

C O U N T R Y

V I E W

2021 EDITION

LIFE IN THE SLOW LANE

Former F1 driver Mark Webber
on what the idyllic English
countryside means to him

THE GARDEN COMMUTE

Following a year of
adjustments, we look at
the most inspiring home
office solutions

THE FINEST COUNTRY PROPERTIES FROM AROUND THE UK

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COUNTRY VIEW 2021: THE ULTIMATE GUIDE TO THE FINEST COUNTRY PROPERTY

Welcome to the 2021 edition of *Country View*, Knight Frank's annual publication dedicated to showcasing the very best in country property and lifestyle from across the UK. When we launched our last edition of *Country View* at the beginning of 2020, little did we know what the year ahead had in store for us. However, as we begin 2021 on a more promising note with the approval and rollout of vaccines, now is a good time to reflect and take stock, particularly when it comes to the country property market. While many areas of the economy have struggled, the country market has once again not just shown its resilience but experienced something of a renaissance. Pent-up demand during lockdown created a record-breaking run of activity during the summer and autumn of 2020. There has been a clear desire for more space and greenery, but what we are seeing is far more than a Covid-induced fad, and instead a real lifestyle movement towards rural living. Therefore, in this year's edition, we've explored some of the ways in which the rural renaissance has gained momentum. Discover how the ability to work from home either permanently or more frequently has led to a rise in demand for unusual home office spaces (p6); the emergence of the agricultural-inspired, harmonious 'Cottagecore' aesthetic (p8); and how former F1 driver Mark Webber fell in love with the British countryside (p12). That's all before our expert regional insight from Knight Frank's network of offices, as well as browsing our selection of the very finest country properties currently on the market.

I hope you enjoy reading this year's contributions, and you'll agree that now really is the time to make your country property dreams a reality.

A handwritten signature in black ink that reads "Edward Rook". The signature is fluid and cursive.

Edward Rook
Head of the National Country Department

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UK PRIME PROPERTY MARKET REVIEW 2020

2020 has been the year that none of us could have predicted, yet the prime property market has shown resilience, strength and unprecedented growth



BY CHRIS DRUCE

Senior Analyst, Residential Research



The popularity of the prime country property market is soaring, with house prices enjoying their best performance in more than four years.

HOW HAS THE COUNTRY MARKET PERFORMED?

The prime country market made a bright start to 2020, with the decisive general election result in December 2019 reducing the political volatility that had curbed demand in UK property markets over the previous 12 months. However, the UK lockdown in March put the resurgent market on hold until 13 May. The prime country market has performed strongly since this time, and the number of offers accepted in 2020 was both an all-time record and 30% higher than 2019's total, despite the eight-week market lockdown.

WHAT'S DRIVEN ACTIVITY THIS YEAR?

Prime markets have benefitted from pent-up demand generated during lockdown and people's desire to change their lifestyles after the pandemic. There has been strong and sustained interest in having more space to live and work in and living somewhere with more greenery, which has played to the strengths of the country market. Lockdown gave people pause for thought and a resolve to act, and the subsequent activity saw a series of records broken during 2020. July saw the highest ever number of viewings and prospective buyers registering with Knight Frank. Meanwhile, the number of exchanges and offers accepted in October were all-time highs.





Brexit

The threat of a no-deal Brexit has been averted by the signing of a trade deal between the UK and EU. While it won't mark the end of political acrimony, the key point is that it removes the risk of a no-deal cliff-edge.



Motivation

Despite the advent of WFH, traditional demand drivers in prime country markets hold true, including good schools. Properties close to primary schools rated 'outstanding' sell for an average of 10% more than homes located further away, Knight Frank research has found. Growing families, employment opportunities and lifestyle changes, especially after the pandemic, will continue to underpin moves.



Forecast

Prime regional prices were forecast to finish 1% up in 2020, with growth of 4% in 2021. The forecast cumulative increase from 2020 to 2024 is 15%, slightly ahead of the mainstream UK market but behind the prime central London market, which is forecast to see a 17% increase over the same period.

HOW HAS LONDON FARED?

London lagged behind the country market initially but has since seen a surge. October was the third highest month in five years for exchanges in London, although it should be seen in the context of a market that has behaved erratically in 2020. The overall number of exchanges was 19% down in the first ten months of 2020 compared to the previous year. However, prime London markets have returned to quarterly growth with prime central London registering 0.2% in the three months to October and prime outer London, which has benefitted from buyers seeking space, by 0.9%. Values in London are forecast to finish 3% down in 2020.

“Country house prices enjoyed their best performance in more than four years in the third quarter of 2020”

WHAT TRENDS HAVE EMERGED?

Our Global Buyers Survey conducted last summer found over a quarter of respondents were more likely to purchase a second home as a result of the pandemic. The enforced adoption of working from home (WFH) on a national scale has disrupted the market too, with prospective buyers willing to extend their search areas to find the perfect property on the assumption that they will be commuting more infrequently.

WHAT ABOUT THE FUTURE?

The Prime Country House Index remains 13% below its peak in the third quarter of 2007 before the global financial crisis, suggesting there remains headroom for further price growth. By November a third of offers accepted in 2020 had not exchanged, which should ensure transactional activity remains high into the spring. The stamp duty holiday, which runs until the 31 March 2021, will continue to support activity in the wider market too. The deployment of vaccines for Covid-19 is likely to have a significant positive impact on sentiment in the coming months, while the pandemic's impact on the way people live and work should see the prime country market continue to benefit from patterns of behaviour established in 2020.

To stay abreast of changes in the market, and to receive up-to-date forecasts, visit [knightfrank.co.uk/research](https://www.knightfrank.co.uk/research)

WHAT'S HAPPENED TO PRICES IN PRIME COUNTRY MARKETS?

Country house prices enjoyed their best performance in more than six years in the fourth quarter of 2020, growing at an annual rate of 4%, according to Knight Frank's Prime Country House Index.

WHY HAVE HIGHER VALUE PROPERTIES PERFORMED BEST?

The discretionary nature of purchases at this level, sensitivity to political events and a series of tax changes since 2014, means price growth for higher-value properties has been weaker than the wider market in recent years, leaving greater scope for growth. The £5m and above price band was the strongest-performing segment in the three months to December, with growth of 5.1%. This pushed the annual rate of growth to 7.9% in that price bracket. Properties valued between £4m to £5m saw prices increase by 2.9% on a quarterly basis in Q4 2020, and properties valued between £3m to £4m by 2.7%.



THE GARDEN COMMUTE

Arabella Youens looks at inspiring solutions to accommodate the new desire for home working

Not long ago, the shopping list of requirements for a country house had varied little for generations: classic (often Georgian), high ceilings, generous windows, uninterrupted views, no road (or rail) noise and plenty of period charm. Since the advent of the internet, fast, reliable connectivity has been added, along with the other 21st-century must-have: the family kitchen. In 2020, a new entry soared to the top: space for a garden office, or outbuildings ripe for conversion to create one. The year ushered in the concept of working from home, so separate areas to work in undisturbed are now paramount. Arguably, the division between work and home time started to crumble when smart phones became commonplace, but now that more of us are working from home, it has dissolved completely. The traditional nine-to-five working day has evaporated, and a large proportion of office workers have said goodbye to long, daily commutes.

All this has focussed attention on the home: in a recent Knight Frank buyer survey, nearly two-thirds said they are more likely to work from home, and 64% reported that a

home office is now more important than before. Interior designers registered a spike in demand for home offices, and country house agents witnessed a drive for more home-based recreational elements, such as golf simulators and outdoor kitchens. Studies, with bookcase-lined walls, leather-topped desk and large fireplace, were fine for occasional weekend work, but with colleagues, clients and PAs coming in two or three days a week to work, a dedicated, separate space has become fundamental. Add to the mix the need for what the Americans call a “Zoom room”, somewhere that needs not only to look appropriate but with enough soundproofing to maintain professionalism throughout the day. The garden becomes the obvious location. Those looking for a high-impact solution are setting their sights high.

Alongside new-build home offices with panoramic rural views, Ben Holland, co-founder of HollandGreen, is working on a number of big-budget projects, some converting existing outbuildings into all-singing work-and-play centres. “We’re currently creating a ‘Soho Farmhouse-at-home’ for a client so that he doesn’t have to leave the property for anything.

The former stable block is being turned into a stylish home office, with a gym, pool, sauna, massage room, yoga and pilates studios.”

Others are having more fun still. The market for full-size treehouses (for full-sized adults) has taken off in recent years, but had a further shot in the arm during 2020. The East Sussex-based firm Blue Forest are leading the way. Responsible for the treehouse pods at Chewton Glen Hotel in the New Forest, they have been commissioned to bring to life

“A transformative return to a simpler way of living and a renewed affinity with the land”

a variety of canopy-based dreams, from play spaces inspired by Harry Potter’s Hogwarts to luxury bedrooms complete with claw-foot baths and wraparound terraces. Prior to 2020, treehouse office commissions occasionally came up – Blue Forest actually launched from one, before they outgrew it – but such is the current demand that they are shortly releasing a new range aimed at this market.

“Nature is a free and highly effective stress buster,” believe Blue Forest co-founders Simon and Andy Payne. “So, it makes sense that outdoor workspaces are a clever way to bring a feeling of peace to your working day.” Treehouses more than 30cm off the ground require planning permission, so the new range will also include ground-based cabins and pods. Designs are bespoke, and the end result is akin to a mini-house with kitchen, bathroom, underfloor heating and double-glazing. They are clad in cedar (sustainable and weathers well), and prices start from around £120,000, depending on size.

The modular route is another option. Bert’s Box, whose designs feature at The Pig at Brockenhurst, have created the Study Box specifically for home working. Far from clinical



and office-like (as “pre-fab” suggests), they are made from salvaged materials, with Crittall-style, double-glazed windows, and wood-burning stove an optional extra. Prices start from £33,000.

If the boxy shape of Bert’s isn’t organic or eye-catching enough, another pre-fab option is a cedar-shingled pod. Shaped like a giant acorn, the most popular of Podmakers’ collection is their Escape Pod. Costing from £23,760, it stands on a raised platform, allowing it to be rotated to catch the sun.

Some want an office embedded deeper in nature that transports them both physically and psychologically even further from the distractions of home. Enter the cabin home office. Devon-based Out of the Valley create buildings, furniture and interiors that connect people with the rhythms of nature. Their wooden designs invite “a transformative return to a simpler way of living and a renewed affinity with the land”, explains founder Rupert McKelvie. His latest design, the Cedar Cabin, perfectly sized for a garden office, costs from £38,000.

Aside from the structure and views, interiors play an important role in the working environment, adds Amalia Boier of Knight Frank Interiors. Alongside the practical elements of a comfortable chair and appropriate table height, details such as rugs, plants and books create an uplifting, work-conducive atmosphere.

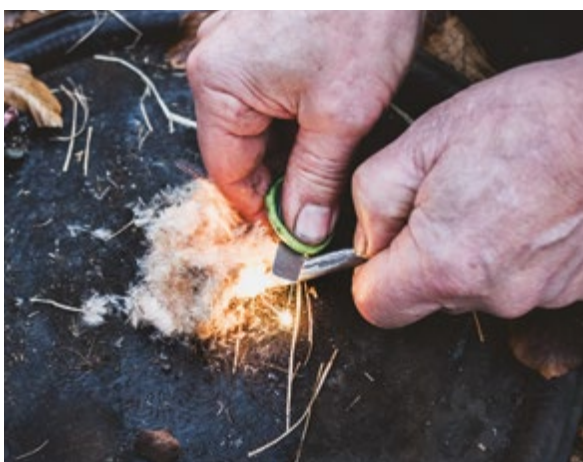
It is impossible to put an exact figure on the return on investment, but by some estimates, a dedicated home office can add as much as 10% to the value of a property. Such is the current demand that a ready-made solution can make the difference in a house finding a buyer or not.



Out of the Valley: Cedar Cabin home office. Holland Green: Home office overlooking swimming pool. Games room as part of a home office.

BACK TO BASICS

Jemima Sissons on a simpler and slower life:
a return to foraging, whittling and finding
harmony with nature



The countryside has long lured thinkers, dreamers, roamers, makers and wanderers, wanting to reconnect with the land and feel the pleasure of natural pursuits. Never more so than in the last year, when the draw of the great outdoors has been felt by many. With it comes a raft of wholesome pastimes – Instagram has been flooded with sourdough brags and urbanites fleeing the big smoke to forage for berries or whittle a spoon on a calm Saturday morning. It even has its own moniker: Cottagecore. But at base it is about desiring the primal – fresh air, using our hands, our senses and, of course, the land.

For writer and cook Rachel de Thample, the move to Dorset this year was spurred by the desire for space and freedom, and wholesome pastimes such as baking sourdough. She now works alongside Hugh Fearnley-Whittingstall. “Dorset is where I’ve been escaping to for the past 13 years. The landscape never ceases to take my breath away.” A far cry from her old London existence, a 10-minute stroll south lands de Thample on the beach for her daily walk. It also means foraging: “I now have access to things I’ve been longing to forage that you can’t access in the city – seaweed, sea buckthorn and mushrooms, which seem to sprout in abundance from the earth of my new stomping ground. And I’ve already started having campfires on the beach,” she says.

Rosie Lloyd Owen, founder of Peardrop London (catering for fashionable mouths such as Stella McCartney and Millie Mackintosh), has also been making use of nature’s bounty. With regular family trips to Norfolk, the Isles of Scilly and Cornwall, her hauls have been abundant. Her foraging passions include picking blackberry and gorse, and growing vegetables and edible flowers to ferment and pickle. “I have always been



appeals to Thyme chef Charlie Hibbert, who is a sourdough fanatic and bakes rye and porridge bread avidly at weekends. “I find the process of making bread therapeutic and calming – you just can’t rush it... you have to go with the flow.”

Cooking aside, many are turning to courses such as bushcraft: family days out, learning how to live off the land, baking bread in the woods, lighting fires from scratch with twigs, making shelters and bows and arrows, whittling a candle holder in a forest clearing and picking berries for a mid-morning snack. “People are yearning for a quieter, simpler, life, and wanting to regain a connection to the land,” says David Willis of Bushcraft. “There is a desire to be more interested in nature, trees, making things, using hands and that family time.”

