



**Jonathan Bengough**

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"IF YOU ARE THINKING  
OF SELLING THIS YEAR  
THE ADVICE MUST BE  
TO DO IT SOONER  
RATHER THAN LATER"

**Jonathan Bengough, head of Knight Frank's Birmingham office, discusses the local property market and what the next 12 months might have in store.**

**What impact do you think the forthcoming General Election will have on the market?**

The build up to a General Election and its immediate aftermath tends to divert attention away from property matters. When to launch a property onto the market needs careful consideration.

**How has the market performed so far in 2010?**

The snow delayed most things in the Midlands at the beginning of the year. Since then market activity has dramatically increased with viewings up by 84% in last year compared to 2008/09. We see this continuing this year.

**There was a very limited supply of good houses for sale in 2009, is that still the case this year?**

Available stock throughout the region has been low and this state is likely to continue. A decision to sell adopting the right pricing strategy will result in a sale.

**Is there still a good supply of buyers looking for country properties?**

Yes, there is. We are past the worst so if it's right - buy it!

**Have house prices stabilised after last year's increases or are they still going up?**

The picture in the Midlands contrasts with London and the Home Counties. Our market tends to

fluctuate less dramatically so a changing climate for the better is on its way, it's just a question of when.

**Tell us a bit more about your Midlands Country House team based in Birmingham.**

We have a great Midlands House team with Edward Russell and Jonathan Bengough dealing with properties south, west and north of Birmingham. Between them they have 35 years experience of the market in this region. Other teams deal with both the city centre and areas east of Birmingham through our Sutton Coldfield office.

**How do you see the property market performing over the remainder of 2010?**

Our thoughts are that there is unlikely to be any dramatic improvement in capital values for the foreseeable future. If you don't need to put life on hold, get on and sell!

**We own a lovely house, but it is worth less than a million pounds. Can Knight Frank still help us to sell it?**

Of course we can. Although we are the UK market leaders when it comes to selling the most expensive houses, nearly 40% of the houses we sold across the country during the past 12 months were actually priced between £500k and £1m. We pride ourselves on offering an exceptional service regardless of the value of your property.

## Birmingham at a glance

Table 1  
Market activity  
Last 3 months, year-on-year change

Sales	↑	225%
New prospective buyers	↓	-1%
Viewings	↑	58%
Total property for sale	↑	24%
Newly available property for sale	↑	20%

Figure 1  
Location of our buyers  
Midlands, last 12 months

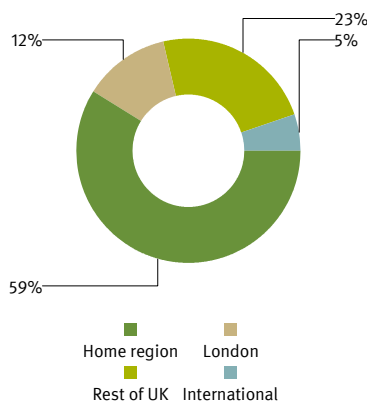
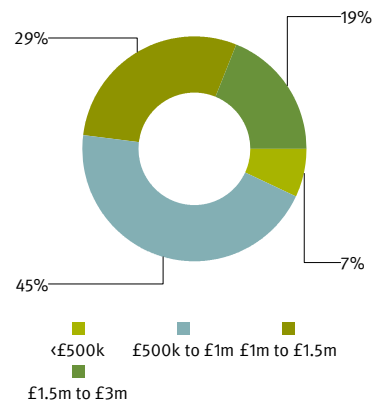


Figure 2  
Sales by price band  
Midlands, last 12 months





## Charting the market

Figure 3

Price change by price band  
Prime country property, last 3 months (%)

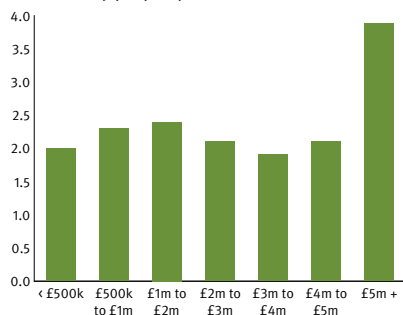


Figure 4

Days to sale from instruction  
Prime country property, last 12 months

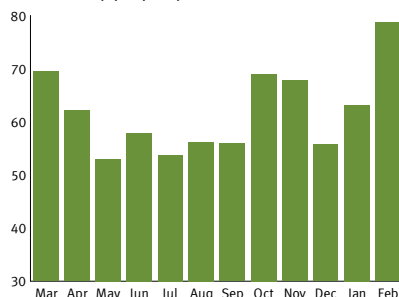
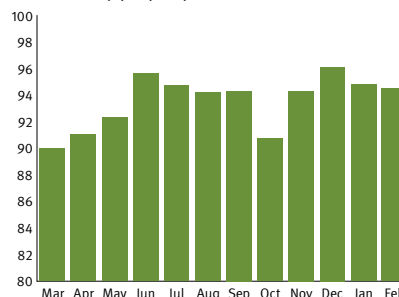


Figure 5

Average % of guide price achieved  
Prime country property, last 12 months (%)



## Your properties, our people

### Superb contemporary barn conversion

UNDER OFFER

4 bed

**Guide price:**  
£590,000

Gratwich, Nr Uttoxeter,  
Staffs



### Country residence with gardens and nature reserve

FOR SALE

4 bed

**Guide price:**  
£1,250,000

Burnhill Green,  
Wolverhampton



### Interesting village house with equestrian facilities

FOR SALE

4 bed

**Guide price:**  
£625,000

Seighford, Staffordshire



### Rare and fascinating ecclesiastical conversion

UNDER OFFER

2 bed

**Guide price:**  
£495,000

Burwarton, Bridgnorth,  
Shropshire



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