire

Average price £253,000

Annual growth 4.2%

Derbyshire

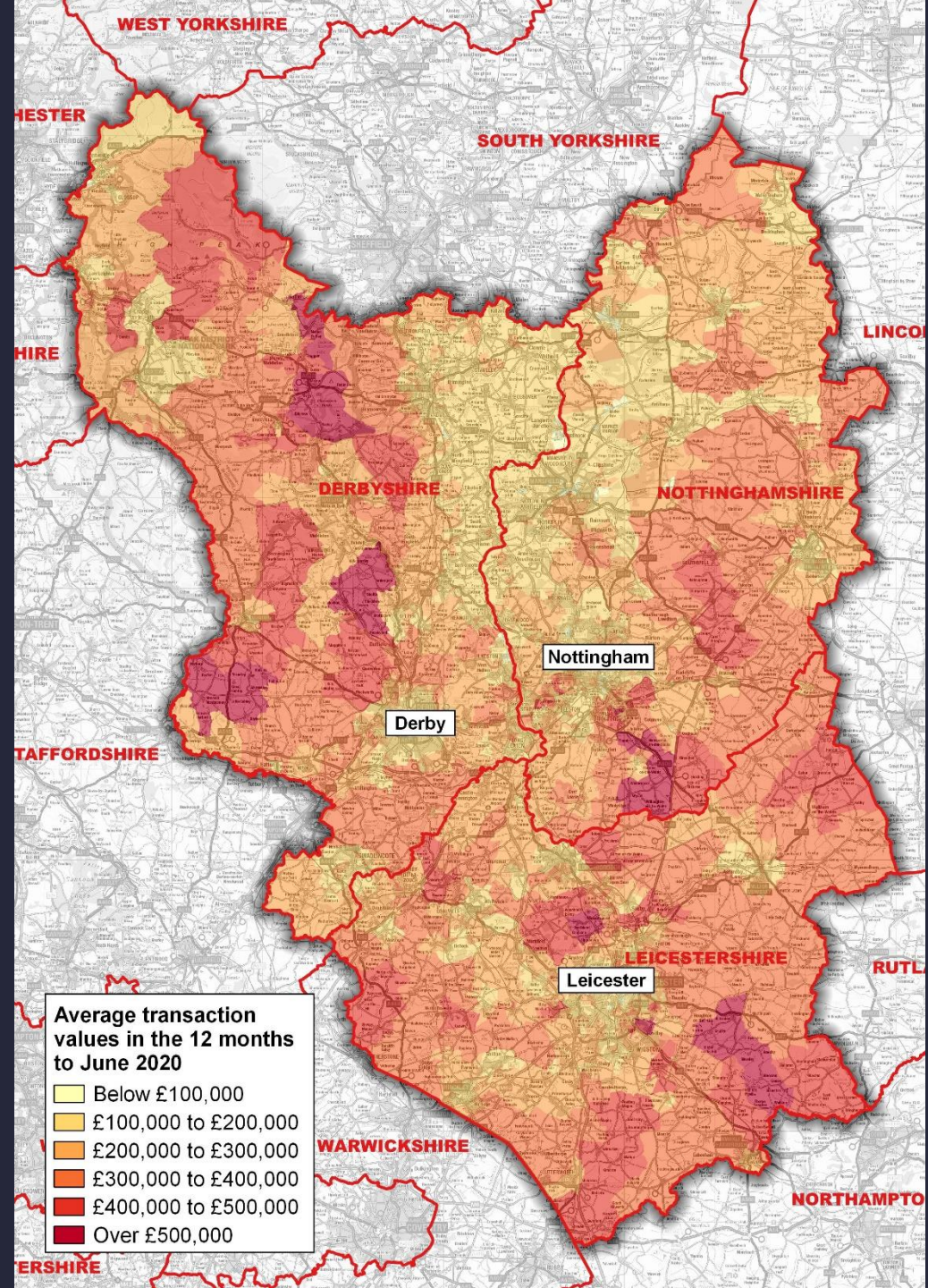
Average price £211,000

Annual growth 3.5%

Nottinghamshire

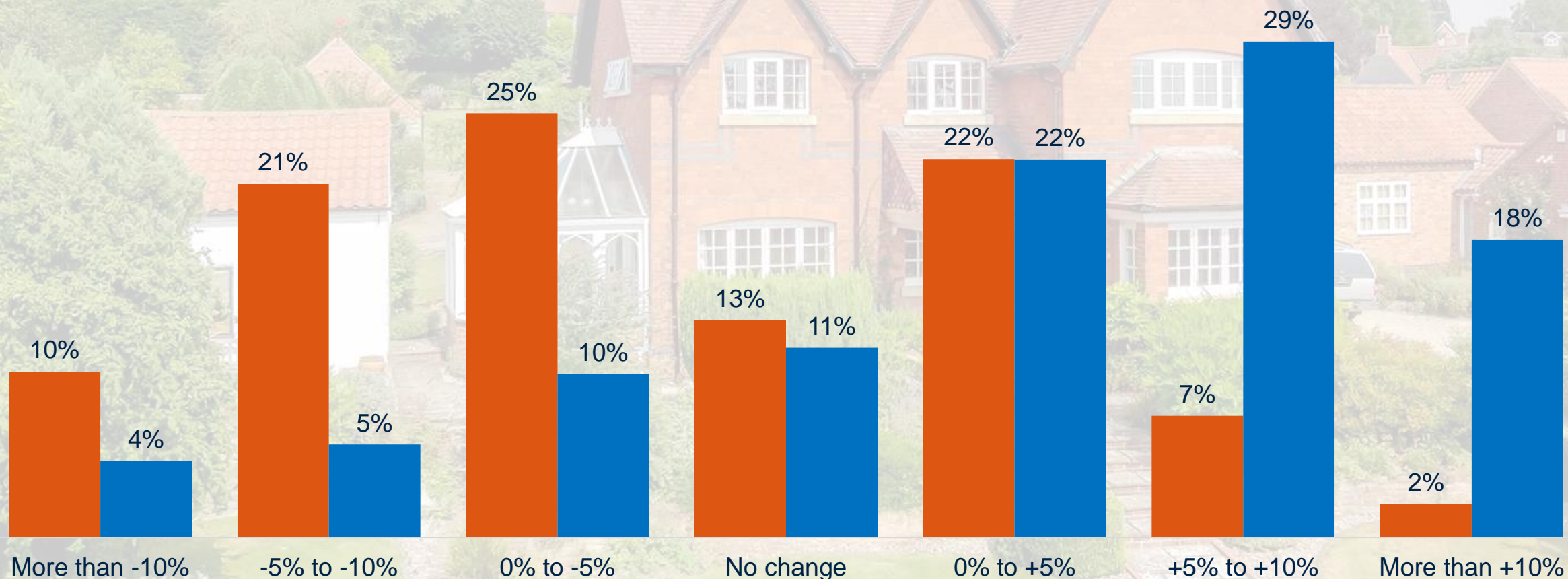
Average price £207,000

Annual growth 3.8%











































Longer term outlook on prices more positive

■ 1 year ■ 5 years



Prime price forecasts

	2020	2021	2022	2023	2024	5-year compound growth
PCL	 -0.5%	 4.0%	 7.0%	 4.0%	 2.0%	17.5%
Outer prime London	 2.0%	 2.0%	 3.0%	 4.0%	 1.5%	13.1%
Suburbs	 4.0%	 3.0%	 3.0%	 5.5%	 1.5%	18.1%
Inner Commute	 3.0%	 2.5%	 3.0%	 5.5%	 2.0%	17.0%
Outer Commute	 2.5%	 2.5%	 3.5%	 5.5%	 2.0%	17.0%
Wider South	 4.0%	 2.0%	 3.5%	 5.5%	 3.0%	19.3%
Midlands/ North	 2.0%	 2.0%	 4.5%	 6.5%	 3.5%	19.8%
Scotland	 4.0%	 2.0%	 4.0%	 7.0%	 2.5%	21.0%

Looking forward

- 1 Buyers and sellers will need to remain pragmatic
- 2 Unwinding of government support & Brexit will make it difficult to sustain current momentum
- 3 Mortgage debt remains incredibly cheap but is proving difficult to access
- 4 Value gap and behavioural change will underpin market growth
- 5 Regional market revival subject to realistic price and location