Pottery has also seen an upsurge, such as at the Clay Garden in Hammersmith, London. “More time combined with the already established tendency towards ‘going back to our roots’, has rekindled the interest in crafts, growing our own food, and creating things by hand which would last a lifetime,” comments Yana Gafurova. “It is like we have opened up a treasure chest to appreciate the simple joys which form the foundations to our human experience. People have found anew an ancient tradition which is so immediately satisfying and allows them the pleasure of touch.” She feels the benefits are numerous, not least “patience and the art of letting go”.

Indeed, this goes deeper than just making lovely things for the home. “In the countryside, we find ourselves with more time to focus on activities such as walks surrounded by nature, cooking, art and other creative projects. These are all activities that have been proven to support our mental wellbeing,” says psychotherapist Holli Ruben, Head of Wellbeing at The

anti-food waste. I love the idea that all this food on our trees and in our nature is there for the picking, rather than shipping bananas from around the world.” This year, on Tresco, she picked sea spinach, caught mackerel and served it on toast with aioli, berries, and edible flowers such as nasturtium, Scilly buttercup and wild fennel. “There is a sense of peace, working from home in the country. Everything is slower.”

Foraging has also gone upmarket. Altana Europe offers coveted trips with chefs, including Mark Hix, providing intimate sorties to unearth Europe’s most flavoursome bounty, based on the tenet that “time spent outside will make you a better person,” says founder Oliver Rampley. “Without fail, guests observe that they feel less stressed, anxious, more focused as a result.”

“There’s something about foraged produce that whips every chef into a frenzy of excitement. I myself have been known to forage, after dark, low-hanging fig leaves – streetside of course – to turn into the delicious fig leaf ice cream we make in the restaurants,” adds Elystan Street chef Phil Howard, who has a share in a foraging company. The cooking aspect also



“I have always been anti-food waste. I love the idea that all this food on our trees and in our nature is there for the picking, rather than shipping bananas from around the world.”

Soke, South Kensington. “A simpler life allows for the time and space to reflect on who you are, too. You have the time to think about what you choose to do with your time and ultimately how you want to live your life.”

Rachel de Thample concurs: “I think the past year has taught us that living in the fast lane is not all it’s cracked up to be.”



HALL OF FAME

Lost in rural Northamptonshire,
Zoe Dare Hall finds Weston Hall

The small Northamptonshire village of Weston is set amidst countryside known for its enigmatic ‘lost villages’ – abandoned, buried medieval settlements whose contours are still visible beneath the verdant fields that now carpet them. Yet Weston’s grandest property, Weston Hall, has ensured that this particular village remains far from lost, as home to the celebrated, high-society and literary Sitwell family for more than 300 years.

The handsome Grade II-listed country house, set in 49 acres of gardens, including a tennis court and swimming pool, woodland and pastureland, has been the Sitwell’s family seat since 1714. But it was in the 1920s and 30s that the property really made its name, when the writer and art critic Sir Sacheverell Sitwell and his Canadian wife, Georgia, moved in.

The couple regularly hosted an eclectic circle of friends,

including Cecil Beaton, Noël Coward, and Evelyn Waugh, who was a friend of all three literary Sitwells, Osbert, Edith and “Sachie”. It is here that Sir Sacheverell wrote many of his 130 books, and a young William Walton composed much of *Belshazzar’s Feast* while living at Weston Hall.

The manor house was Sir Sacheverell’s home for 55 years until his death in 1988. Most recently, Weston Hall has been the family home of his grandson, the food writer and MasterChef critic William Sitwell, who made the house available on an exclusive basis for weddings, and was known, on occasion, to cook for the event. Now, due to other family commitments, the Sitwells are selling to move to the West Country and Weston House is coming to the market for the first time in three centuries.

Weston House – which has nearly 13,000 square feet of living space, including 12 bedrooms, five reception rooms and attic rooms – has naturally seen some adjustments over

time. It was enlarged in the 1770s and saw some Tudor remodelling in the early 19th century. Lady Sitwell insisted that the Great Parlour – which had been turned into a gun room by its previous incumbent – be restored as a dining room for her and Sachie’s famous soirées, and William Sitwell’s mother has added some more recent touches, painting the dining room red and the grand entrance hall pink.

But one of the great beauties of Weston Hall is how little it has changed fundamentally over the centuries, with many of its rooms – including the 19th-century Justice Room, 18th-century library and Victorian orangery – time capsules of British history.

“It has real provenance in its history of ownership and in its character and nature. It’s a house you are immediately drawn to and it’s very true to its origins,” says Peter Edwards, a partner in Knight Frank’s Country Department. “The house is grand and of significant size but it’s not massive or cavernous. It has a mix of formal and informal rooms, from the drawing room with its very tall ceilings and sash windows, to the cosy dining room that seats 16 easily but has a certain intimacy to it.”

Crucially, too, the house may be the grandest in Weston, but it is integral to the local community, located on the edge of the village, moments from the popular local pub, The Crown. “This is a proper, lived-in rural village, typical of many of the beautiful Northamptonshire villages. Then it dawns on you that there’s something a bit special right on the edge,” says Edwards. He describes how, as you pass Weston Hall’s lodge cottage along the meandering driveway, “this wonderful, symmetrical stone house – which is almost Cotswolds-style with its entrance, portico and steps – suddenly appears.”

The house is well known in Weston “because of its literary connections”, says Edwards, “but it’s totally immersed in that village. It’s sad when a dynasty with continuous ownership comes to a natural conclusion, but that’s simply what has happened here.”

“This is a proper, lived-in rural village, typical of many of the beautiful Northamptonshire villages. Then it dawns on you that there’s something a bit special right on the edge.”

As lockdowns have driven many people to seek a more spacious and bucolic alternative to city life, Weston Hall is unlikely to be short of interest from families wishing to start their own long history here. It combines the grandeur of a country mansion, with the conviviality of a rural village location, and Weston is also within easy commuting time of London, by train from nearby Banbury or Milton Keynes, or by car via the M40. Indeed, William Sitwell reports that he can easily leave the house early in the morning for a day’s work in central London, then “be back home in the swimming pool, looking at the sky, by 7.30 in the evening”.

And while its façade may be reminiscent of Cotswold architecture, property values in rural Northamptonshire remain considerably lower than their West Country equivalents. “You get an awful lot more for your money here, possibly 25-30% more, as Northamptonshire as a region is still slightly undervalued,” says Edwards. Lost, it isn’t, but there is still so much waiting to be discovered.



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LIFE IN THE SLOW LANE

Former racing driver Mark Webber talks to *James Fisher* about going with his instincts, and why leaving his family's perfect spot in the English countryside will be the hardest manoeuvre yet

You expect the sound of a motor race, especially the ear-splitting decibels of Formula One, but you don't expect the smell. Petrol hangs in the air, and when combined with the sound and the thousands and thousands of people, a day at the motor-races is as about intense as they come.

So perhaps it's no surprise, then, that those involved seek some kind of solace, some kind of peace, where the only

sounds are birdsong and a babbling brook, the only smell is cut grass, and the only people are friends and family. Well that's what Mark Webber wanted, anyway, and it's what he found in Rookery House and Home Farm in Buckinghamshire.

Mark is no stranger to making a quick decision – driving a Formula One car doesn't often leave a lot of time to overthink things. The same instinct is what led him to purchase the property some 16 years ago. "Rookery House was definitely a bit intimidating, the size and acreage of the property wasn't really what I was looking for," he says. "But in the end, I took a bit of a risk.

I was reasonably established in my career and I thought just the location was a total slam dunk. It's close to Heathrow, it's perfect for mountain biking and outdoor activities, and I love the stream that runs through the property. There were just so many things that got me over the line. It was one of the best decisions I ever made and my gut feeling was right at the time, and there's been so many great experiences here. It's definitely a home and it's worked out brilliantly for us."

The Grade II-Listed Queen Anne House dates back to the 17th century and was one of the original settlements in the hamlet of Aston Clinton, in which it sits. The motorsport pedigree exists not only by the presence of Mr Webber, but

"It's only when you spend time here with the fire pit and a little glass of whisky that you realise that you are so close to lots of things, but could be a long, long way from anything – it's really cool."



also from the fact that the village and its hill-climb course inspired the Aston Martin brand (the Martin coming from co-founder Lionel Martin). However, as Mark reminds me, the reasons behind 16 joyful years at Rookery House aren't speed, but rather, taking things slowly. "It's private and it's quiet. Extremely quiet, even though you have access to Heathrow Airport, which is 30 minutes away," he says. "It's only when you spend time here with the fire pit and a little glass of whisky that you realise that you are so close to lots of things, but could be a long, long way from anything – it's really cool."

Inside, the home has been perfect for Mark and his wife, Ann. With five bedrooms, four reception rooms, a kitchen/breakfast room, study, gym and original wine cellar, the property is perfect for entertaining. Modern touches, such as spotlights in the ceiling, a beautiful en-suite bathroom and a contemporary kitchen, are complemented by gorgeous period features such as exposed wooden beams, open fire places, wooden and stone floors, and delicate plasterwork in places like the dining room and staircase hall. There's also a hidden priest's hole which leads into the roof of the house.

Indeed, the house has been through various and extensive stages of redecoration and modernisation over the years ("birthdays", as Mark calls them), but always in line with its history and Grade II listed status. "Every family who has lived here leaves their legacy which is why it's such a fascinating property. It's a piece of living history. While it's your home, you're also looking after it for the next generation and ensuring it's future," he tells me.

However, it's the gardens and grounds (of which there are some eight acres) that really steal the show, according to





“It blows people away when they come here. It just keeps giving, you walk around every corner and it’s just like ‘wow’.”

Mark. “There’s a lot of mature timber on the property, and the hedgerows are magnificent,” he says. “It blows people away when they come here. It just keeps giving, you walk around every corner and it’s just like ‘wow’. You can see the history, how long the grounds have been established for, and these things just don’t happen overnight.” And if that’s not enough, you can walk into the Chiltern Hills “right off the back of the property”. It’s as good at entertaining wildlife as it is people, says Mark, who describes his “menagerie” of animals, which includes donkeys, alpacas and German

shorthaired pointers – “they have big engines and they need lots of exercise. All the acreage is fenced in so it’s totally secure and they love blasting around. The grounds belong to them,” he laughs.

As important as the home and its garden are, so too is the location and the community in which they sit, and nowhere could be more perfect than Aston Clinton and its

environs, Mark says. Over the years he’s been a keen visitor to the local pubs and enjoys the coffee shops and brunches available in the neighbouring villages. One of his favourites is a coffee shop in the village of Tring, where “the banter is legendary”. “When I’m home, most mornings we go in there and rip into every single person,” he says with a laugh. “It’s great, it’s just fun. It’s that ideal community spirit – people here take an interest in each other’s life and how they’re going, and share some common values of the journey we’re going on – dogs, babies, whatever floats your boat.” He also warns that good times in the coffee shop “can spill over into the evenings quite quickly”!

There’s a tinge of sadness when I ask Mark why the family are leaving Rookery House. The answer is that, post Mark’s racing career, they are spending considerably more time overseas and believe that such are the special qualities of Rookery House that it deserves to be loved and lived in all year round. He is adamant though that there’s nowhere else in the UK he would want to live. He says it’s got everything: space for the family, space for children, space for nature, and it caters perfectly for those looking for adventure (he is effusive about his love for mountain biking, running and motorbikes). He tells me that he even wants to keep in touch with the new owners, if possible, saying that Rookery House is something he’s very proud of, and he would love to make any new owners proud of it, too. “Sadly, we just don’t need this magnificent property anymore,” he concludes. “And the final drive out of here is going to be one of the most brutal trips down the driveway ever.”





The Buying Solution unlocks doors

If a house you've known for years suddenly changes hands without even the neighbours knowing, you can be sure that a buying agent is probably involved. In the midst of a competitive market, having professional advice is more crucial than ever before, as Jonathan Bramwell of The Buying Solution explains

At the start of this year, a prospective client asked whether they could afford not to use The Buying Solution – the answer, of course, was no. Six months later, this advice came good as we acquired their dream mill house off-market, before anyone else had the opportunity to see it. The process required navigating them through a number of potentially hazardous bumps along the way, something they freely admit they would not have been able to do if acting on their own. This is our area of expertise and where we can add real value.

What does The Buying Solution do?

We are property experts who only act for retained buyers providing total market coverage in London and the country. Our intelligence network is extensive, taking in all selling agents, as well as our black book of contacts. It's through this that we seek out properties that otherwise might never come to the market. At the end of the day, we sell you nothing but tell you everything, allowing you to make an informed and balanced decision when it comes to buying a property.

Our team have specialist knowledge of the prime country-house market, as well as the best farms and estates throughout the UK. But finding suitable properties is only the start of our service. What clients repeatedly tell us that they really appreciate is what happens next: the negotiations, the problem solving, the purchase management and the property handover.

How much is bought off-market?

Most people come to us because they want to be ahead of the competition and over 90% of our clients' first viewings are off or pre-market. This year 64% of what we've bought has been off-market, rising to 88% in the Cotswolds. In some cases, we've gone even further and targeted specific houses for clients resulting in a completely private sale.

Why use a buying agent today?

The combination of a global pandemic and a very active country house market has led to a surge in demand. What often follows when the market gets hot is that mistakes are made. I've seen a number of A+ prices being paid for B-rated houses in the past ten months: some have dubbed this the "pandemic premium". Our job is to ensure that this doesn't happen with our clients as we trade on our reputation and giving the right advice.

How do you give the right advice?

Ultimately what we do is give clients back time: no more hours lost trawling through property portals, no more wasted weekends. We know when something is rare and special. Collectively within our team of 14 we have 226 years of experience buying and selling properties. We all live in our respective patches and can provide granular insights into local areas, be it the best schools or village pubs – this is particularly important when clients are first-time country house buyers.

We pride ourselves on the quality of the due diligence that we carry out on properties which covers all aspects of the house and its location, leaving no element unexamined that might ultimately impact the enjoyment and value of it and, at the same time, providing reassurance that it is a good investment. This then flows directly into our negotiations: our clients' offers are well researched so selling agents can present them as a preferred purchaser to their vendors.

What's in store for 2021?

It's going to be interesting as there are several unknowns, including the immediate impact of the Brexit trade deal and the vaccine rollout. What we do know is that, after such a busy year, the cupboard is looking bare as most quality properties have been sold, so the market is likely to remain competitive. The good news is that the market should be buoyant as we already have clients keen to secure properties both in the country and London, so 2021 should remain a good year to sell.

