

# COUNTRY VIEW

NORTH SURREY EDITION



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# A very warm welcome

In the prime country market, caution was replaced with optimism in the last few months of 2016, and momentum is building for a strong 2017. After the uncertainty surrounding the EU Referendum and the surprise vote to leave, it seems that sellers and buyers have had enough of 'wait and see' and now want to get on with their property lives.

For some, of course, turbulent times signal opportunity. And this is certainly true of international buyers

who are being attracted in ever-greater numbers due to the weak pound. With judicious timing, this has amounted to around 15% discounts for those coming from Dollar and Euro territories or buyers from the Middle East. These buyers are particularly active in the most sought-after areas of the Cotswolds, Hampshire and West Sussex.

Another factor that has in recent times put the brakes on activity above the £2m level is the rise in stamp duty across the board and the extra 3% payable on second homes or investment properties. Yet we are seeing the impact of this receding, as agents factor it into valuations and buyers come to terms with a higher tax that is now part of the cost of doing business.

Whatever the trends of the moment, a place in the country will always have its attractions. The continuing price differential between London and the countryside, the good schools, the improving rail

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You can explore more than 1,700 country properties

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infrastructure, the availability of superfast broadband – they're all factors drawing eager buyers into the green and pleasant land beyond and toward the M25.

In this issue, as well as showcasing some of the finest prime properties currently on our books, we look at issues such as why international buyers are flocking to the UK countryside and how the charms of village life mean biggest isn't always best.

To discuss your own particular requirements, please do get in touch with our team. You can also go to

[knightfrank.co.uk](http://knightfrank.co.uk), where you can explore more than 1,700 country properties in any one of 18 languages. In addition, while we use print and digital channels to showcase a selection of homes, we sell over a third of our properties off-market – if this method appeals to you, we'd be delighted to tell you more about how we can help.

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# London

## The CALL of the COUNTRYSIDE

NOEL FLINT, Head of London Residential

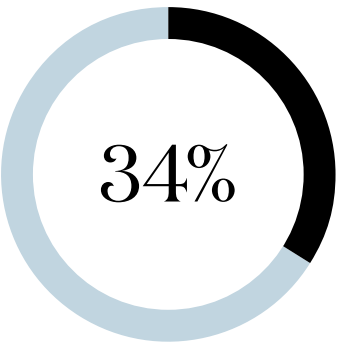
It could be a deep-seated desire to return to our roots, a wish to roam a little freer or the hope of a quieter pace of life. Whatever motivates Londoners to up sticks and head for the countryside, Knight Frank has been helping to make the move a painless one for generations.

Noel Flint, Knight Frank's Head of London Residential, has smoothed the journey for a great many families over the years, and along the way he's developed a keen understanding of the many factors involved in making the decision to swap city for country.

### TIMING IS EVERYTHING

"There's the famous Johnson quote, of course, but the truth is that few people leave London because they're tired of what the city has to offer. Moving out is usually more about what the country can give them and their family at that point in their lives. A grand house, a generous garden, good schooling and a more relaxed lifestyle are some of the most popular reasons given by those moving out."

The timing of the moves tends to follow a fairly clear pattern, says Flint. "There are two life stages that we observe more than any others. The first is when the children are reaching primary or secondary school age – so the strategy tends to be: find a good school in the countryside and settle in the area for the duration of their education. And the other is retirement – when working in town is no longer an issue it can be a chance to sell the London house and move out to a bigger home and a more rural way of life."



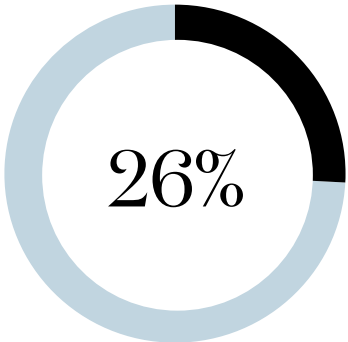
34% of Londoners buying property in the country market purchased a house with 5 bedrooms

Source: Knight Frank Research 2016

### A COMPLETE CITY & COUNTRY SERVICE

With our network of offices across London and the UK, Knight Frank offers a truly joined-up service. So as well as selling the London home, we can facilitate the country search, putting our client in touch with our teams locally to find the perfect country property. For a bespoke search, our specialist team The Buying Solution is on hand to meet the trickiest of briefs. And it doesn't stop with buying and selling, we can also help with the finer points of anything from financing to a stress-free move.

