

GUILDFORD

SALES MARKET INSIGHT - 2017

Prime Market Update

Demand for prime property across England and Wales continued its steady improvement over the summer. The number of residential exchanges was 7% higher in the first ten months of 2017 compared to the same period in 2016, Knight Frank data shows. However, the process has not taken place in

a uniform way across all markets and buyer sensitivity to price remains high, primarily as a result of changes to stamp duty and uncertainty surrounding Brexit. Guildford has seen a slight dip in overall sales volumes over this time, according to Land Registry data, while price growth has slowed locally to 3.1% on an annual basis, down from 9% in 2016.

James Ackerley, Head of Town Department

“Price growth in Guildford may have moderated over the last year, but this follows a period of really strong growth in the market since 2010, especially for homes valued up to £3m. Excellent local schooling, good transport links to London and extensive amenities act as an attraction for buyers and this has helped underpin demand. We remain very busy with a 34% increase in the number of sales completed by Knight Frank so far in 2017 compared with the same point in 2016.”

FIGURE 1

Guildford: Fact file

+3.1% price change in the year to August 2017

+39.6% price change in the five years to August 2017

FIGURE 2

Property type Guildford, all stock

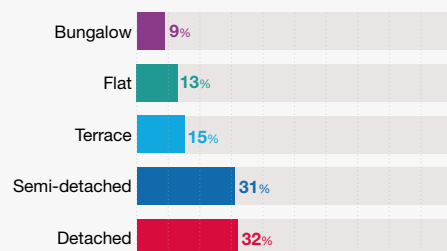
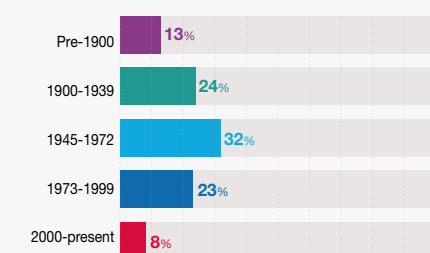