TBS

THE BUYING SOLUTION

Jonathan Bramwell is Head of The Buying Solution and their country team – the independent buying consultancy of Knight Frank. For trusted advice on the London and country markets and to discuss how they charge, contact them on 01488 657912 www.thebuyingsolution.co.uk.



CELLAR SOCIETY

Wine expert *Henry Jeffreys* savours the investment value of the modern cellar

Wine merchants have been doing a roaring trade because, as Joss Fowler of Farr Vintners puts it: “What else is there to do except cook nice food and drink better wine?” Wine lovers are buying more to drink at home and trading up, spending the money that would have gone on restaurants and holidays. When the family starts complaining about boxes piling up everywhere, perhaps it’s time to invest in a proper wine cellar.

There has recently been a flurry of interest in installing bespoke home cellars from residents who, after spending more time at home, have realised they want a finer selection of wine at their fingertips. Wine by Design built the magnificent 50,000-bottle facilities at London wine club 67 Pall Mall, and through them, private individuals can commission anything from a classic gentleman’s-club feel in dark wood to something ultra-modern in acrylic, steel and glass which might cost around £45,000. Understandably, the

company completes only 12-15 projects a year. The 40-year-old company Spiral Cellars builds elegant concrete cellars based around a sunken spiral staircase holding up to 1,900 bottles, for around £20,000 to £80,000. But you don't need an underground space – some choose to build wine “cellars” in all manner of properties, including yachts. Wine just needs to be stored at a constant temperature of 12-15 degrees centigrade, with humidity around 55-75% to stop corks drying out, and protection from light and vibration.

Storing wine securely and elegantly isn't cheap, but Tim Lewis of Sorrells believes that a proper cellar adds value to a house: “It's something different, everyone's got a kitchen or cinema room. Wine has become so popular now that having something like that really attracts people when it comes to viewing a house.” His company can do everything from converting a cupboard under the stairs for £15,000 to one finished recently which holds 33,400 bottles and cost £186,000. For some clients, he'll do both their town and country properties.

A good cellar is a way of showing off your collection rather than squirrelling it away. A stunning “wine wall” will keep your bottles on display but in perfect condition, in the kitchen, dining room and even by the swimming pool. “The current trend is to locate the cellar in the kitchen, dining, or entertaining space,” divulges

Spiral Cellars MD Lucy Hargreaves. “We recently put a cellar into a billiard room to create the ultimate ‘man cave’.” Or how about the concept of an adjoining tasting room? Perfect for entertaining, and said to grace the house of a well-known retail magnate.

Don't forget that wine can be a great investment: you don't have to pay capital gains tax on it as it's classified as a wasting asset. According to Robert Whipple of wine and whisky investment company London Barrelhouse, Liv-ex (the FTSE for wine) is up by 147% in the last 10 years, and money is pouring into liquid assets as investors struggle to get a return from banks. If buying wine to invest, it's worth keeping it in a bonded warehouse with a company such as Berry Bros. & Rudd. This not only makes it easier to sell but you don't have to pay VAT or duty.

So what should you be buying? Joss Fowler of Farr Vintners is emphatic: “Every cellar should start with Bordeaux. It's consistent. If you buy a bottle of Lynch-Bages from any vintage in the last 20 years, you're going to be happy.” He recommends buying the 2019 vintage to drink in 10-20 years' time. Tom Harrow of Honest Grapes agrees: “The best of Bordeaux in 2019 was a five-star vintage at three-star prices. You can pick up Mouton Rothschild for 30% less than the previous year.” For earlier drinking, Fowler recommends 2009 Bordeaux.

But it's not all about Bordeaux. Gary Owen of Berry Bros. says that Premier and Grand Cru red Burgundy 2016 “will be rocking in 10-20 years' time”. According to Tom Harrow, “Italy is making a charge now.” He recommends wines from Barolo, Barbaresco and the Super Tuscans. Prices are going up: “Liv-ex shows Italy by far out-performing the market,” he says, but there are still (relative) bargains to be had: “There are wines hovering around £60 a bottle. A reasonable price to pay for the world's finest wines.” Don't overlook champagne: Gary Owen tips the best wines from vintages like 2002, 2008 and 2012 to put away for a decade or two, while Tom Harrow recommends: “Taittinger Comtes de Champagne 2008 in magnum. It will make an amazing centrepiece to your cellar.”

Whether buying to invest or to drink, or a bit of both, now is an exciting time for the wine lover. Robert Whipple thinks the market is on the verge of a boom that's going to last at least two years. Who knows for sure, but whatever you buy, it's going to look splendid when entertaining friends in your bespoke cellar. You'll never have to leave the house again.

Wine to invest in or drink in 10-20 years



2019 Bordeaux: Grand Puy Lacoste 2019

Joss Fowler recommends buying this instead of first-growth claret. Be patient and you'll be rewarded with one of the world's great wines. (Farr Vintners, £540 for 12 ex VAT & duty).



2008 Prestige Cuvée Champagne: Pol Roger Cuvée Sir Winston Churchill 2008

2008 is up there with the best Champagne vintages of the last 20 years. Superb last year, it's only going to get better. (Berry Bros. & Rudd, £1,400 for 6 ex VAT & duty).

Wine to keep for 5-10 years



2016 Barolo and Barbaresco: Barbaresco, Castello di Verduno 2016

2016 was a great vintage in Piedmont. The top stuff from designated crus are for the long term but this Barbaresco is already charming. (Justerini & Brooks, £119 for 6 ex VAT & duty).



2016 Village red Burgundy: Philippe Pacalet Gevrey Chambertin 2016

You can spend a lot of money on red Burgundy and be disappointed, so it's worth listening to the experts. (Honest Grapes, £350 for 6).

Wine to drink now to five years



2018 Chablis: Domaine Long-Depaquit Chablis Premier Cru “les Vaillons” 2018

White Burgundy is so versatile. At this level you can drink now but it's not going anywhere. (Honest Grapes, £180 for 6).



2017/18 Dão: Quinta do Correo Tinto 2017

Tom Harrow refers to the Dão region as “the Burgundy of Portugal”. The wines won't be this cheap for ever. (Honest Grapes, £76.80 for 6).





THE DREAM SET UP: HOW THE PRIVATE RESIDENCE CONSULTANCY MAKES LIFE IN THE COUNTRY SIMPLE

Exceptional country residences require expert management. Knight Frank's Private Residence Consultancy is your essential and trusted advisor, says *Cathy Hawker*, in all aspects of buying and running your country property

Owni ng a substantial country house is a rare and joyful pleasure but not without its challenges. From maintenance to land management, there are many skills to master. A prized woodland needs environmental know-how, rearing livestock requires hands-on attention, and running the entire property calls for expertise and an exhaustive address book. That's where Knight Frank's Private Residence Consultancy comes in. As specialists in all aspects of country house operations, they provide support and advice, from expediting the purchase through to daily management, ensuring owners get maximum enjoyment and value from their investment. Robert Blake, Head of Knight Frank's Private Residence Consultancy, outlines the role his team plays in making a country house purchase a triumphant success.

How would you describe your role?

RB: We look after incredibly special properties, cherished by their owners, and that carries a substantial responsibility. Our role covers all aspects of running large properties, from

maintenance of buildings and grounds to staffing, security and accounting. However, what truly defines our work is the relationship with our clients: more than just trusted professional advisors, we become part of the fabric of the property.

What are the challenges of managing a large country property?

RB: We look after a huge range of properties in diverse settings, with unique characteristics and challenges. We take pride in our ability to assist the owners in putting their own stamp on their property and enjoying every aspect of their home, while honouring the history and esteem these houses have within the community. A common necessity is a management plan and budget. Understanding planned regulatory changes is a vital part of that. The Government's net zero climate target puts mounting pressure on improving energy performance and phasing out certain fuel sources, and while some exemptions are in place for older buildings, we appraise the options and ensure our clients benefit from improvement schemes.



“Our clients are as varied as their properties. They are truly international, from established multi-generational families to Silicon Valley success stories.”

Tell us more about your clients.

RB: Our clients are as varied as their properties. They are truly international, from established multi-generational families to Silicon Valley success stories. Some live at their property, while others pay only occasional visits. What distinguishes them all is their desire for us to ease their lifestyle so that when they are in residence they can focus on what they value most, whether that’s enjoying solitude, family life or sports.

What is your most requested service?

RB: New clients often need help resolving specific issues, but our greatest endorsements are for ongoing guidance. Our extensive knowledge helps properties and estates run smoothly, reducing costs and covering the legal aspects of ownership. Our advice in avoiding potential liabilities can prove invaluable.

How can your team smooth the purchasing process?

RB: In the early stages, our role is principally advisory. By introducing top specialists, we ensure that all aspects of the process are dealt with sensitively and efficiently. Knight Frank Finance, for example, offers a personal broker service with access to over 180 financial products, including a variety of mortgages and insurance options.

What subsequent services do you offer?

RB: Between exchange and completion, we assume a more hands-on role. We prepare a property handbook for clients, detailing every aspect of how the property operates. It ranges from where to find fuse boxes to recommendations for the best local pub. Once a client takes possession of a property, we advise having the grounds professionally mapped.

The accurate estate maps our Mapping team provides can prove invaluable long-term. We advise on issues including insurance, recruitment, management of cottages and staff accommodation, health and safety and security. Knight Frank are experts in land management, letting agricultural land and preparing environmental grant requests for woodlands, with on-hand assistance from our Agricultural Consultancy. Through our Rural Asset Management team, we offer accountancy services, managing invoices and collecting rent. Clients can also call on Knight Frank’s Building Surveying and Interiors teams.

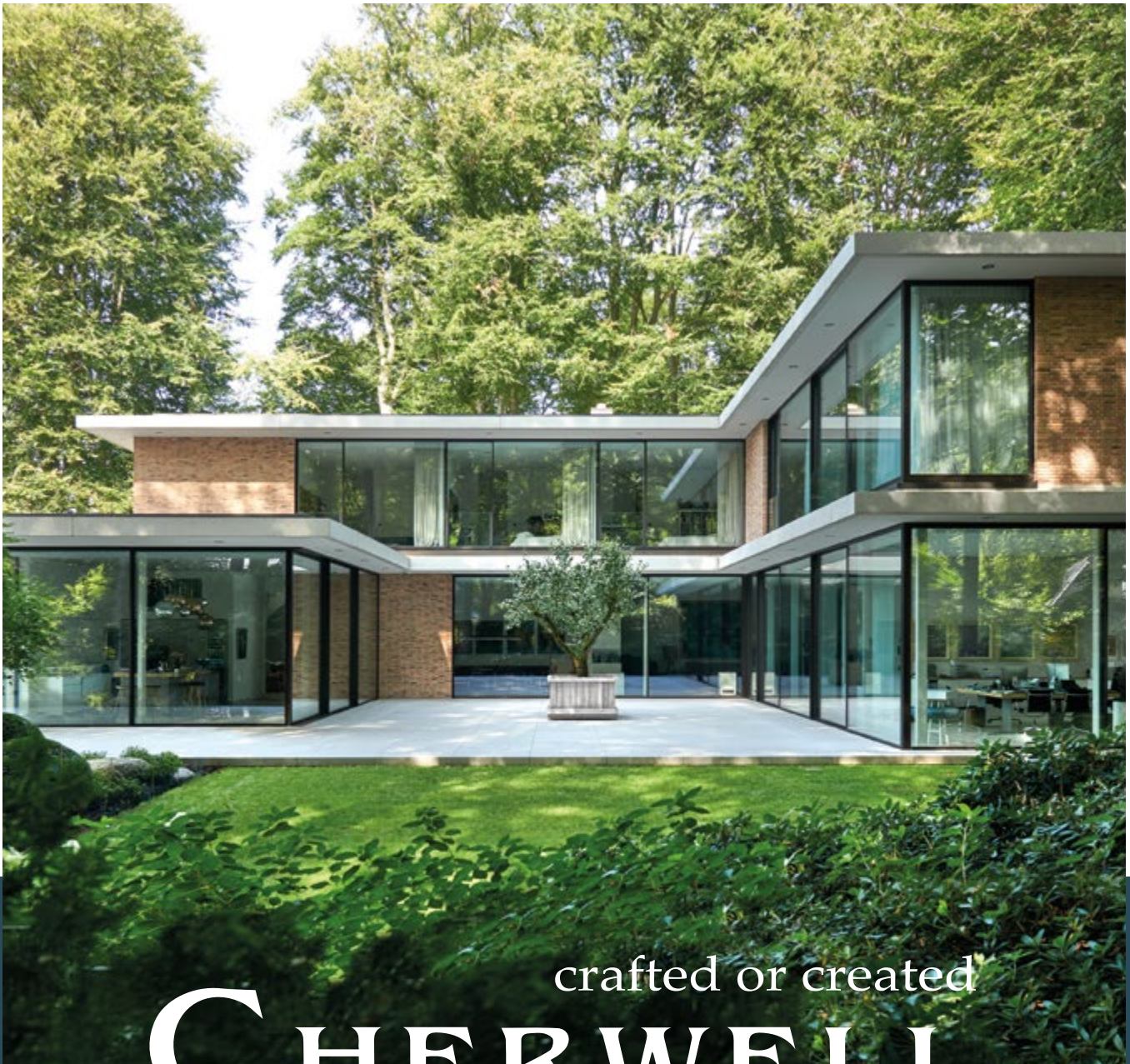
Outline a typical day.

RB: Last week, at dawn, I was perched on the cottage rooftop of a Berkshire estate, accompanying an ecologist and roofing contractors. After moving some bats to their government-approved temporary accommodation, I visited another property to discuss insurance renewal with brokers. Back at the office, I spoke to recruitment agents for an Estate Manager position in Gloucestershire and then stopped for lunch overlooking rolling hills in Hampshire. In the afternoon, I co-ordinated the sale of some agricultural land and made a start on annual budgets providing client income forecasts. These ensure funds are available for maintenance and staff salaries, and for one-off projects such as stocking trout ponds or planting trees.

Any unusual requests from clients?

RB: We often become close to our clients, and I have received many unusual requests. One of our strengths, however, is our sensitive and discreet approach – so my best stories will stay utterly private.

For more information and to discuss how the Private Residency Consultancy can help contact our expert Robert Blake on 01488 607447 or robert.blake@knightfrank.com



crafted or created

CHERWELL

Glazing solutions,
designed for you.