"It is a curiously English phenomenon; this pull of rural living," says Flint. "There are so many practical reasons why people do it – from space to price per square foot – but there's more to it than that. At a time when everything's moving faster and life seems to be getting busier, there's nothing quite like slowing down a little and taking a breath, and our incredibly diverse countryside is simply a wonderful place to do it."



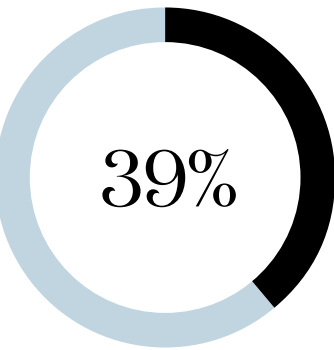
26% of London buyers in North Surrey

Source: KF Research (January – November)

Avg exchange price paid by a London buyer in North Surrey

£1,857,198

Source: KF 2015



39% of Londoners purchased a property between 1,000 and 2,999 sqft

### BEING WELL-CONNECTED

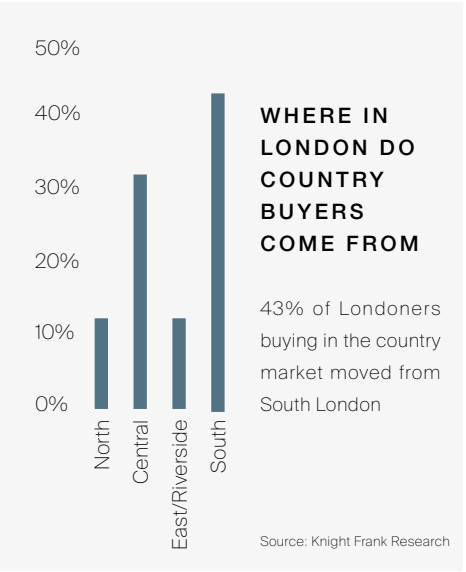
For those commuting, the search is largely shaped by train timetables. Locations such as the Home Counties and the Cotswolds are popular thanks to their fast trains into town. In fact, some buyers are pleasantly surprised to discover that journey times can compare favourably to taking the tube in from South West London. And improving train lines are pushing the 'acceptable commuting distance' out all the time, so the further reaches of Hampshire, Wiltshire and Berkshire, for example, are all experiencing growth in interest from London buyers.

### STAYING IN TOUCH

Not that everyone cuts their London ties completely, of course. Many retain a base in town, whether it's for a couple of nights a week for work, somewhere to stay when visiting friends and going to the theatre or a flat the children can use when they leave university and start work in the capital.

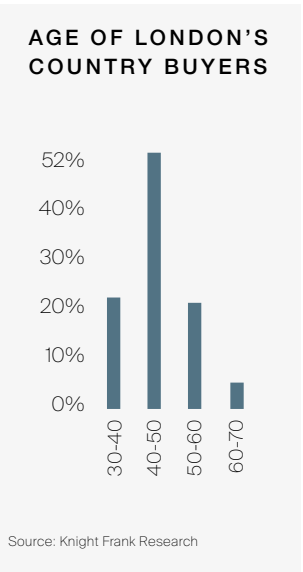
"It can be a very useful asset to appease those family members who are not 100% on board with leaving the bright lights and everything they have to offer," says Flint.

"And let's not forget the price differential when comparing Central London with the rest of the country. Stay close to the capital and you can go from a terraced townhouse to a detached house with grounds and a pool. Look further afield and the disparity grows – one client is about to swap a two-bed Marylebone mansion flat for a Scottish castle."



