COBHAM
SALES MARKET INSIGHT 2018

Market update

Prices in the prime regional and country house markets rose 0.4% between January and March 2018. Annual growth was 0.2%. Price growth has been muted over the last few years, highlighting the impact of political and economic uncertainty, as well as the ongoing high cost of stamp duty in prime markets. In Cobham, the market has followed a similar pattern in terms of pricing, but activity levels have proven remarkably resilient with Knight Frank figures showing a year-on-year increase in the number of new instructions, viewings and exchanges over the last 12 months.

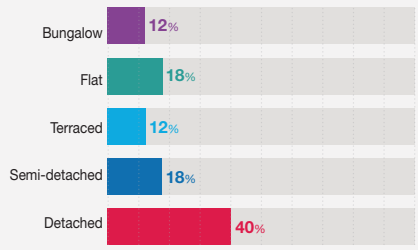
Charles Davenport, Head of Knight Frank's Cobham office

"Cobham is ideally placed within London's commuter belt, which makes it an attractive proposition to buyers moving out of the capital in search of more space, a change of lifestyle, or for schooling for their children. A relatively short journey to Heathrow and Gatwick airports adds a global appeal, as does the International ACS School. While issues like Brexit mean that buyers remain cautious, we have seen vendors take a more pragmatic approach to pricing and this has helped to underpin sales over the last 12 months."

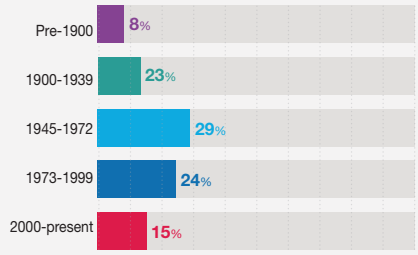
Cobham: Fact file

0.0%	**Annual prime price change to March 2018**
-0.9%	**Quarterly prime price change (Jan-March 2018)**