Banbury · Beaconsfield



The London connection

From sporting estates to city villas, castles to farmhouses, our National Country Department brings to market exceptional homes in the UK, Ireland and Channel Islands. The largest national department of its kind, our 30-strong London-based team has more than 300 years of combined experience and handles more country property sales than any other agent in the UK

A dedicated team, in London and locally

When you engage our team, we work closely with your local Knight Frank office to pool resources and experience to market your property. This gives you improved coverage and a comprehensive service from a team with a proven track record to match buyers to their ideal home and county.

You can also tap into the expertise of specialists within our department, such as those who focus on properties valued at more than £8 million, or our Farms, Estates and Equestrian team.

Going further to find the right buyer

We connect with and draw on the full Knight Frank network globally, to find suitable, ready-to-proceed buyers. Along with our country offices, we work closely with 22 sales offices and those in Russia, India and the Far East. Our website is translated into 24 languages, and we utilise our high-profile social media presence and content marketing efforts – all to maximise your property's visibility.



Off market sales

Around a third of our properties are sold off market – in other words, privately and without ever being advertised. This approach is popular with sellers wanting a discreet transaction and allows buyers to access sought-after properties not typically available on the open market.

Our team will happily make this option available, should you feel it's the right course, and will make every effort to market it to our discerning network of buyers from around the world.

Connecting you to other services

We also offer sellers and buyers access to a full range of property-related services provided by Knight Frank and our partners. They include our independent buying consultancy, The Buying Solution, our Building Consultancy, Rural Consultancy, Knight Frank Finance and insurance partners RK Harrison, among others.

SPEAK WITH A TEAM MEMBER

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Dorset, Somerset, Devon & Cornwall

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Kent, Sussex, South Surrey

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TOM STEWART-MOORE tom.stewart-moore@knightfrank.com

NORTH SURREY

From Wentworth to Esher, the North Surrey area offers country living and high-end lifestyle opportunities, all with the added benefit of London city centre just a short commute away



Stuart Cole

HEAD OF NORTH SURREY SALES

12 months ago, the world was a completely different place. However, unlike many of the predictions that surrounded the Covid-19 pandemic, the housing market in North Surrey actually benefitted hugely as people realised that they no longer wanted to be cooped up in apartments and small properties in London. We have seen an increasing demand in people (particularly those with young children and growing families) wanting a property close to London with great amenities and more space around them; not just spacious gardens but also surrounding countryside. Working from home and a different way of living seems to be the new normal and we anticipate this continuing through into 2021, particularly when international buyers can return to the UK without having to quarantine.



Offers accepted for homes above £2m in North Surrey increased by 40% (2020 vs 2019)



81

SCHOOLS / NURSERIES RATED OFSTED OUTSTANDING

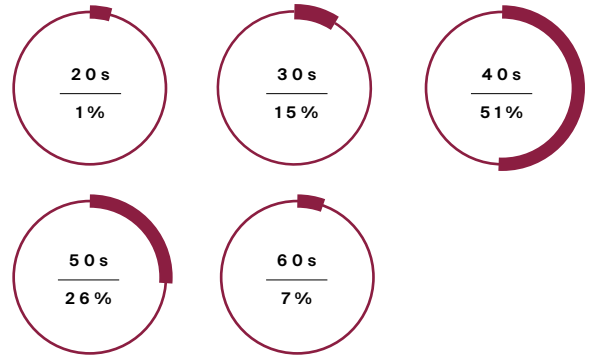


Fine Dining

NORTH SURREY HAS
9 MICHELIN STAR/BIB
GOURMAND
RESTAURANTS

36%

The percentage of buyers in North Surrey who work in the financial sector (£2m+ sales)



Average age of buyers in North Surrey in 2019 (£2m+ sales)

58%

The number of new prospective buyers registering with Knight Frank with an interest in property above £2 million increased 58% (2020 vs 2019)

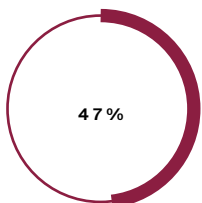


“We have seen an increasing demand in people (particularly those with young children and growing families) wanting a property close to London with great amenities and more space around them; not just spacious gardens but also surrounding countryside.”

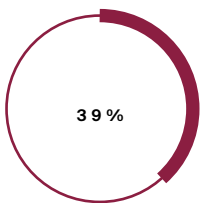
STUART COLE, PARTNER, COUNTRY DEPARTMENT

THE AVERAGE SIZE OF A PROPERTY SOLD BY KNIGHT FRANK IN NORTH SURREY VALUED BETWEEN £2 MILLION AND £7 MILLION IS 7,077 SQ FT (2020)

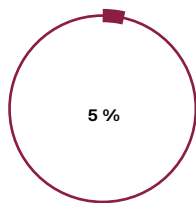
SOUTH EAST



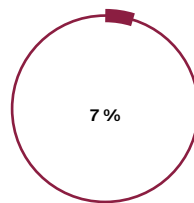
LONDON



SOUTH WEST



REST OF UK



Where did buyers in North Surrey come from? (£2m+ sales, 2020)

4.1

Million

Is the average price of a property sold by Knight Frank above £2 million in the area, in 2020.



OAK HOUSE Esher, Surrey

An elegant period home located in one of Esher's most desirable roads overlooking Littleworth Common with character features including fireplaces, wood floors, decorative ceilings, skirting and ornate coving. Set in a south-west facing plot approaching half an acre, the property has excellent room proportions throughout with high ceilings.

*6 bedrooms | 6 reception rooms | 5 bathrooms
Approximately 5,997 sq ft | Shepherd's Hut | EPC D*

adam.burlison@knightfrank.com
020 3918 2427

Guide price £3,950,000
Property Number ESH012013451



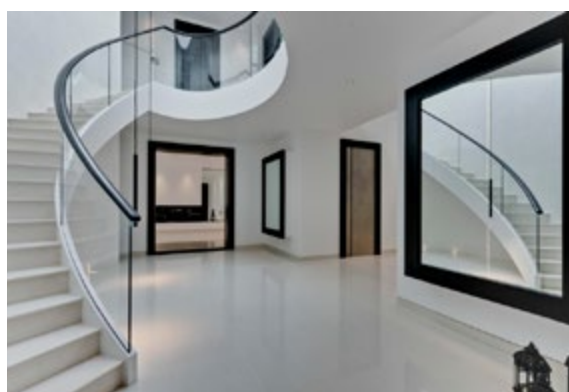
HAMPTON PLACE Wentworth Estate, Surrey

A magnificent family residence by Octagon Developments, situated on the prestigious private Wentworth Estate. This property is fully air-conditioned and offers substantial accommodation over three floors.

*6 bedrooms | 6 reception rooms | 7 bathrooms
Indoor swimming pool, gym & spa | Staff accommodation | EPC B*

edward.shaw@knightfrank.com
020 3813 7585
stuart.cole@knightfrank.com
020 3944 7097

Guide price £8,250,000
Property Number ASC190208



THREE OAKS St George's Hill, Surrey

Designed in 2019 to an exceptional standard, situated at the summit of St George's Hill private estate, this striking mansion incorporates the latest in modern technology.

*7 bedrooms | 6 bathrooms | 4 reception rooms
Double garage | Approximately 6,458 sq ft | EPC B*

nathaniel.bracegirdle@knightfrank.com
01932 808586
alex.collins@knightfrank.com
020 3504 8346

Guide price £7,300,000
Property Number CHO012078523



OAKRIDGE HOUSE Oxshott, Surrey

A spacious family house in the exclusive and private Crown Estate. Oakridge House has been completely refurbished and provides immaculate accommodation arranged over three floors.

*6 bedrooms | 5 reception rooms | 7 bathrooms
Indoor swimming pool | Multi-sport hard court | EPC C*

charles.davenport@knightfrank.com
01932 808663
tom.hunt@knightfrank.com
020 3944 6813

Guide price £5,250,000
Property Number CBM190104



BISHOPSGATE PLACE Englefield Green, Surrey

A superb new home built to the highest specification set in gardens and grounds adjoining Windsor Great Park. Bishopsgate Place is a classically designed residence, specified with great attention to detail and state-of-the-art technology.

*6 bedrooms | 5 bathrooms | 4 reception rooms
Triple garage | Approximately 4,729 sq ft | EPC C*

edward.shaw@knightfrank.com
01344 981532
alex.collins@knightfrank.com
020 3883 5243

Guide price £4,500,000
Property Number VIR190002



ACAPLANA
Wentworth Estate, Virginia Water

An exciting new build contemporary home on the main island of the prestigious Wentworth Estate. Comprising large, bright dining room, drawing room and kitchen space with separate preparation area. The kitchen and dining room all open out on to a garden terrace, ideal for entertaining.

*7 bedrooms | 5 bathrooms | 4 reception rooms
Double garage | Courtyard | Library | EPC E*

alex.collins@knightfrank.com
020 3918 3591
edward.shaw@knightfrank.com
01344 987968

Guide price £6,000,000
Property Number ASC190216

SOUTH EAST

*With a great transport network and London at the heart of
the region, the South East remains a popular destination for
both local and international buyers*



Oliver Rodbourne

HEAD OF SOUTH EAST SALES

The South East of England has seen record numbers of buyers leaving London in the last nine months. Families moving out of the capital along with local buyers wanting a change in lifestyle has resulted in a flurry of transactions since the first lockdown, and the South East has thrived due to its accessibility and variety of property it has to offer. We've seen exceptional demand for waterfront properties, especially with direct access onto a beach or estuary, and several highly competitive key sales have taken place off the back of this. With the sentiment shift of searching for green spaces or coastal retreats combined with the new-found ability to work from home, I expect this demand to continue for the foreseeable future.



Exchanges for property above £2m in the South East increased by 29% (2020 vs 2019)



310

SCHOOLS / NURSERIES RATED OFSTED OUTSTANDING

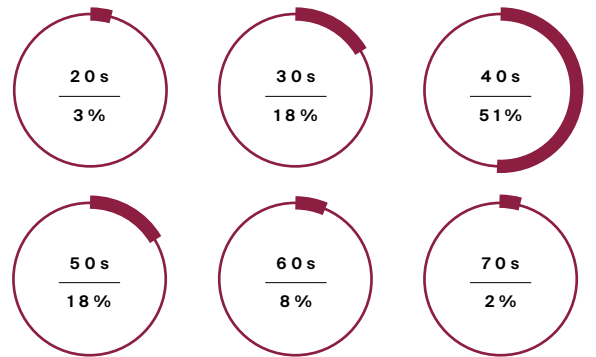


Fine Dining

THE SOUTH EAST AREA HAS 6 MICHELIN STAR/BIB GOURMAND RESTAURANTS

38%

The percentage of buyers in the South East who work in the financial sector (£2m+)



Average age of buyers in the South East in 2019 (£2m+ sales)



"We've seen exceptional demand for waterfront properties, especially with direct access onto a beach or estuary, and several highly competitive key sales have taken place off the back of this."

OLIVER RODBOURNE, PARTNER, COUNTRY DEPARTMENT

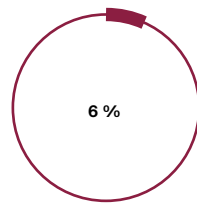
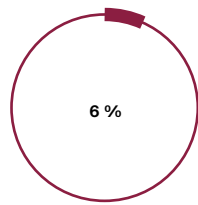
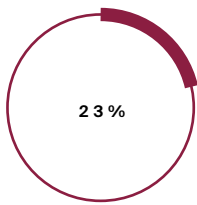
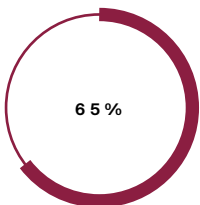
THE AVERAGE SIZE OF A PROPERTY SOLD BY KNIGHT FRANK IN THE SOUTH EAST REGION THAT IS VALUED BETWEEN £2 MILLION AND £7 MILLION IS 6,584 SQ FT (2020)

SOUTH EAST

LONDON

SOUTH WEST

INTERNATIONAL



Where did buyers in the South East come from? (£2m+ sales, 2019)

3.2 Million

Is the average price of a property sold by Knight Frank above £2 million in the area, in 2020.



TROUT GRANGE Coldharbour, Surrey

Trout Grange is a lovely family home comprising both a main house and a barn conversion, set in an elevated position in the Surrey Hills. The property is approached along a 1km private driveway with 360 degree views and within an Area of Outstanding Natural Beauty.

*8-11 bedrooms | 4-6 bathrooms | 5-8 reception rooms
Swimming pool | Tennis court | Annexe | In all about 19 acres | EPC D*

julia.robotham@knightfrank.com
020 3944 6911
james.grillo@knightfrank.com
01483 355872

Offers in excess of £3,750,000
Property Number GLD012044772



THE MANOR HOUSE Sutton Green, Surrey

Located in the popular Sutton Park Estate. The Manor House is a stunning Grade II listed property. The house enjoys a unique, tranquil and private setting without being isolated. Local services and communications are nearby in the village of Sutton Green.

*5-7 bedrooms | 4 bathrooms | 6 reception rooms | Annexe | Tennis court
Indoor & outdoor swimming pools | Outbuildings | In all about 31 acres*

julia.robotham@knightfrank.com
020 3813 7367
nigel.mitchell@knightfrank.com
01483 342005

Guide price £5,500,000
Property Number GLD130003



BALLARDS HALL Oxted, Surrey

Ballards Hall is an impressive Oak framed Hall house constructed to the highest specification. The property underwent substantial extension and remodelling work in 2014. The picturesque towns of Oxted and Westerham are within a five minute drive.

*6 bedrooms | 4 bathrooms | 5 reception rooms | Lodge with gym & treatment room
Sunken hot tub | Gazebo | Fire pit | EPC D*

edward.rook@knightfrank.com
020 3925 9225
matthew-hodder.williams@knightfrank.com
01732 808924

Guide price available on request
Property Number CHO012021539



CHESWORTH HOUSE Horsham, West Sussex

Chesworth House is a magnificent Grade II* listed Tudor country house dating from the 15th century with later 17th century additions. The property is located in a picturesque rural setting on the River Arun.

*5 bedrooms | 5 bathrooms | 7 reception rooms | Cottage | Paddocks | Parkland
Lake & River Arun frontage | In all about 23.52 acres*

oliver.rodbourne@knightfrank.com
020 3944 6595
edward.rook@knightfrank.com
020 3944 6644

Guide price £5,500,000
Property Number HOR150058



CHAMPIONS FARM Thakeham, West Sussex

Champions Farm is a refurbished Grade II listed country house set in beautiful rolling West Sussex countryside. The property sits almost in the middle of its own land and benefits from no visible neighbours and a very quiet position.