43% of Londoners buying in the country market moved from South London

Source: Knight Frank Research



Source: Knight Frank Research



# The charms of *prime village life*

CHRISTOPHER DEWE, Partner

*Not everyone who is moving out of town is hunting for a country pile and a garden the size of their local London park. For some, the dream is a quintessential English cottage with a village community – and ideally an artisan bakery – on the doorstep.*



So what is it that prompts people to choose this kind of country living over staying in town or buying the sprawling manor house? Knight Frank's Christopher Dewe believes that the answer changes depending on what stage of life his clients are at.

"A village house can be an initial rural base before selling up for good in London and buying a bigger and more remote house," he explains. "It can be a wish – often after the kids have left home – to cut down on the maintenance of a big house and swap it for somewhere that's easy to lock-up and leave. Interestingly, it can also be a staging post for those locally who are approaching retirement and ultimately want to move back to Central London."

Another factor that Dewe pinpoints is changing work patterns. He notes that as remote working increases and train journey times shrink, the country

cottage dream is becoming a viable option for more and more purchasers.

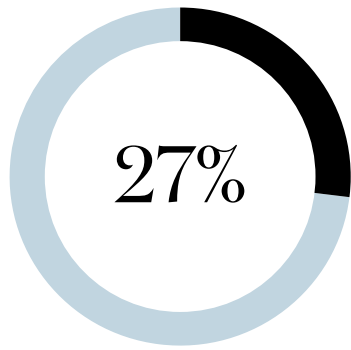
The resulting influx has led to a corresponding change in the most popular villages, with delis and gastropubs joining the traditional butchers and corner shops. Even Michelin-starred restaurants and world-class art galleries are getting in on the act, all to meet the demands of this growing, cappuccino-hungry population.

Dewe has also seen the list of locations to choose from grow in step with the market, commenting, "A decade ago, the search would have concentrated on the Cotswolds or, for those with looser ties to the capital, Devon and Cornwall. But steady price rises in these areas have seen many buyers looking elsewhere. The winners have been the likes of Dorset and Somerset, Sussex, Warwickshire, Worcestershire,

Herefordshire and Yorkshire – all counties with a good stock of picture postcard villages and most within reasonable travelling times to London."

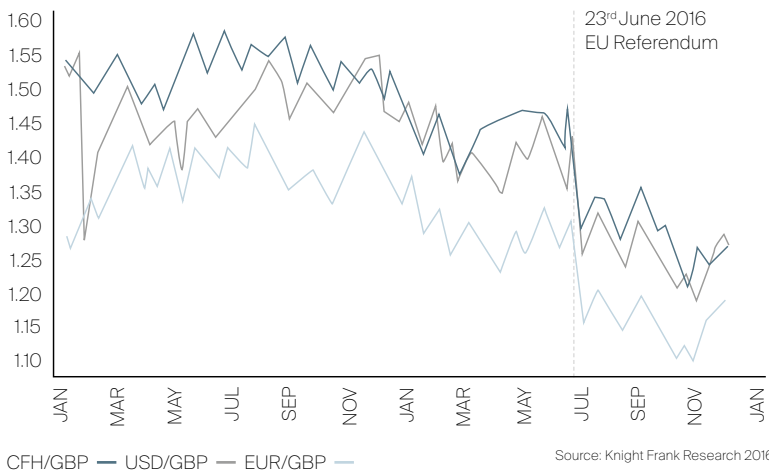
For those not quite ready for the slower pace of village life, market towns offer a good middle ground with their rich social and cultural possibilities, Waitrose branches and faster links to town. From Sherborne to Hungerford, Winchester to Beaconsfield there are plenty of destinations offering a great choice of traditional cottage properties – either to buy or, for those wishing to test the waters first, to rent.

"With our offices in London and the prime country markets, we've helped some families with every stage of the country property lifecycle, from moving out to downsizing to moving back to town in retirement," says Dewe. "We've become their estate agent partners for life, if you like."



27% of UHNWIs are planning to move as a result of their children's education

Source: Knight Frank Research 2016



Source: Knight Frank Research 2016

# Cosmopolitan *country living*

PADDY DRING, Head of International Residential

*The last decade has seen radically improved communication links, redrawing the map for international buyers seeking out the UK's finest properties. Vast technological advances together with the increased ease and frequency of flying, has resulted in those who might previously have restricted their property search to London, able to consider a wider pursuit.*



What's more, prime homes in the UK have become attractive to buyers from overseas in the recent wake of the 2016 Brexit vote, as the weaker pound has advocated discounts to holders of major currencies, thus potentially offsetting recent increases in Stamp Duty Land Tax which may have previously dissuaded buyers.