FIGURE 3

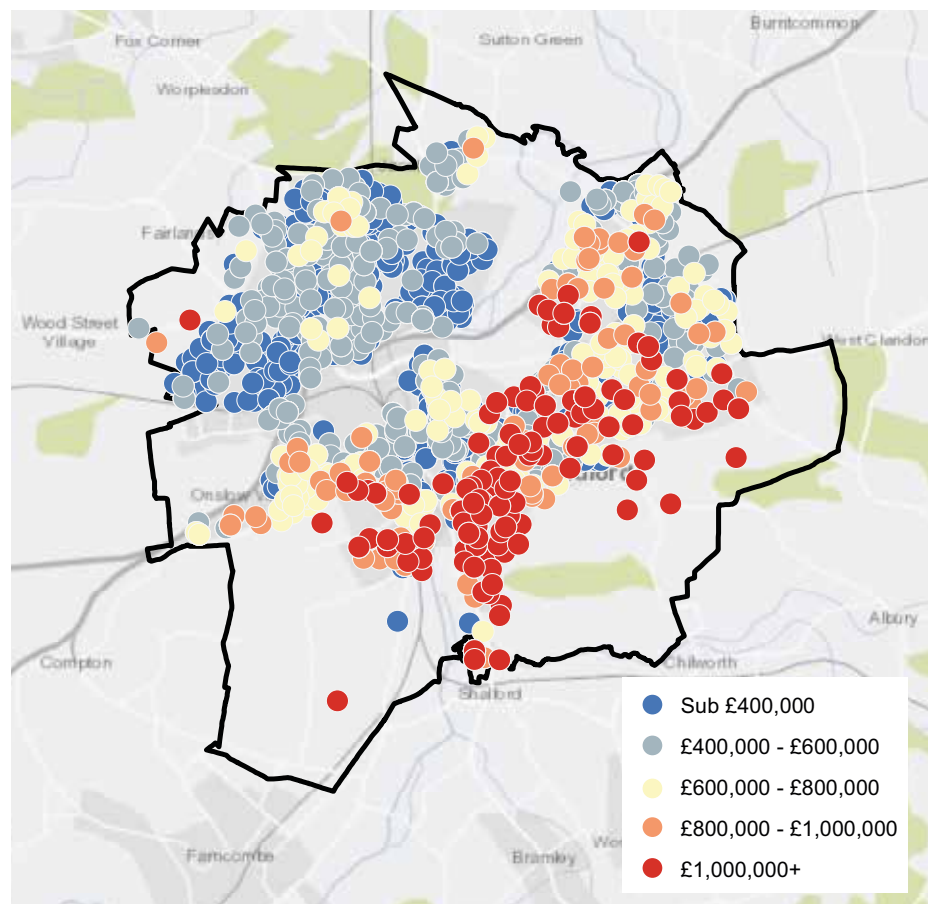
Property age Guildford, all stock



Source: Knight Frank Research

FIGURE 4

Property prices in Guildford Achieved prices, 3 years to August 2017

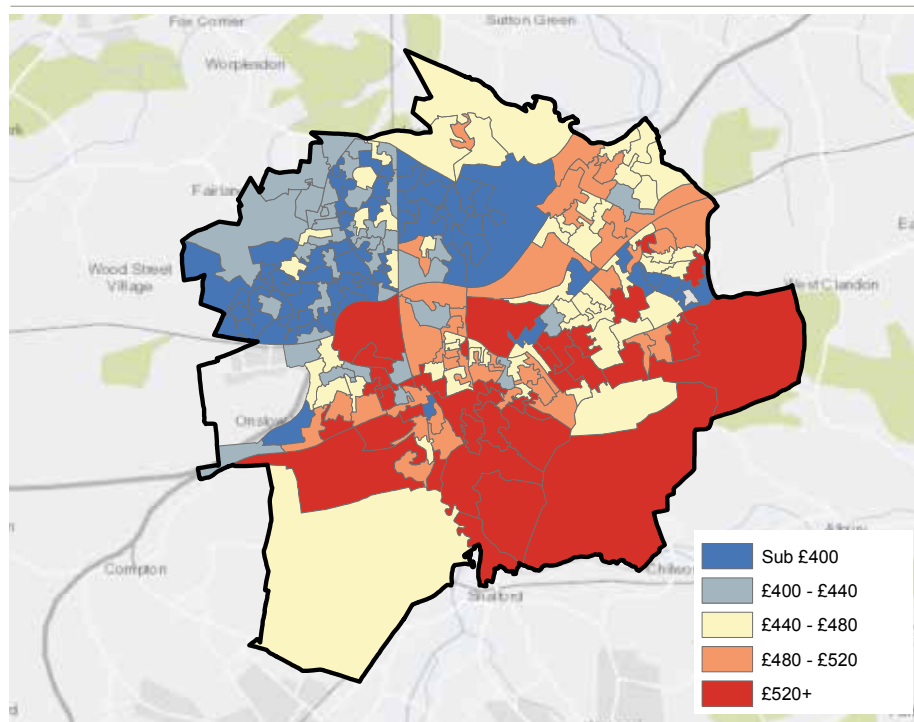


Source: Land Registry

GUILDFORD SALES MARKET INSIGHT 2017

FIGURE 5

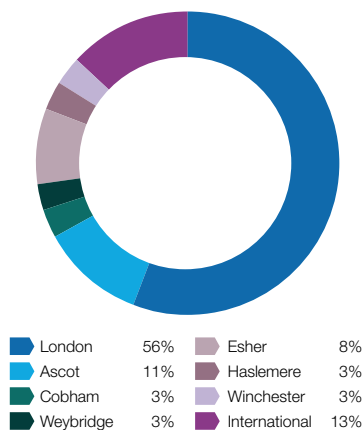
£/psf in Guildford Year to August 2017



Source: Land Registry / EPC

FIGURE 6

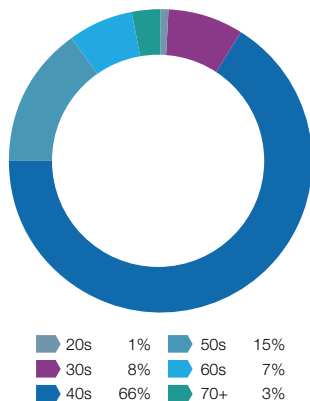
Where do Guildford buyers move from? Buyers who are moving from outside Guildford (Jan 16 - Sept 17)



Source: Knight Frank Research

FIGURE 7

Age of buyers in Guildford
Jan 16 - Sept 17



Source: Knight Frank Research

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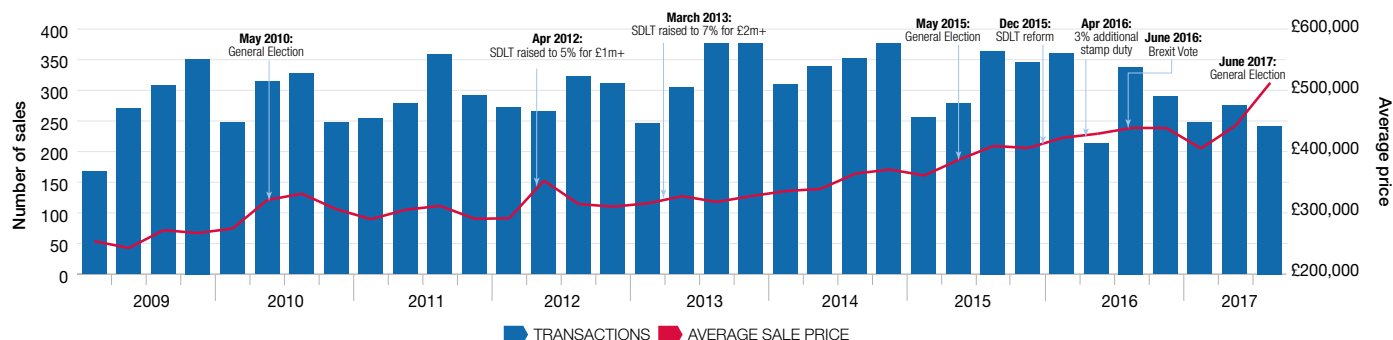
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FIGURE 8

Transaction volumes and pricing date in Guildford



Source: Knight Frank Research / Land Registry