*7 bedrooms | 3 bathrooms | 5 reception rooms | Cottage
Annexe | Outbuildings | In all about 33.14 acres*

oliver.rodbourne@knightfrank.com
020 3944 7470

Guide price £3,250,000
Property Number HOR160059



LOCK HOUSE Horsham, West Sussex

Lock House is a substantial Grade II listed country house providing extensive accommodation and set within mature grounds. The main residence extends in all to nearly 20,000 sq ft. In addition, there is extensive garaging and a guest cottage.

*10 bedrooms | 7 bathrooms | 5 reception rooms | Gym
Swimming pool | Tennis court | Outbuildings | In all about 84.7 acres*

oliver.rodbourne@knightfrank.com
020 3642 6196
james.crawford@knightfrank.com
020 3944 7284

Guide price £6,500,000
Property Number CHO0120938873



LANGTON HOUSE Langton Green, Kent

Langton House is a striking Grade II listed Regency house in a stunning setting, on the outskirts of Tunbridge Wells. It has elegant proportions, extends to over 8,000 sq ft and has its own cricket pitch.

*8 bedrooms | 5 bathrooms | 7 reception rooms
Tennis court | Annexe | In all about 12 acres*

edward.rook@knightfrank.com
020 3944 7090
ross.davies@knightfrank.com
01892 887180

Guide price £3,750,000
Property Number TNW070004



CROWBOURNE FARM Goudhurst, Kent

Crowbourne Farm is a stunning Grade II listed former farmhouse with mid-17th century origins and a later Victorian extension. The house is exceptionally presented throughout, including the majority of outbuildings which have been refurbished during the current ownership.

*6 bedrooms | 5 bathrooms | 6 reception rooms | Cottages | Stabling | Tennis court
Lake | Paddocks | Woodland | In all about 12.2 acres*

julia.robotham@knightfrank.com
020 3773 8990
simon.biddulph@knightfrank.com
01892 884860

Guide price £3,750,000
Property Number TNW0120366384

SOUTH WEST

*The South West offers a diverse landscape, from the
popular coves of the South Coast to open rugged countryside
– all at great value for money*



Edward Cunningham

HEAD OF SOUTH WEST SALES

The South West has soared in popularity recently. July brought us the most registrations we've seen in a single month for over nine years, while October set an all-time record for offers accepted and the number of exchanges outside of London. Primarily driven by political stability, the finalisation of leaving the EU and the Covid-19 pandemic, we have witnessed a mass exodus of city dwellers to the countryside. The South West has always been a popular location choice thanks to the availability of well-regarded schooling and transport networks, but primarily the quality of life available. Most noticeable recently is the upturn in demand for waterfront homes, while city properties in places such as Bristol and Bath have also continued to thrive thanks to the electrification of mainline rail routes to London.



New instructions for sale for properties valued above £2m are up 23% (2020 vs 2019)



286

SCHOOLS / NURSERIES RATED OFSTED OUTSTANDING

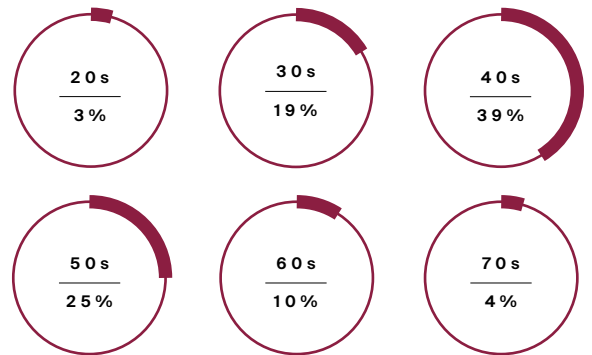


Fine Dining

THE SOUTH WEST AREA HAS 31 MICHELIN STAR/BIB GOURMAND RESTAURANTS

17%

The percentage of buyers in the South West who work in the financial sector (£2m+)



Average age of buyers in the South West in 2020 (£2m+)

53%

Since the market reopened on 13 May to November, the number of viewings for property above £2m has increased by 53% (versus the same period in 2019)



"The South West has always been a popular location choice thanks to the availability of well-regarded schooling and transport networks, but primarily the quality of life available."

EDWARD CUNNINGHAM, PARTNER, COUNTRY DEPARTMENT

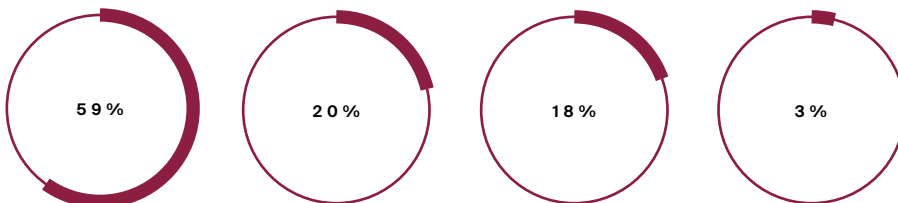
THE AVERAGE SIZE OF A PROPERTY SOLD BY KNIGHT FRANK IN THE SOUTH WEST REGION VALUED BETWEEN £2 MILLION AND £7 MILLION IS 6,731 SQ FT (2020)

SOUTH WEST

SOUTH EAST

LONDON

INTERNATIONAL



Where did buyers in the South West come from? (£2m+ sales, 2020)

3.5 Million

The average price of a property sold by Knight Frank above £2 million in 2020.



PENNHILL FARM Shaftesbury, Dorset

Pennhill Farmhouse is a newly extended and refurbished farmhouse. Situated outside the hamlet of Bedchester, the property is surrounded by beautiful, rolling countryside with views of Hambledon Hill to the south and Shaftesbury to the north.

*5 bedrooms | 4 bathrooms | 2 reception rooms | Annexe | Carport, 2 garages & machinery store
4 loose boxes, tack room, store room & feed store | 3 bay agricultural barn | Garden & paddocks | In all about 8.2 acres | EPC D*

hamish.humfrey@knightfrank.com
020 3944 7255
luke.pender-cudlip@knightfrank.com
01935 808356

Guide price £2,650,000
Property Number SHE012052143



FRENCHMAN'S CREEK Dartmouth, Devon

Frenchman's Creek stands in a private and elevated position with dramatic and far-reaching sea views from this highly desirable South Devon location. Designed by BBH architects, the property was built in 2009 and combines sleek contemporary architecture with extensive use of local and traditional materials.

*5-7 bedrooms | 4 bathrooms | 3 reception rooms | Indoor leisure suite with swimming pool | Smart home technology
Landscaped gardens | Terracing | Balconies | Garage | Car port | Studio | In all about 2 acres | EPC B*

hamish.humfrey@knightfrank.com
020 3944 7365
christopher.bailey@knightfrank.com
01392 240834

Guide price £4,950,000
Property Number CHO012016338



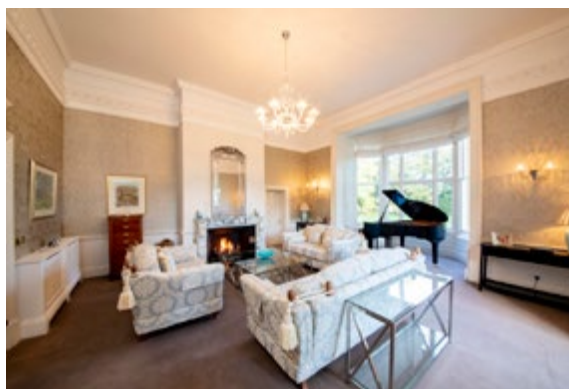
LANSDOWN CRESCENT Bath, Somerset

A magnificent and beautifully presented Grade I listed townhouse, situated in one of Bath's most prestigious addresses. The property commands breathtaking views over the city and its surrounding hills, whilst the city centre is just half a mile walk away.

*8 bedrooms | 5 bathrooms | 4 reception rooms | Substantial lower ground floor | Snooker room
Separate coach house | Garage | Parking | Studio | Office/ancillary accommodation*

hamish.humfrey@knightfrank.com
020 3944 7077
charlie.taylor@knightfrank.com
01225 685538

Guide price £4,500,000
Property Number BTH012098852



MORTIMER LANE Mortimer, Berkshire

A well-appointed Grade II listed Georgian home with impressive period features and grand entertaining space. Conveniently situated with views over the surrounding countryside, the property also benefits from first-rate access to London via the national road and rail network.

*6 bedrooms | 6 bathrooms | 5 reception rooms | Self-contained annexe | Cottage | Garaging for 4 cars | Stores | Summer house
Mature landscaped gardens | Walled garden | Swimming pool | Tennis court | Pond | In all about 4 acres*

edward.cunningham@knightfrank.com

020 3930 5488

mark.potter@knightfrank.com

01256 809380

Guide price £4,250,000
Property Number CHO160284



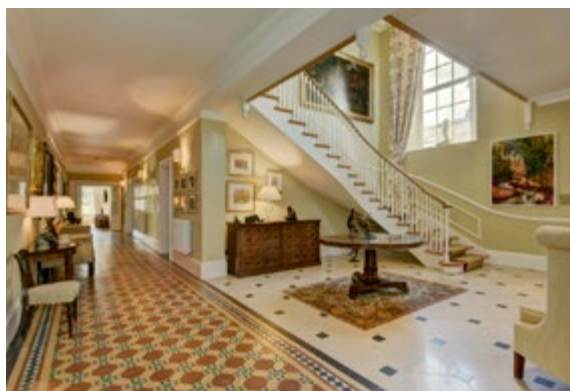
ORCHARD HOUSE Pewsey, Wiltshire

Built in 2002 and beautifully remodelled, Orchard House offers farmhouse-courtyard style living using a reclaimed brick under a slate roof. The property is positioned on the edge of Manningford Abbots, in an area of Outstanding Natural Beauty, and enjoys clear views towards Picked Hill, a sacred hill and the Pewsey White Horse dating back to 1937.

*7-8 bedrooms | 6-7 bathrooms | 6 reception rooms | Indoor swimming pool with gymnasium & 2 changing rooms
Staff flat | Pool plant/boiler room | 2 car carport | 3 bay garage | Outdoor play equipment | In all about 4.7 acres | EPC D*

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020 3944 7128
mark.potter@knightfrank.com
01488 758421

Guide price £2,400,000
Property Number CHO170296



TIMBERCOMBE HOUSE Bridgwater, Somerset

Ideally located for Taunton's excellent schools, in the heart of the Quantock Hills, Timbercombe house is magnificently proportioned having been comprehensively remodelled and refurbished. The property now extends to over 13,000 sq ft and includes the installation of a ground source heat pump.

*7-9 bedrooms | 4-7 bathrooms | 4-5 reception rooms | Gym | Indoor swimming pool | 2 bedroom lodge | 1 bedroom annexe
Triple garage & games room | Stable block with 3 boxes, tack room & hay loft | Paddocks | In all about 33 acres | EPC E*

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020 3944 7143
edward.clarkson@knightfrank.com
01392 240837

Offers in excess of £4,750,000
Property Number EXE190224



PIERCEHAY Nr Bristol, North Somerset

Piercehay is an exquisite period family home, extensively renovated and enjoying unrivalled and elevated views of the Wrington Vale. Surprisingly, the property is not listed and provides a wonderful family environment, incorporating many period features and rooms that suit both family living and large-scale entertaining.

*6 bedrooms | 3 bathrooms | 4 reception rooms | Orangery & changing room | Triple car garage & outbuildings | Swimming pool
Tennis court | Lawned gardens | Paddock | In all about 3.52 acres | Further 6.24 acres available by separate negotiation | EPC F*

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020 3393 1665
james.toogood@knightfrank.com
01174 054726

Guide price available upon request
Property Number BRS100015



GREEN MEADOWS Goodworth Clatford, Hampshire

Green Meadows is believed to have originally been built in the 14th century as a Fulling Mill, and has apparently been used as a mill up to the early part of this century. The property sits well within its own land and is surrounded by wonderful mature gardens and grounds. It further benefits from approximately 573 yards of both single bank and double bank fishing on the River Anton.

*8 bedrooms | 6 bathrooms | 5 reception rooms | Cottage | Gym | Garage & Workshop | Granary | 2 store rooms
Former swimming pool | Woodland | Paddock | Single & double bank fishing on the River Anton | In all about 5.64 acres | EPC F*

edward.cunningham@knightfrank.com
020 3930 4969
george.clarendon@knightfrank.com
01962 656159

Guide price £3,250,000
Property Number WIN012033378

CENTRAL ENGLAND

*Quintessential market towns, a host of cultural delights,
and the convenient location have made this region of England
popular among families and those looking to commute
to major cities*



Peter Edwards

HEAD OF CENTRAL SALES

The rural residential sales market in the Cotswolds and Central region of England in 2020 was nothing short of extraordinary. The pace of the market, the weight of demand and the desire to get on and buy has not been seen since before the 2008/9 recession. With the desire and ability to re-balance lifestyle choices thanks to remote working opportunities, this significant socioeconomic shift presents enormous opportunity for people to live in more rural locations without the sacrifices that previously had to be made. The Cotswolds and Central England remain some of the most beautiful, well connected and sociable areas of rural England to live – it is with good reason that demand for country houses in this area is so strong.



The number of offers accepted in Central England for properties above £2m increased by 28% (2020 vs 2019)



404

SCHOOLS / NURSERIES RATED OFSTED OUTSTANDING

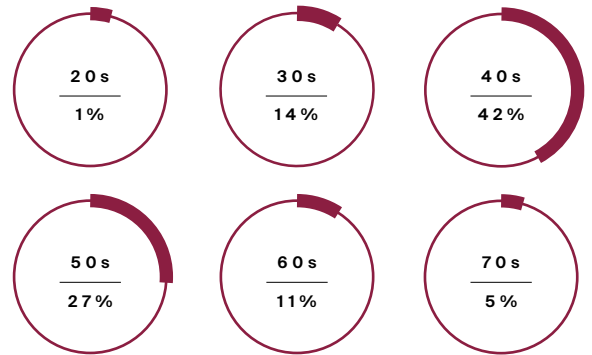


Fine Dining

THE CENTRAL REGION HAS 21 MICHELIN STAR/ BIB GOURMAND RESTAURANTS

71%

71% of buyers in the central region work in professional services (£2m+)



Average age of buyers in the Central Region in 2020 (£2m+)

18%

The amount of new instructions for sale in central England for properties above £2m has risen by 18% (2020 vs 2019)



“With the desire and ability to re-balance lifestyle choices thanks to remote working opportunities, this significant socioeconomic shift presents enormous opportunity for people to live in more rural locations without the sacrifices that previously had to be made.”