According to Knight Frank's Paddy Dring, one trending factor to shape an international client's search is schooling. "The quality of a UK education is recognised worldwide, so more often than not, this is the starting criteria. Properties situated near to well-regarded private schools are constantly in demand and command premiums as a result." This is frequently seen in the Home Counties as the area also offers easy access

to London and Heathrow – a vital link for overseas commuters, allowing international owners to be able to enjoy more time at their country home. Paddy Dring says "Ten years ago a property may have only been used for a few short stays during the year, however now it can be more easily used as a base for both work and family life, it could be occupied throughout the year."

With so many properties sold to international buyers serving as second homes, the ability to lock-up-and-leave can be an important factor. Surrey's private gated communities are sought after for this reason, as they offer accessibility yet high levels of security in equal measure.

The overall depiction is that activity from overseas buyers in the UK's prime country property market, particularly within easy reach of London, remains robust. Purchasers from the Middle East, Asia, Scandinavia and the US are some of the most active buyers and looking ahead to the rest of 2017 and beyond, we foresee the marketplace to be on stable footing as the UK continues to be recognised as an island with strong economic credentials.

"With 417 offices in 58 countries, Knight Frank is uniquely positioned to help international buyers locate their ideal home," says Dring. "And for those with their sights set on the English countryside, now is the ideal time to start the search."





# North Surrey

JAMES CLELAND, Regional Head

The exclusive estates of North Surrey with their private roads, grand family homes and world-class golf courses have long attracted those seeking an exceptionally well manicured version of country living. This pull is ensuring that, even in turbulent times, properties here remain in high demand to a broad spectrum of buyers.



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The exclusive estates of North Surrey with their private roads, grand family homes and world-class golf courses have long attracted those seeking an exceptionally well manicured version of country living. This pull is ensuring that, even in turbulent times, properties here remain in high demand to a broad spectrum of buyers.

Popular both with London families seeking more space and international buyers looking for super-prime new homes, this is a market that has begun to accelerate in recent months. As the feared impact of everything from shock election results to stamp duty changes has failed to materialise, activity is ramping up in the quiet, tree-lined avenues that give this area its unique character.

Knight Frank partner James Cleland reports that viewings are up in all price brackets, saying, "Demand is being fuelled particularly by a cooling Central London market that is prompting many to decide that now is the time to sell up in town and move beyond the M25."

"And a realistic approach to pricing by sellers is ensuring that the very best homes are finding a buyer quickly. Happily, this is coinciding with a good supply of high quality homes becoming available as sellers who had been waiting out an uncertain market are also deciding to act."

As has long been the case, a significant element of the demand is coming from international buyers. "The UK continues to be considered a safe haven for

property investment and the weaker pound is providing added incentive," says Cleland. "Our database of buyers from the Middle East and Asia is particularly strong and there is also a trend among buyers who might have looked across the Atlantic before the US election, deciding to stick to the more predictable UK market."

Knight Frank's letting teams also report high levels of activity, with international and domestic renters equally well represented at the prime end of the market. Renting can be a staging post while waiting for the perfect home to come onto the sales market, and stock levels are good with some potential sellers deciding to let their properties as they wait for a more established market upturn.

The remaining political and economic obstacle to business as usual is the triggering of Article 50 that will signal the beginning of the UK's departure from the EU. Once that landmark has been passed – and it is forecast to happen by mid-2017 – there is expected to be a sense that there are no more surprises lurking and the cautious growth that we are seeing now will increase.

"History has taught us that when this shift happens, it will happen quickly," says Cleland. "The first indicator is the prime Central London market, and any significant upward movement in prices and activity there will quickly be felt in the North Surrey region."