Property type Cobham, all properties



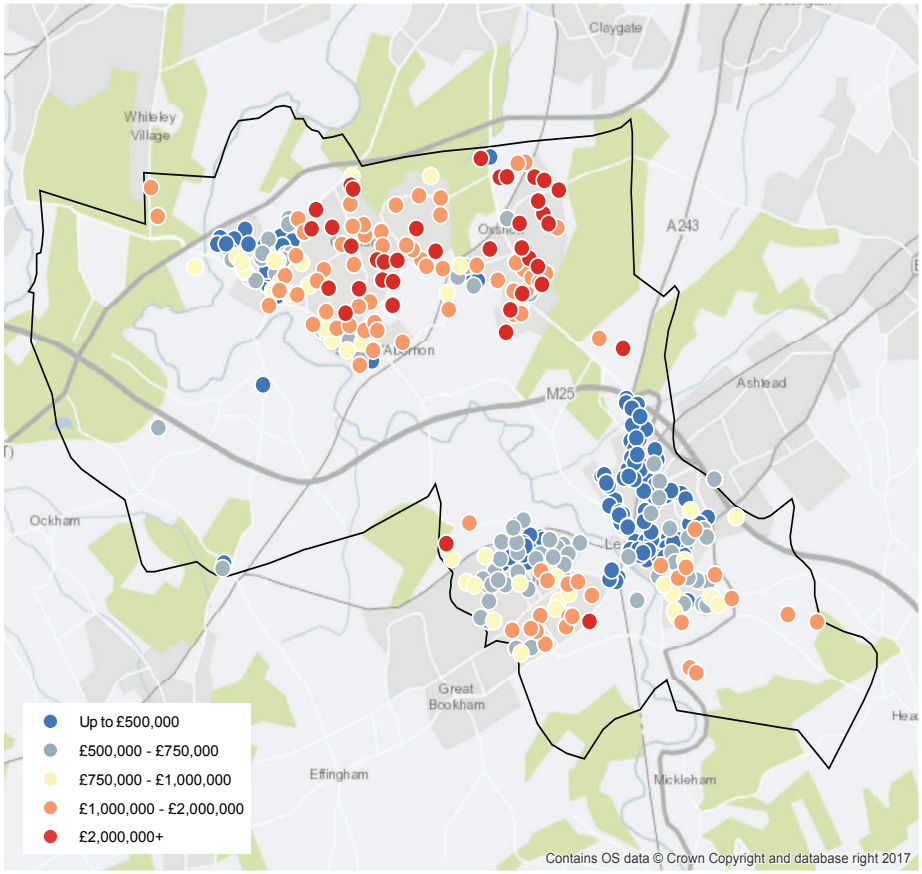
Property age Cobham, all properties



Source: Knight Frank Research

Property prices in Cobham

Achieved prices, year to February 2018

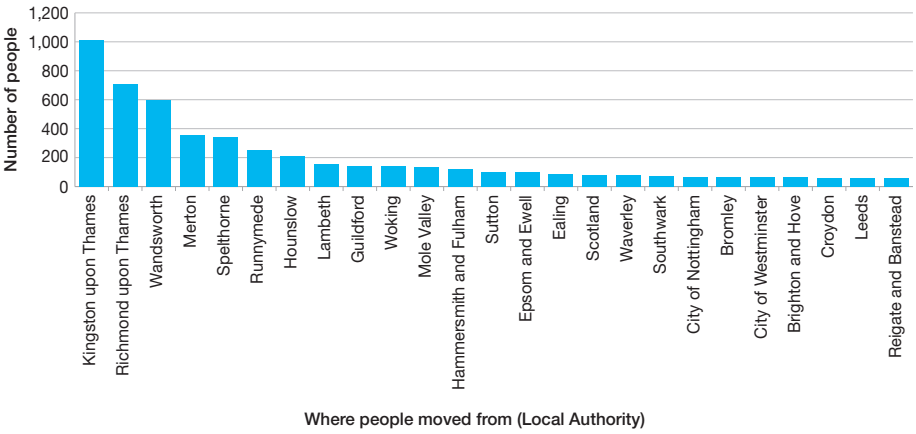


Source: Land Registry

COBHAM SALES MARKET INSIGHT 2018

Who moves to Elmbridge?

Internal migration, top 30 Local Authorities (2016)

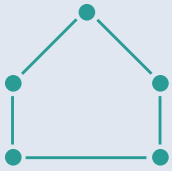


Source: ONS

Cobham: Key stats

31%

YEAR-ON-YEAR INCREASE IN PROSPECTIVE BUYERS LOOKING TO MOVE FROM LONDON (Jan-Feb 2018 v 2017)



8%

YEAR-ON-YEAR INCREASE IN PROPERTY VIEWINGS (Jan-Feb 2018 v 2017)

35%

YEAR-ON-YEAR INCREASE IN ACCEPTED OFFERS (year to Feb 2018 v year to Feb 2017)

38 MINS

FASTEST RAIL JOURNEY TO CENTRAL LONDON

Source: Knight Frank Research / EPC

COBHAM SALES

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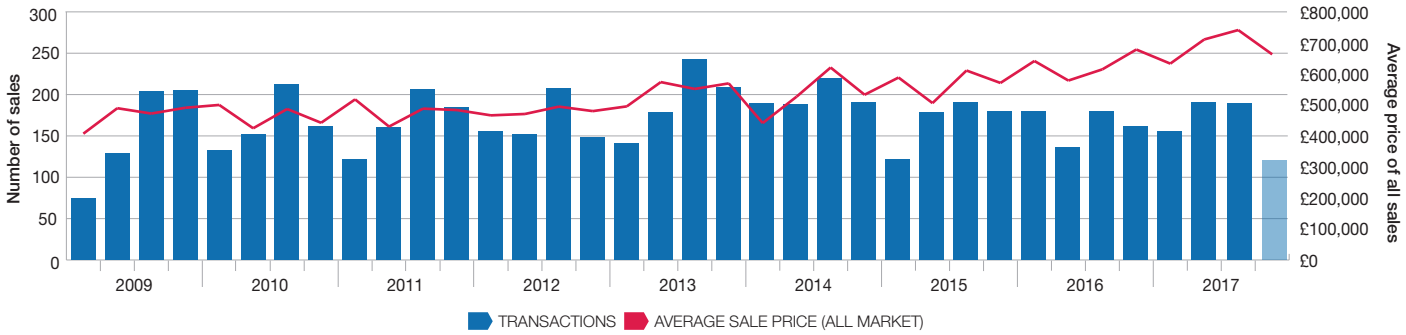
Transaction volumes and pricing data in Cobham



Source: Knight Frank Research / Land Registry

Note: Variations in average sold prices between different time periods reflect stock sold and do not necessarily indicate price growth, Q4 2017 data not yet fully complete