PETER EDWARDS, PARTNER, COUNTRY DEPARTMENT

THE AVERAGE SIZE OF A PROPERTY SOLD BY KNIGHT FRANK IN THE CENTRAL REGION VALUED BETWEEN £2 MILLION AND £7 MILLION IS 6,248 SQ FT (2020)

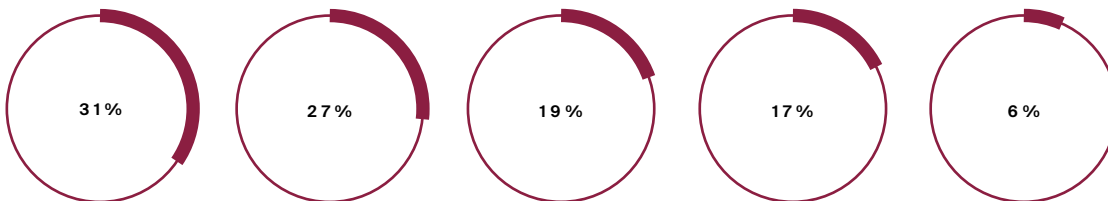
SOUTH WEST

SOUTH EAST

LONDON

REST OF UK

INTERNATIONAL



Where did buyers in the Central area come from? (£2m+ sales, 2020)

3.2

Million

The average price of a property sold by Knight Frank above £2 million, in 2020.



KEMBLE MILL Poole Keynes, Gloucestershire

A special former mill situated on the banks of the infant River Thames in a delightful Cotswolds location, with separate cottage, beautiful gardens, tennis court, swimming pool and meadow. Kemble Mill is an extremely well-equipped country house sitting at the head of a tree-lined drive and surrounded by its own land.

*6 bedrooms | 5 bathrooms | 6 reception rooms | Cottage & outbuilding | Separate garage block
Stunning gardens & grounds | Pasture/meadow | Woodland | In all about 14 acres | Grade II listed*

peter.edwards@knightfrank.com
020 3944 7125
rupert.sturgis@knightfrank.com
01285 895637

Guide price £2,950,000
Property Number CIR200015



HAYMES Cheltenham, Gloucestershire

A stunning Grade II listed Georgian home sitting at the head of a long drive in the middle of 42 acres of grounds. The house is beautifully presented and is the perfect blend of period charm and contemporary modern living all with incredible westerly views.

*6 bedrooms | 6 bathrooms | 6 reception rooms
Gymnasium | Cinema room | Garaging | Outbuildings | Stunning gardens & grounds*

peter.edwards@knightfrank.com
020 3813 7328
nick.chivers@knightfrank.com
01242 802848

Guide price £4,850,000
Property Number CHE170150



BRIDGES COURT Luckington, Wiltshire

A well-laid out Grade II listed property situated on the edge of a popular South Cotswold village with up to 30 acres. Dating back beyond the 18th century, the property was once home to Sir Stewart Menzies, Head of the British Secret Service, MI6.

*7 bedrooms | 5 bathrooms | 4 reception rooms | 3 bed barn conversion
8 stables | Outbuildings | Swimming pool | Tennis court | Gardens | Paddocks*

peter.edwards@knightfrank.com
020 3627 9289
rupert.sturgis@knightfrank.com
01285 898403

Guide price (Lot 1) £2,500,000
Property Number CIR110214



JUNIPER HOUSE Cheltenham, Gloucestershire

An exquisite detached Victorian villa tucked away in grounds of over half an acre and situated just a short stroll from the fashionable bars and boutiques of Montpellier. Juniper House is one of the finest homes of its type in Cheltenham, combining a wealth of period features with architect influenced contemporary styling.

*5 bedrooms | 5 bathrooms | 5 reception rooms
Gym | Double garage | Extensive gardens & grounds | EPC C*

peter.edwards@knightfrank.com
020 3918 4391
nick.chivers@knightfrank.com
01242 808707

Guide price £3,500,000
Property Number CHE180239



TOAD HALL Riversdale, Buckinghamshire

A beautiful riverside home, with wet boat house, in a convenient location. It is a perfect waterside property with superb river views from all the main rooms with 130ft of direct river access with private mooring. This special riverside home has spacious and well-proportioned living and bedroom accommodation over three floors.

*5 bedrooms | 4 bathrooms | 3 reception rooms | Garage | Wet boat house
Lawned & formal gardens with terrace | 130ft river frontage | In all about 1 acre | EPC D*

edward.welton@knightfrank.com
020 3944 7476
william.furniss@knightfrank.com
01494 854813

Guide price £3,500,000
Property Number CHO012036907



CHALFONT MANOR Chalfont St. Giles, Buckinghamshire

A fabulous Tudor style country house with outstanding facilities and beautiful gardens in a supremely accessible location. The property has just undergone completion of a meticulous, exquisite, fully comprehensive, multi-million-pound new build refurbishment on an epic scale.

12 bedrooms | 8 bathrooms | 11 reception rooms

Wine cellar | 2 apartments | Entertainment complex | Stunning views & outstanding natural beauty | EPC E

edward.welton@knightfrank.com
020 3944 7514
william.furniss@knightfrank.com
01494 857090

Guide price £6,950,000
Property Number CHO012050046



BIRCH COPSE Boars Hill, Oxfordshire

A magnificent Padian villa built by Sherbourne Developments, set in an exceptionally private, historic landscape overlooking Oxford's 'dreaming spires'. The property is conveniently located just three miles from Oxford, with its good commuter links to London.

*6 bedrooms | 6 bathrooms | 4 reception rooms
Staff flat | 3 bay garage | Tennis court | Parkland | In all about 32 acres | EPC C*

edward.welton@knightfrank.com
020 3504 4170
william.kirkland@knightfrank.com
01865 989040

Guide price £4,750,000
Property Number OXF160120



CAMPIONS Chinnor Hill, Oxfordshire

An exquisite and exceptionally well-designed new residence in an outstanding rural location in the Chiltern Hills. The house has been built to the highest of standards and offers excellent family and entertaining space set in around 1.3 acres of private, sheltered gardens.

*6 bedrooms | 6 bathrooms | 5 reception rooms | Triple garage with gym | Lawned gardens & grounds with pond
Oak loggia | Beautiful woodland garden including natural pond, wildflower meadows & private woodland working area | EPC B*

edward.welton@knightfrank.com
020 3944 7392
william.furniss@knightfrank.com
01494 854209

Guide price £4,500,000
Property Number BCN190249



DUNSDEN FARM HOUSE Dunsden, South Oxfordshire

A delightful Grade II listed house in an edge of hamlet setting, with flexible secondary accommodation. Set within a private situation with countryside views, the house is well located, with local amenities and major transport links nearby.

*5 bedrooms | 3 bathrooms | 2 reception rooms | Garaging with 1 bed flat
Barn with 2 bedroom suites | Barn with 1 bedroom suite | Approximately 2.18 acres*

edward.welton@knightfrank.com
020 3627 3496
nick.warner@knightfrank.com
01491 815258

Guide price £3,950,000
Property Number HOT140107



CULHAM COURT Culham, Oxfordshire

A beautiful and impressive Grade II listed home with separate cottage, set in about two acres. Built in 1758, Culham Court is a quintessential and striking example of Georgian architecture.

*8 bedrooms | 4 bathrooms | 3 reception rooms | Detached 3 bedroom cottage with private garden
Coach house with 2 bay garage | 2 stables & tack room | Gardens & grounds of about 2 acres*

edward.welton@knightfrank.com
020 3944 7233
damian.gray@knightfrank.com
01865 989384

Guide price £2,800,000
Property Number OXF012059931



POLES PARK Thundridge, Hertfordshire

Immaculate family home in the grounds of the Hanbury Manor Estate. This Arts & Crafts style family home has been recently updated by the owners. The house has possibly the finest gardens on the estate to the rear and, along with its well-proportioned rooms, offers wonderful family accommodation as well as being well-suited for entertaining guests.

5 bedrooms | 5 bathrooms | 4 reception rooms

Double garage | Terrace | Stunning formal & lawned gardens | Woodland | In all about 0.8 acres | EPC B

edward.welton@knightfrank.com

020 3944 6825

paddy.pritchard-gordon@knightfrank.com

01279 883923

Guide price £3,000,000
Property Number CHO012020009



OLDBERROW HALL Henley-in-Arden, Warwickshire

A highly impressive and extremely well-equipped house presented to an immaculate standard with stunning grounds in a highly sought-after location. Situated on the outskirts of Ullenhall Village, amongst 37 acres of grounds, the property enjoys glorious views over undulating countryside to the rear.

*7 bedrooms | 8 bathrooms | 6 reception rooms | Indoor & outdoor swimming pools
Converted stable building | Triple garage with suite above | Pasture & woodland | EPC C*

peter.edwards@knightfrank.com
020 3944 6672
william.ward-jones@knightfrank.com
01789 869298

Guide price available on request
Property Number STR130148



BROADCLOSE HOUSE Pillerton Hersey, South Warwickshire

An exquisitely renovated, presented and maintained family house on the edge of the village accessible to motorways and Intercity trains, schools, local market and spa towns. Broadclose House is Grade II listed and has been beautifully restored and renovated for 21st century living.

*6 bedrooms | 4 bathrooms | 5 reception rooms | Triple detached garage with studio/guest accommodation/home office above
Bake house | Barn | Stables & tack room | Landscaped gardens | Astro turf tennis court | Paddocks | In all about 3.58 acres*

peter.edwards@knightfrank.com
020 3740 7658
james.way@knightfrank.com
01789 868396

Offers in excess of £3,250,000
Property Number CHO130456



THE LYDIATE Belbroughton, Worcestershire

A stunning Queen Anne country house with excellent local amenities, secondary accommodation and mature grounds. This Grade II listed country house features a magnificent Queen Anne façade and a classic symmetrical Georgian layout, sitting in the middle of its own land with outbuildings and a two bedroom converted barn.

*7 bedrooms | 5 bathrooms | 4 reception rooms | Cottage | Extensive outbuildings
Garage | Mature gardens | Paddocks | All weather tennis court | Extending to approximately 7,000 sq ft | In all about 5.21 acres*

peter.edwards@knightfrank.com
020 3944 0381
charles.probert@knightfrank.com
01905 885364

Guide price £2,800,000
Property Number WRC160059

EAST OF ENGLAND

Lesser-known beautiful coastlines and quaint countryside scenes have attracted tourists and second-home owners alike to this area over recent years, now its tranquil pace of life is proving a top reason to relocate



George Bramley

HEAD OF EAST ENGLAND SALES

Following the end of the first lockdown, East Anglia, like many rural and coastal destinations, has seen a remarkable surge in activity. This has resulted in some exceptional prices and deals achieved, as well as a consistent and increasing demand for the best country houses. In this particular area of the country, there remains a shortage of stock and the number of buyers greatly outweighs the property that is available. We believe this trend may well continue, despite the potentially choppy economic forecasts as people decide that a change in lifestyle is the most important driving factor behind moving to the countryside.



*A fifth of property purchased in Suffolk were as second homes, between 2017-18**



Commuters can travel between Norwich and London in just under 90 minutes, after a new high-speed Greater Anglia service was introduced in spring 2019.



36% SINCE THE MARKET REOPENED ON 13 MAY TO NOVEMBER, VIEWINGS FOR PROPERTY ABOVE £1M ARE UP 36% (VERSUS SAME PERIOD IN 2019).

419

NUMBER OF SCHOOLS/NURSERIES RATED OFSTED OUTSTANDING



1.7
Million

The average price of a property sold by Knight Frank above £1 million, in 2020.



Fine Dining

THIS REGION HAS FIVE MICHELIN STAR/BIB GOURMAND RESTAURANTS



RATE OF ANNUAL PRICE GROWTH DURING THE THIRD QUARTER, MAKING THE EAST OF ENGLAND THE BEST PERFORMING REGION IN THE PRIME COUNTRY HOUSE INDEX IN Q3.



“Following the end of the first lockdown, East Anglia, like many rural and coastal destinations, has seen a remarkable surge in activity. This has resulted in some exceptional prices and deals achieved, as well as a consistent and increasing demand for the best country houses.”

GEORGE BRAMLEY, PARTNER, COUNTRY DEPARTMENT



The average size of a property sold by Knight Frank in the East of England above £1 million is 4,545 sq ft (2020).

67

Sales above £2 million over 12 months to August 2020, according to the Land Registry.



PARK HOUSE Friston, Suffolk

A beautifully restored country house in a rural position with high speed fibre broadband. The house is situated a short distance from Aldeburgh golf club and the popular coastal town of Aldeburgh.

5 reception rooms | 4 bathrooms | 7 bedrooms | Shower room | Extensive outbuildings | Orchard | Formal gardens | Maze | Nuttery Pond | Approximately 4.77 acres | Saxmundham 4.4 miles | Aldeburgh 3.3 miles | Snape Maltings 3.4 miles

george.bramley@knightfrank.com
020 3918 4389

Offers in excess of £1,900,000
Property Number CHO012040529



THE OLD RECTORY East Bergholt, Suffolk

A beautiful Grade II listed Queen Anne rectory, standing in a mature formal garden setting of eight acres. Situated within the Stour Valley, an Area of Outstanding Natural Beauty, the property enjoys spectacular views over the Dedham Vale.

*9 bedrooms | 3 bathrooms | 6 reception rooms | Annexe | Tennis court | Swimming pool | Croquet lawn | Walled garden | Stables
Garages & workshops | Manningtree 3 miles (London Liverpool Street 55 minutes) | Colchester 8 miles | Ipswich 9 miles*

george.bramley@knightfrank.com
020 3944 7100

Offers in excess of £2,500,000
Property Number CHO012028194

SCOTLAND & NORTHERN ENGLAND

Scotland's expansive, dramatic landscape has proven the perfect staycation destination this year, while England's northern regions such as Yorkshire have long held romantic appeal, all contributing to strong market growth



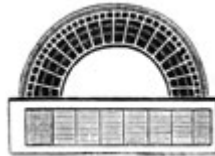
Edward Douglas-Home

SCOTLAND REGIONAL HEAD

2020 has been the year of people reviewing where they live and see their future, and we have consequently experienced unprecedented demand for homes in Scotland and the North of England. Whether people are looking for an escape to the stunning countryside of the North or are looking to move to the attractive towns and cities of Edinburgh and Harrogate, this part of the world certainly seems to be of increasing interest to buyers. A mass change in lifestyle around the country has led to a greater appreciation of Scotland's and the North of England's open spaces and greenery, and since restrictions eased, we've had a record number of viewings, offers and instructions. We've also seen the strongest growth in rural property values in more than five years.