# Chesham House

ASCOT

6-7 5-6

GUIDE PRICE: £4,350,000  
Knight Frank Ascot +44 1344 527003  
EPC: C



FOR SALE

# Knights Hall

WINKFIELD

7 7

GUIDE PRICE: £4,250,000  
Knight Frank Ascot +44 1344 527003  
Grade II Listed



FOR SALE

# Englemere

ASCOT

3 2-3

GUIDE PRICE: £2,600,000  
Knight Frank Ascot +44 1344 527003



SOLD

# Green Timbers

ASCOT

6 6

GUIDE PRICE: £3,950,000  
Knight Frank Ascot +44 1344 527003  
EPC: B



SOLD

# Larksmead

SUNNINGDALE

5-6 7-8

GUIDE PRICE: £7,500,000  
Knight Frank Ascot +44 1344 527003  
EPC: B



FOR SALE

# Woodrow

WINDLESHAM

8 9

GUIDE PRICE: £17,950,000  
Knight Frank Ascot +44 1344 527003  
EPC: D



FOR SALE

# Tamaris

ASCOT

5 5

GUIDE PRICE: £3,250,000  
Knight Frank Ascot +44 1344 527003  
EPC: C



SOLD

# The White Gate

BINFIELD

5-6 4

GUIDE PRICE: £2,950,000  
Knight Frank Ascot +44 1344 527003  
EPC: F



SOLD



Cedar Springs

WENTWORTH 5 5

GUIDE PRICE: £10,000,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: B



Five Oaks

WENTWORTH 6 6

GUIDE PRICE: £4,250,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: C



Byron House

WENTWORTH 5 5

GUIDE PRICE: £4,600,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: D



Sena

WENTWORTH 7 7

GUIDE PRICE: £7,950,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: C



West Winds

WENTWORTH 6 6

GUIDE PRICE: £6,250,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: B



Windsor House

WENTWORTH 6-7 8

GUIDE PRICE: £7,500,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: B



St. Andrews

WENTWORTH 6-7 6

GUIDE PRICE: £3,350,000  
Knight Frank Virginia Water +44 1344 527009  
EPC: B



The Dower House

OLD WINDSOR 5 5

GUIDE PRICE: £4,975,000  
Knight Frank Virginia Water +44 1344 527009  
Grade II Listed





Knowle Hill Park – Houses

COBHAM 4-5 3-4

GUIDE PRICE: £1,895,000 - £2,695,000  
Knight Frank Cobham +44 1932 379054  
EPC: New Build