Local Market Update

Ian Marriott

Joint Head of Residential - Nottingham



Our market



Buyer
registrations
+79%



Sales
agreed
+67%



Multiple
offers
50%

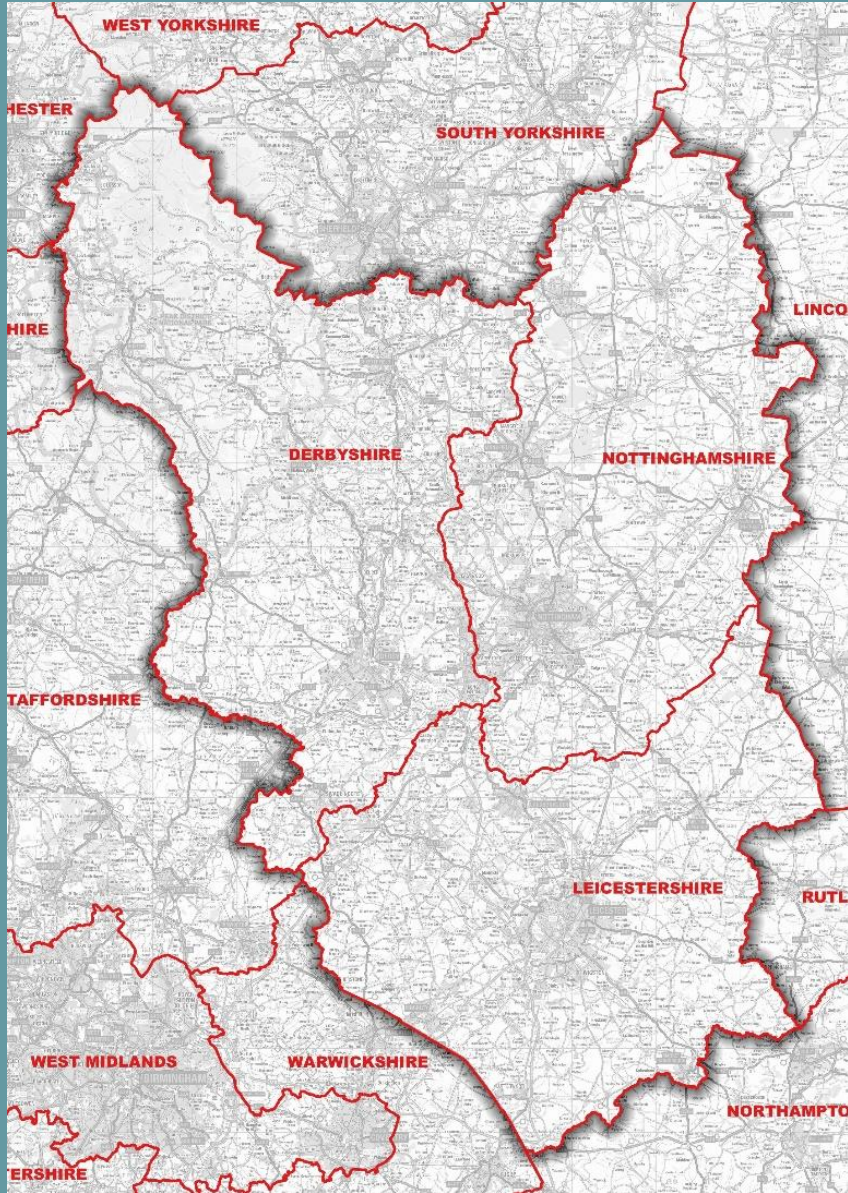


Guide price
achieved
96%



Buyers from
London
17%

Our market 2019 - 2020



- 34% more viewings carried out YTD (inc virtual)
- 42% more London postcodes registered in September
- Lifestyle changes – Village revival, work from home
- 38% more market appraisals carried out YTD (inc virtual)
- Market share - available stock above £1m at 32%
- Market share - Sold STC above £1m at 52%
- Most active market is £600,000 to £1.5m

Sold properties in our area



East Bridgford

Guide £1.35m – 100% of guide price achieved



Colston Bassett

Guide £1.25m – 98% of guide price achieved



West Bridgford

Guide £850,000 – 99% of guide price achieved



Redmile

Guide £695,000 - 96% of guide price achieved

SOLD - Newton Hill, Newton Solney
Guide £1.6 million



Case study



- On the market with two other local agents for 14 months
- Numerous viewings, no offers
- Moved to Savills
- Presentation refreshed
- Price reduced to £695,000
- 6 viewings, 1 offer
- Sale agreed at guide price after 7 weeks

Under offer properties in our area



East Lodge, Needwood

Guide £1.95m

Beech Close, Normanton on the Wolds

Guide £1.45m



Oxton Road, Southwell

Offers Over £1.2m

**River Crescent,
Nottingham**

£325,000



What do you get for.... £1 million?

Manor Park, Nottingham

- A three storey period home
- Sought after village location
- Three reception rooms
- Seven bedrooms
- 4767 sq ft
- Generous gardens



What does your money buy you in Nottinghamshire...

- Cotgrave Lane
- £2 million
- 5 bedrooms
- Detached
- 5,491 sq ft
- £364 per sq ft



What does your money buy you in London...

- Knightsbridge SW7
- £1.95 million
- 1 bedroom
- Apartment
- 702 sq ft
- £2,777 per sq ft



New Instructions

Coming soon to the market





Thank you

Q&A