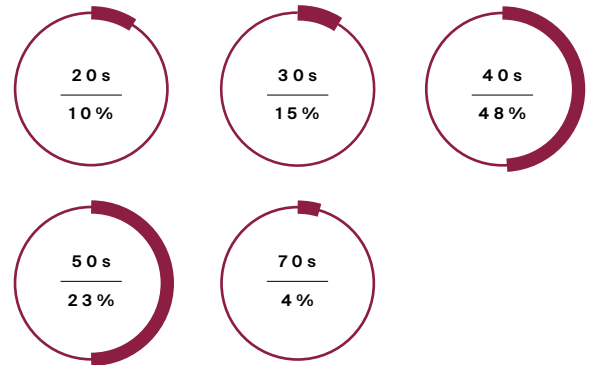
Offers accepted for property above £2m increased by 57% (2020 vs 2019)



The average size of a property sold by Knight Frank in this region above £1 million, is 4,074 square foot (2020).

88%

88% of buyers in Scotland & North England region work in professional services (£2m+)



Average age of buyers in Scotland & North England in 2020 (£2m+)



"A mass change in lifestyle around the country has led to a greater appreciation of Scotland's and the North of England's open spaces and greenery, and since restrictions eased, we've had a record number of viewings, offers and instructions. We've also seen the strongest growth in rural property values in more than five years."

EDWARD DOUGLAS-HOME, PARTNER, SCOTLAND REGIONAL HEAD



Fine Dining

SCOTLAND & THE NORTH OF ENGLAND HAVE 44 MICHELIN STAR/BIB GOURMAND RESTAURANTS



1.8 Million

The average price of property sold by Knight Frank in this region above £1 million, in 2020.



Where did buyers in the Scotland & North England area come from? (£2m+ sales, 2020)



RESERVOIR HOUSE Ilkley, West Yorkshire

A spectacular 'Grand Designs' home on the edge of Ilkely Moor. Offering an incredible amount of glass and natural light, this contemporary property was built in the former Hawksworth Moor Reservoir. It is an eco-friendly and efficient home, extending to over 12,000 sq ft of cutting edge architecture, surrounding a central courtyard within the existing walls of the reservoir.

*6 bedrooms | 8 bathrooms | 5 reception rooms | Home office | Gym
In all about 12 acres of private land | Landscaped courtyard | Quadruple garage | EPC B*

harlan.pollitt@knightfrank.com
01423 593294

Offers over £3,000,000
Property Number HAR012098500



ROUNDHILL ESTATE Bewerley, Harrogate

Roundhill Estate features a 17th century Grade II listed country house and two detached stone barns, privately situated in the heart of the Yorkshire Dales. Owned by the same family for 37 years, the estate has been updated over time and maintained regardless of cost. The approach to Roundhill is stunning and the property offers something extremely special and unique.

*6 bedrooms | 3 bathrooms | 6 reception rooms
Self-contained leisure wing with gym, swim spa & sauna | Private spring | In all about 40 acres*

daniel.rigg@knightfrank.com
01423 593174

Guide price £1,850,000
Property Number HAR012035511



BENRIG St Boswells, Roxburghshire

A beautifully positioned country house with wonderful views in the heart of the Scottish Borders. This 17th century former farmhouse has enormous character and charm, and retains many of its original interior features. On the market for the first time since 1985, the sale of Benrig represents a rare opportunity to purchase possibly the best positioned country house on the banks of the Tweed.

*9 bedrooms | 4 bathrooms | 6 reception rooms | 2 cottages | Traditional stone stable yard | Office building | Formal & walled gardens
Tennis court | Paddocks & field shelter | Trout fishing on the River Tweed | In all about 14.75 acres | EPC G*

james.denne@knightfrank.com
01896 888501

Offers over £1,950,000
Property Number LAU100057



PITCAIRLIE HOUSE Newburgh, Fife

A private residential estate with a holiday lettings business, set within the rolling hills of Fife. At its heart is the wonderful Pitcairlie House, an A-listed predominantly Georgian property in an elevated position overlooking its surrounding policies. Forming part of the house, but accessed separately are four letting apartments which can accommodate 17 guests.

*8 bedrooms | 8 bathrooms | 3 reception rooms | In all about 99.57 acres | Roe deer stalking & an abundance of wildlife
In-hand farm with Highland cattle herd | Swimming pool with sauna & hot tub | EPC F*

tom.stewart-moore@knightfrank.com
01315 169906

Offers over £1,775,000
Property Number EDN012059740



GALRIGSIDE Gatehead, South Ayrshire

A beautifully refurbished and extended South Ayrshire farmhouse, complemented by first class equestrian facilities and productive grassland. The upgrading and extension of Galrigside has been thorough in its extent, and the large terrace offers wonderful views. There is full planning permission in place for a second dwelling.

*6 bedrooms | 5 bathrooms | 3 reception rooms | Enclosed courtyard
Expansive terrace with exceptional views | Stabling | Indoor arena | Horse-walker | Grazing | In all about 35 acres | EPC E*

james.denne@knightfrank.com
01896 888648

Offers over £1,250,000
Property Number LAU190037



LETHAM HOUSE Haddington, East Lothian

An attractive mansion house dating from the 17th century, when it was built as a traditional Laird's house. Set within private grounds close to Edinburgh, it offers beautifully proportioned rooms with an abundance of natural light. It has been sympathetically restored and maintained by the current owners over the last 13 years, creating a comfortable home for modern family living.

*7 bedrooms | 7 bathrooms | 5 reception rooms | Landscaped gardens | Mature woodland
Pony paddock | Field shelter | Tandem garage | Office | Machinery shed | Feed store | Workshop | In all about 4.3 acres | EPC F*

tom.stewart-moore@knightfrank.com
01315 165767

Offers over £1,450,000
Property Number EDN190071



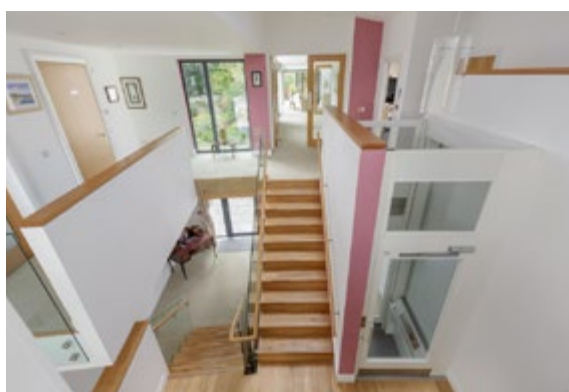
CARLTON TERRACE Edinburgh

An exceptional Georgian home with far-reaching views that has undergone significant alterations by the current owners. Imaginative architectural design has resulted in an Edinburgh property unlike any other, with classical proportions on the first floor offset by more contemporary and individual rooms on the second floor. A single garage is also available by separate negotiation.

*5 bedrooms | 3 bathrooms | 2 reception rooms
Access to Regent Gardens for a small annual fee | EPC D*

edward.douglas-home@knightfrank.com
01315 165675

Offers over £1,195,000
Property Number EDC012089845



KINELLAN ROAD Murrayfield, Edinburgh

A substantial, contemporary property of architectural merit, designed by the highly regarded architect, Lorn Macneal. This would make an exceptional and unique family home in one of the most prestigious residential areas of the city. The house incorporates a lot of glass in its design and is orientated to the south and west which ensures it is filled with natural light.

*6 bedrooms | 6 bathrooms | 3 reception rooms | Office
Double garage | Further private parking | Large private garden | EPC C*

edward.douglas-home@knightfrank.com
01315 165571

Offers over £2,000,000
Property Number EDC190116

FARMS & ESTATES

*This year has shown strong demand for country property,
with many considering a total lifestyle change – farms and
estates offer ever-evolving business and leisure opportunities*

Farms & Estates

CLIVE HOPKINS

2020 begun with huge optimism, with only Brexit negotiations to be concluded before the UK had to set its course for life outside the EU. No one could quite imagine what was around the corner – but by the same token no one could have predicted how market activity bounced back in the manner it did. Land prices remained at pre-Covid levels and in several cases strengthened significantly. Whilst volume of property on the open market was constrained, 50% less than the preceding 12 months, a significant amount transacted privately. The strongest appetite was for sizeable farms and estates. Farming and the management of our countryside will change significantly over the next decade, but we believe the value of land will hold firm and most likely strengthen.

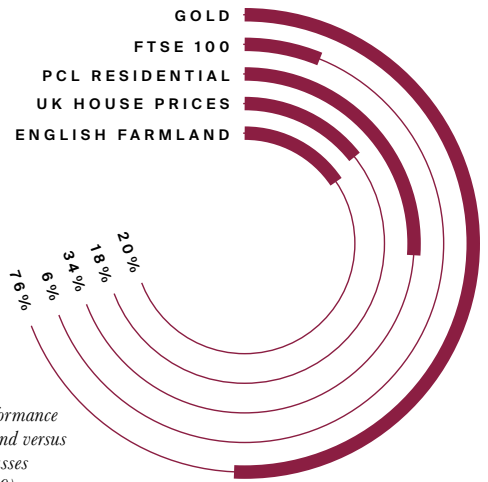


THE AVERAGE PRICE FOR AN ACRE OF BARE AGRICULTURAL LAND IS £7,000 AS OF SEPTEMBER 2020

The Knight Frank Farmland Index tracks the average price of bare (no residential property or buildings) commercial (productive arable and pasture) agricultural land in England. The quarterly index is based on the opinions of Knight Frank's expert valuers and negotiators; the results of actual sales conducted by both the firm and its competitors; local market knowledge; and client and industry sentiment.

3,762%

The 50-year increase in the £ per acre price of farmland.



Ten-year performance index; farmland versus other asset classes (Q3 2010-20)

£17,297

The average cost for a hectre of bare agricultural land in the UK, as of September 2020. The figure is up on the average cost of £17,235 per hectare in September 2019 but down from £20,524 in September 2015.



Land Value

THE AVERAGE PRICE FOR AGRICULTURAL LAND PER ACRE IS THE SAME AS IT WAS A YEAR AGO (2019 Q3)



THE PERCENTAGE INCREASE IN PRICE FOR AN ACRE OF AGRICULTURAL LAND OVER THE PAST DECADE



“Land prices remained at pre-Covid levels and in several cases strengthened significantly. Whilst volume of property on the open market was constrained, 50% less than the preceding 12 months, a significant amount transacted privately.”

CLIVE HOPKINS, PARTNER, COUNTRY DEPARTMENT

16%

There has been a 16% increase in the price of farmland during the last five years.

36%

FARMLAND DEALS THAT ARE LIFESTYLE PURCHASES.



THE HARSTON ESTATE Grantham, Leicestershire

A unique and exceptional residential, agricultural and sporting estate with development potential. The estate is situated within the parish of Belvoir, in a secluded location.

*2 let farms totalling 673 acres including 3 cottages | 86 acres of woodland | 3 bed, 5 reception room house | Portfolio of 5 cottages
Sporting shoot | In all about 773 acres | For sale as a whole or in up to 4 lots | Grantham 6 miles*

clive.hopkins@knightfrank.com

020 3944 6820

george.bramley@knightfrank.com

020 3627 5448

Offers in excess of £9,000,000

Property Number CHO190249



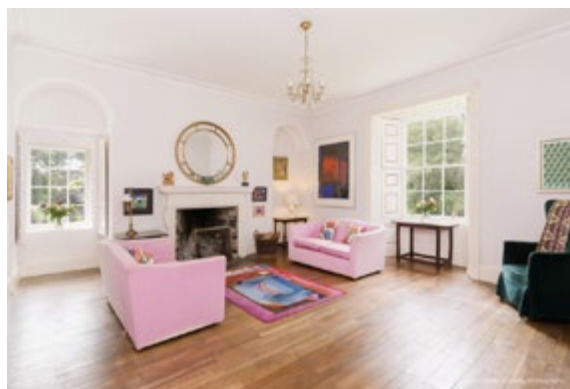
WEST WOODYATES MANOR Salisbury, Dorset

A diverse residential, farming, sporting and conservation estate, with a spectacular Grade II* listed family home as its heart. The house sits in a private position, surrounded by 970 acres of historic rolling Dorset countryside.

*7 principal bedrooms | 4 bathrooms | 5 reception rooms | Manor cottage | Extensive range of traditional buildings | 10 further cottages
Walled garden | Parkland | Arable & pasture land | Woodland | Wild pheasant & partridge shoot | Sixpenny Handley 2 miles*

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020 3627 4995
will.matthews@knightfrank.com
020 3944 7326

Offers in excess of £18,500,000
Property Number CHO012076365



MANDINAM ESTATE Llangadog, Carmarthenshire

A beautiful 362 acre country estate in a truly stunning location on the edge of the Brecon Beacons National Park. The handsome period house stands in an unrivalled position with breathtaking views over its own rolling woodlands and the open countryside beyond.

*6 bedrooms | 4 reception rooms | Cottage | 4 shepherds huts | Coach house | Farmhouse | Lake | Woodland | Pastureland | Forestry
Llandovery 7 miles | Llandelilo 10 miles | Brecon 23 miles | Cardiff 61 miles*

will.matthews@knightfrank.com
020 3627 8450

Guide price £2,750,000
Property Number CHO012087863



PINDRUP MOOR FARM Cheltenham, Gloucestershire

A beautiful residential farm in the heart of the Cotswolds. Set in 236 acres, the main house, built from Cotswold stone, allows for stunning views over the paddocks and surrounding countryside.