Langaller House & Cottage

FETCHAM 3-5 2-5

GUIDE PRICE: £4,250,000  
Knight Frank Cobham +44 1932 379054  
EPC: B



Burlington House

OXSHOTT 6 6

GUIDE PRICE: £3,495,000  
Knight Frank Cobham +44 1932 379054  
EPC: B



Great Oaks

COBHAM 6 6

GUIDE PRICE: £3,250,000  
Knight Frank Cobham +44 1932 379054  
EPC: B



Whatley House

OXSHOTT 5 6

GUIDE PRICE: £3,495,000  
Knight Frank Cobham +44 1932 379054  
EPC: B



Mulberry House

OXSHOTT 6 5

GUIDE PRICE: £3,750,000  
Knight Frank Cobham +44 1932 379054  
EPC: C



Millstream House

RIPLEY 5 6

GUIDE PRICE: £2,500,000  
Knight Frank Cobham +44 1932 379054  
Listed



Furze Field

OXSHOTT 7-8 6

GUIDE PRICE: £5,500,000  
Knight Frank Cobham +44 1932 379054  
EPC: C





Albany Close

ESHER



GUIDE PRICE: £2,950,000  
Knight Frank Esher +44 1372 434002  
EPC: D



FOR SALE

Ridgewood House

ESHER



GUIDE PRICE: £3,950,000  
Knight Frank Esher +44 1372 434002  
EPC: C



FOR SALE

Manna

ESHER



GUIDE PRICE: £5,995,000  
Knight Frank Esher +44 1372 434002  
EPC: A



SOLD

Mole House

EAST MOLESEY



GUIDE PRICE: £4,500,000  
Knight Frank Esher +44 1372 434002  
EPC: E



SOLD

Southborough House

SURBITON



GUIDE PRICE: £3,000,000  
Knight Frank Esher +44 1372 434002  
Listed



FOR SALE

Trevona

ASHTEAD



GUIDE PRICE: £2,950,000  
Knight Frank Esher +44 1372 434002  
EPC: D



FOR SALE

Old Court

TYRRELLS WOOD



GUIDE PRICE: £2,795,000  
Knight Frank Esher +44 1372 434002  
EPC: D



SOLD

Lytcott

EAST MOLESEY



GUIDE PRICE: £3,595,000  
Knight Frank Esher +44 1372 434002  
EPC: B



SOLD



Warreners

ST GEORGE'S HILL  5  5

GUIDE PRICE: £8,950,000  
Knight Frank Weybridge +44 1932 964714  
EPC: D



Lenox House

ST GEORGE'S HILL  5  6

GUIDE PRICE: £5,950,000  
Knight Frank Weybridge +44 1932 964714  
EPC: B



Furze Croft

ST GEORGE'S HILL  6  7

GUIDE PRICE: £14,950,000  
Knight Frank Weybridge +44 1932 964714  
EPC: C



Newnham

ST GEORGE'S HILL  7  5

GUIDE PRICE: £6,500,000  
Knight Frank Weybridge +44 1932 964714  
EPC: C




Edgeworth

ST GEORGE'S HILL  8  3

GUIDE PRICE: £8,950,000  
Knight Frank Weybridge +44 1932 964714  
EPC: E




Falconwood House

ST GEORGE'S HILL  5  6

GUIDE PRICE: £9,500,000  
Knight Frank Weybridge +44 1932 964714  
EPC: C



Knightswood House

ST GEORGE'S HILL  5  5

GUIDE PRICE: £10,750,000  
Knight Frank Weybridge +44 1932 964714  
EPC: C



Woodlawn

ST GEORGE'S HILL  7  7

GUIDE PRICE: £25,000,000  
Knight Frank Weybridge +44 1932 964714  
EPC: B





# Kings Warren

OXSHOTT



GUIDE PRICE: £12,750 PCM  
Knight Frank Cobham +44 1932 964610  
EPC: D



TO LET

# Oaksend Close

OXSHOTT



GUIDE PRICE: £8,250 PCM  
Knight Frank Cobham +44 1932 964610  
EPC: B



TO LET

# High Park Avenue

EAST HORSLEY



GUIDE PRICE: £6,500 PCM  
Knight Frank Cobham +44 1932 964610  
EPC: B



LET

# The Barton

COBHAM



GUIDE PRICE: £9,950 PCM  
Knight Frank Cobham +44 1932 964610  
EPC: D



LET

# Mayfield Road

WEYBRIDGE



GUIDE PRICE: £6,700 PCM  
Knight Frank Esher +44 1372 434732  
EPC: D



TO LET

# Sandown Road

ESHER



GUIDE PRICE: £7,950 PCM  
Knight Frank Esher +44 1372 434732  
EPC: D



TO LET

# Littleworth Lane

ESHER



GUIDE PRICE: £8,500 PCM  
Knight Frank Esher +44 1372 434732  
EPC: C



LET

# Burtenshaw Road

THAMES DITTON



GUIDE PRICE: £8,250 PCM  
Knight Frank Esher +44 1372 434732  
EPC: C



LET



Mill Lane

ASCOT



GUIDE PRICE: £8,950 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: F



TO LET

Charters Road

SUNNINGDALE



GUIDE PRICE: £22,000 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: G



TO LET

Locks Ride

ASCOT



GUIDE PRICE: £7,250 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: B



LET

Gorse Hill Road

VIRGINIA WATER



GUIDE PRICE: £8,995 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: D



LET

Trumpsgreen Road

VIRGINIA WATER



GUIDE PRICE: £5,650 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: C



TO LET

London Road

ASCOT



GUIDE PRICE: £8,000 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: E



TO LET

Heathfield Avenue

SUNNINGHILL



GUIDE PRICE: £10,000 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: B



LET

Nuns Walk

VIRGINIA WATER



GUIDE PRICE: £19,000 PCM  
Knight Frank Ascot +44 1344 527641  
EPC: C



LET



# TBS

## THE BUYING SOLUTION



**In the last 5 years over 50% of properties purchased by Nick were off-market**

Nick's decade of experience in the Home Counties provides a deep insight into acquiring the finest properties or sites, at the best possible terms, in this diverse and challenging market.

