



# Local Overview

## Local area overview

### Scotland

#### The area

Scotland continues to be a regular feature in the news, with the referendum on independence, changes to property taxation and land reform dominating recent headlines. Throughout this time the market, whilst fragile, has remained resilient and has continued to perform, particularly within the core market. Despite the fiscal challenges thrown at the market, Scotland and its capital city continues to draw interest for domestic and foreign buyers seeking property. Scotland remains one of the UK's most popular residential areas. Not only does it boast some of the most stunning scenery in the UK, the selection of first class schools, transport links and value for money is of great appeal.

In the past 12 months we have helped people sell and buy a wide range of different homes, including sporting estates, farms and smaller country houses.

Our approach is uniquely powerful in that we pool the experience and expertise of our teams based in Edinburgh, Lauder and our Country Department in London. If you are selling, this enables you to reach the maximum number of the right buyers – we also have our 29 London offices, broadening our reach to include the ever-increasing number of London buyers. If you are looking to buy, it means you can reap the rewards of our genuinely encyclopedic local knowledge.

“*Trust and integrity at every level*”

## The numbers

# 78%

The average percentage of sales we achieve at above the asking price

# 65%

of our properties are priced at less than £1 million

# 20%

of our buyers come from London



# Recently Sold

Since the start of 2015, the Scottish country house market has steadily gained momentum, with some great results being achieved across all levels of the market, particularly in the sub £1 million bracket. Thanks to our network of 29 London offices, global search facility and popular app, we are able to capture the widest possible range of people looking to enhance their quality of life and reap the rewards of relocating to the country.



Coldstream, Scottish Borders

**Offers over: £795,000**



Isle of Lewis, Outer Hebrides

**Offers over: £375,000**



Hownam, Roxburghshire

**Offers over: £950,000**



Anstruther, Fife

**Offers over: £875,000**



Lockerbie, Dumfriesshire

**Offers over: £975,000**



Kirkland, Dumfriesshire

**Offers over: £635,000**



# Currently For Sale

From traditional splendour to the best in contemporary living, there's a treasure trove of stunning homes in Scotland. The properties shown here are just the tip of the iceberg – you'll find many, many more on our website:

**KnightsFrank.co.uk/Edinburgh-resi**



Glenfarg, Perth & Kinross

**Offers over: £795,000**



Thornhill, Dumfries & Galloway

**Offers over: £525,000**



Teangue, Isle of Skye

**Offers over: £790,000**



Kelso, Roxburghshire

**Guide price: £500,000**



Milnathort, Perth & Kinross

**Offers over: £725,000**



Jedburgh, Roxburghshire

**Guide price: £525,000**

# Local Experts

Our Edinburgh and Lauder offices give you the most experienced property team in the country. As a dedicated and passionate team of people who live in various locations across the country, it is our vast combined knowledge of the local and wider area that gives us the edge.

We also offer an excellent rate, award-winning marketing and a personal service you can depend on from start to finish – and beyond. So that you can put faces to names, here's who we are. To have a chat about how we can help you, please get in touch.



## Your Team



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To see more, visit our local website **[KnightFrank.co.uk/Edinburgh-resi](http://KnightFrank.co.uk/Edinburgh-resi)**.  
To book a free market appraisal with the local experts, get in touch.