*8 bedrooms | 5 bathrooms | 5 reception rooms | 2 offices | 3 American style barns | 2 cottages | 2 foaling boxes | Horse walker
Hay barn | Tractor shed | All weather & grass gallops | Northleach 3 miles | Cirencester 7 miles*

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rupert.sturgis@knightfrank.com
01285 895709

Offers in excess of £5,800,000
Property Number CHO012028647

JERSEY & THE CHANNEL ISLANDS

The Channel Islands hold a covetable allure thanks to their distinctive Anglo-French cultural influences, high-quality lifestyle available, beautiful landscapes plus their business and family-friendly environments

Bruce Tolmie-Thomson

HEAD OF JERSEY & CHANNEL ISLAND SALES

2020 has of course been a year of enormous challenges and adversity for us all, however the Jersey HNW market sector has received a positive boost. The ability to work remotely, thanks to secure internet connections and revolutionary technology, has provided the grounding for HNW executives to radically reassess their workplace structures, resulting in some making the decision to move to Jersey (with its low tax environment) and purchase prestige homes featuring high-calibre home office facilities. New Jersey residency enquiry levels also remain at an encouraging level. Looking through into 2021, with vaccines hopefully allowing travel to and from Jersey to steadily improve, we anticipate that the HNW sector of the Jersey residential property market will remain robust with excellent growth potential.



£584,000

Average price of a property in Jersey Q3 2020



Fine Dining

JERSEY HAS 2
MICHELIN STAR/BIB
GOURMAND
RESTAURANTS



Rise in Jersey property prices between Q2 2015 to Q3 2020



“The ability to work remotely, thanks to secure internet connections and revolutionary technology, has provided the grounding for HNW executives to radically reassess their workplace structures, resulting in some making the decision to move to Jersey (with its low tax environment) and purchase prestige homes featuring high-calibre home office facilities.”

BRUCE TOLMIE-THOMSON, PARTNER, COUNTRY DEPARTMENT

32%



of Jersey A-level students achieved an A or A* grade in 2019 compared with 27.6% in England.

5,500

The number of acres Jersey National Park covers, which was formed in 2009. This roughly equates to 16% of the island’s 48 square-mile land mass.



EAGLE'S REST St Brelade, Jersey

Eagle's Rest is a major family residence of circa 10,885 sq ft in a prime location just above St Aubin village and harbour. It enjoys sea views across St Aubin's Bay and the privacy that comes from its surrounding three acres of parkland gardens. Being near the crest of the hill, it's a sunny location throughout the day.

*8 bedrooms | 7 bathrooms | 3 reception rooms | Swimming pool
Separate 2 bedroom guest/staff apartment | Sea views | Spectacular gardens & grounds*

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clifford@wilsons.je
01534 877977

Guide price £16,500,000
Property Number WILS2141



VESLET LODGE St Lawrence, Jersey

The DiCasa designers have turned their artistic hand to every inch of this five bedroom turn-key home. The property features a luxurious pool and spa complex, an expansive garden and lake, complete with boat house and separate guest accommodation.

*5 bedrooms | 4 bathrooms | 3 reception rooms | Separate guest or staff accommodation
Luxury pool & spa complex with gym, steam room & sauna | Extensive gardens with lake & boat house*

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aimee@wilsons.je
01534 877977

Guide price available on request
Property Number WILS2230



HIGHCLIFF St John, Jersey

The approach the DiCasa team has taken on this spectacular property is nothing short of a Herculean feat. The complete refurbishment has produced a stunning and traditional, yet also strikingly modern finish. The grounds too have been completely overhauled, with a heated lit swimming pool, mature woodlands and natural coastal headland.

*4 bedrooms | 4 bathrooms | 3 reception rooms | Guest cottage
Swimming pool | Superb 2 bedroom guest cottage | Lovely sea views | Several acres of protective gardens & land*

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aimee@wilsons.je
01534 877977

Guide price available on request
Property Number WILS2231



BANDINEL St Martin, Jersey

An outstandingly beautiful country home of immense charm and character. Peacefully set in the heart of some of the most picturesque of Jersey's countryside, this most historic granite country residence (circa 17th century) stands protected by some 13 acres/30 vergées (estimated) of gardens and agricultural lands, forming a delightful country estate.

5 bedrooms | 3 bathrooms | 4 reception rooms

Outbuilding with potential | Several acres of grounds & agricultural lands | Private driveway approach

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020 3944 6902

clifford@wilsons.je

01534 877977

Guide price £4,150,000
Property Number WILS704

LOCALLY EXPERT, GLOBALLY CONNECTED

Knight Frank has 488 offices across 57 territories, with over 20,000 people

There's a human element in the world of property that is too easily overlooked. At Knight Frank, we aim to partner you in all your property endeavours. We believe personal interaction is a crucial part of ensuring that every client is matched to the property that best suits their needs – be it commercial or residential.

As a partnership, we are neither owned by a bank, nor beholden to shareholders. This makes a crucial difference to the quality and impartiality of the advice we can provide.

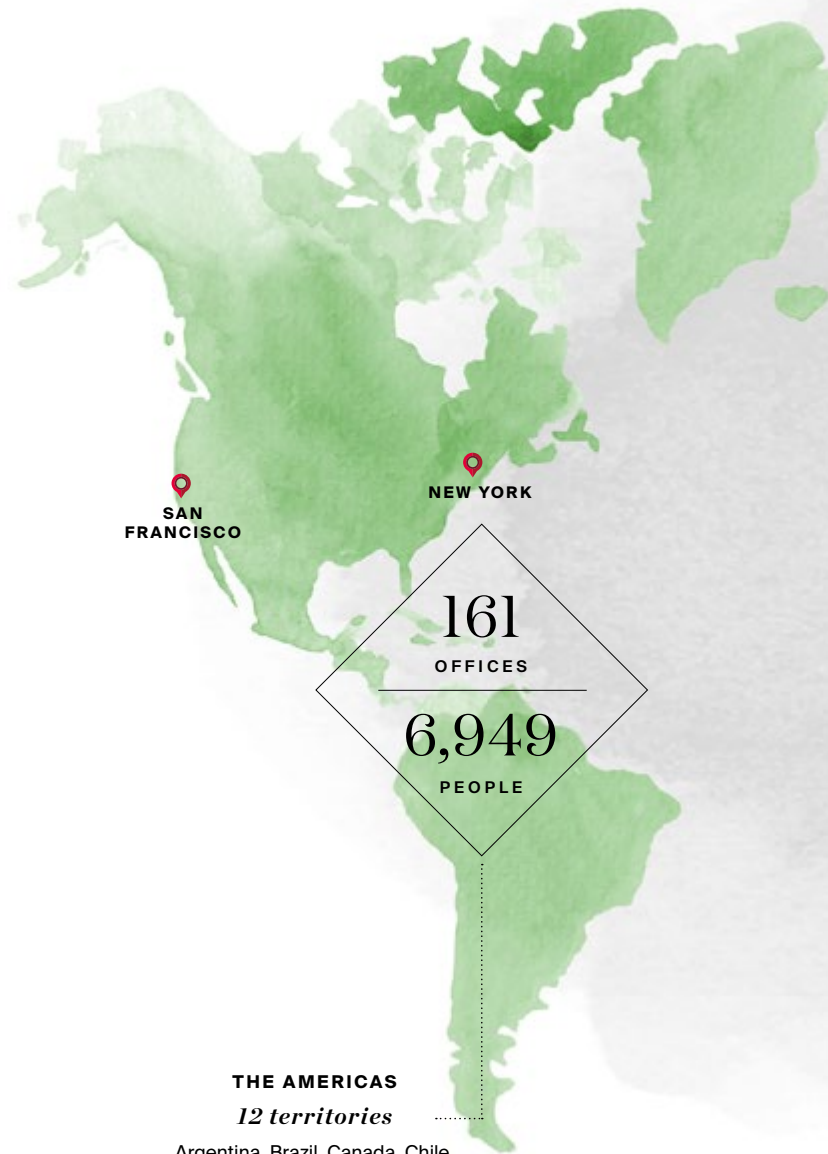
Indeed, this principle of partnership extends to our clients, too. We have always prided ourselves on our tradition of nurturing long-standing relationships across the world, many stretching back for decades.

We believe inspired teams naturally provide excellent and dedicated client service. Therefore, we've created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they're rewarded for excellence. And the result? Our people are more motivated, ensuring that your experience with us is the very best it can be.



Gateway cities

Even in a world of instant global connections there are gateway cities, where we believe we are best placed to deliver for our clients and achieve the greatest impact.



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12 territories

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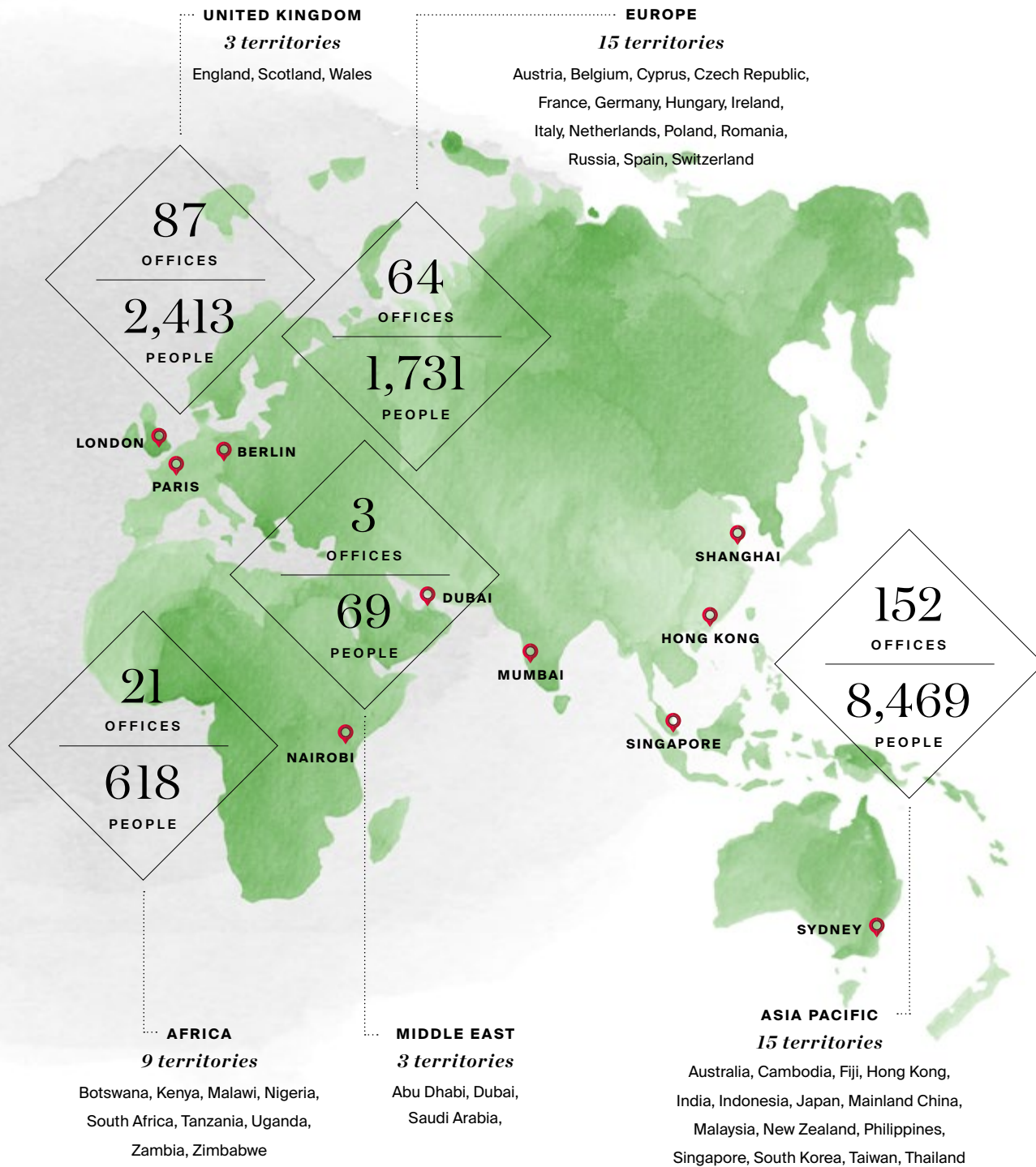
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FINAL VIEW

CARVING A CAREER

Julia Robotham is a Partner in our National Country Department. Here, she reflects on her career in property, from student beginnings to selling her clients' largest assets, the importance of gender balance in property, and how the pandemic has affected the way she works

HOW DID YOU START YOUR CAREER?

JR: People, their relationships and communities have always interested me. I studied sociology at university, and it was the desire to find a student job more interesting than bar work which led me into property. I found a role with a student lettings agency back in 2007 and loved it from the first day. As soon as I finished my degree, I knew exactly what I wanted to do for a living.

TODAY YOU'RE A PARTNER AT KNIGHT FRANK. HOW DID THAT HAPPEN?

JR: I spent some time learning the ropes of sales in agencies based both in the Home Counties and in London, where the pace was fast and the environment was exciting, but it was all too impersonal and too rushed. Everything fell into place when I joined the Knight Frank Country House Department in 2016 and I had time to work collaboratively with clients in the countryside where I grew up. Today I cover prime market – houses worth £2.5m and above – across Kent, Sussex and Surrey.

WHY IS IT IMPORTANT TO HAVE WOMEN WORKING IN HIGH END PROPERTY SALES?

JR: Gender balance is very important to Knight Frank. When the main drivers to the market are the result of difficult and

potentially upsetting life changes, what's often needed is someone on side with plenty of empathy and patience, qualities that women are known for having. Yes, our job is about negotiating the best deal for clients, but noticing the small details and taking time to build a long-lasting rapport is fundamental, too.

WHAT'S THE BEST LESSON YOU'VE LEARNED?

JR: Approximately 75% of my clients are in their 60s or older and will be selling what might be the largest asset they own. Not only is trust paramount but, for many, this presents a tricky chapter in their lives. It's my instinct to try and absorb the smaller details alongside the important elements, and to listen to their timescales to appreciate the fuller picture.

HAS THE PANDEMIC AFFECTED THE WAY YOU WORK?

JR: Yes, instead of spending four or five hours in my car every day, travelling in and out of London, I'm now working predominantly from home. As a result, I've got more time to look after my clients, proactively market their houses to buyers and work more diligently to ensure they are getting the best service. It's also giving me the opportunity to take buyers on second viewings to the furthest corners of my patch, something that would have been almost impossible in my previous working week.

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Meet the locally expert, globally connected teams around the UK, who'll guide you in tracking down your perfect property

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Country View 2021

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