TBS provides property search and acquisition in London and the country.

Nick Mead  
+44 (0)1488 498941  
TheBuyingSolution.co.uk  
@NickMeadTBS

The independent  
buying consultancy of



## On Your Side

*From bespoke mortgage advice to accessing the best fixed-rate deals, with Knight Frank Finance you're among experts, says Managing Partner Simon Gammon.*

Knight Frank Finance, our mortgage broker and advisory service, was formed only nine years ago, but it's growing fast. This year, the team will arrange over £2bn of lending for our clients. We are a 'whole of market' broker, dealing with more than 140 lenders and can access the best possible deals to suit each individual's needs.

In the post-Brexit environment, and with the recent fall in the Bank of England base rate to 0.25%, we have seen a significant upturn in borrowers reviewing their loans – even if their current ones have some time to run. Many have taken the opportunity to remortgage, taking out longer-term fixed-rate deals. This can guarantee monthly payments for five years or longer at historically low rates of close to 2.0%. For these clients, peace of mind has never been more competitive.

Our expertise and contacts help us narrow down the best deal for our clients, from those looking for bridging loans to high-net-worth individuals wanting a specialist high-value mortgage, or those raising finance to fund building a house. Although Knight Frank is usually associated with the premium property market, we are happy to help at every level, from first-time buyers to those downsizing once children have left home. We handle all types of loan requirements, from £100,000 to tens of millions.

Recently, we have seen an increase in overseas clients, attracted by the pound's fall in value against international currencies. From a tax point of view, it may be more efficient for these clients to have a mortgage than buy a property in cash. We are also seeing sharp rises in interest from wealthy foreign buyers when a significant tax change leads them to look beyond their own borders. Similarly, the uncertain global political climate has affected the number of foreign nationals looking to buy in the UK.

At Knight Frank Finance, we are experts in understanding which banks and institutions are more likely to lend to those from certain jurisdictions. For example, if you are of Russian origin, some banks are more helpful than others; if you are American, certain Swiss banks may not be keen to assist you.

The biggest change we have seen post-referendum has not been the individuals looking to borrow, however, but lenders' appetite to lend. Some banks have reduced their loan-to-value ratio, in expectation that house prices will start to fall, while others have become more conservative in their general lending

criteria. It is therefore more crucial than ever that we keep close to the lenders and up to speed with any changes so we can help our clients navigate this ever-evolving market.

At no point since the recession began has it been more difficult to get a mortgage, due to increasing government restrictions on lenders. The process has become increasingly drawn out, and a greater amount of paperwork is now required. As a result, many more buyers are turning to the broker channel for support and to ensure they are given the right advice. Through our excellent market knowledge, contacts and expertise, Knight Frank Finance can provide our clients with deals that meet all their requirements, at the best possible price.



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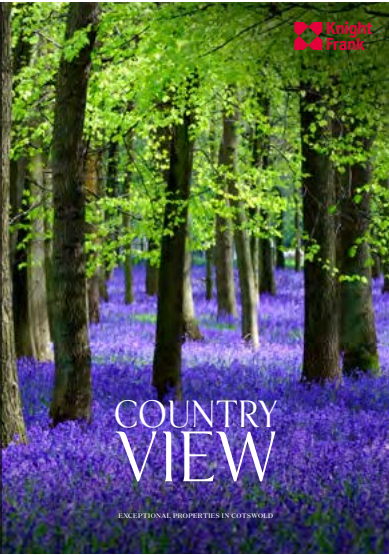
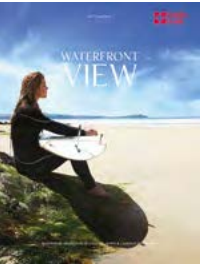
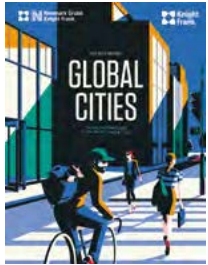
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