

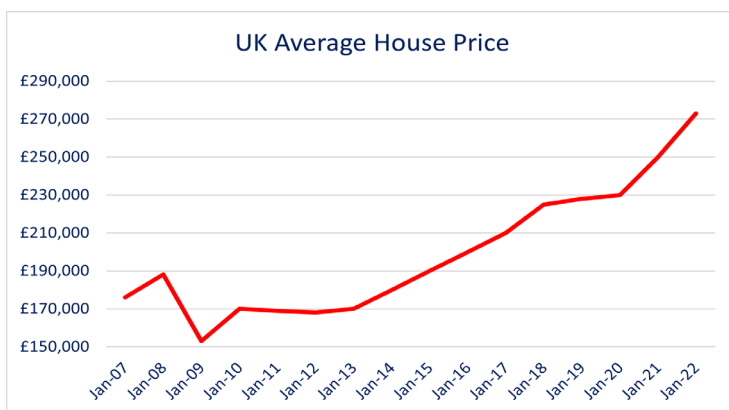
2022 YEARLY REVIEW

With 2022 now finished, before our focus moves on to the New Year, HH want to take the opportunity to thank all of our clients, both new and existing, for their business over the last 12 months.

It has been an interesting period in the property market and the wider global economy, with close to record levels of inflation, the bank of England base rate finishing the year x35 higher than when it started, and an energy crisis. We have had three prime ministers, countless scandals, a tragic and ongoing war in Ukraine and a bizarre World Cup. It is however also a year in which HH concluded 31 transactions despite the uncertain and occasionally challenging market conditions.

In 2007, we recall the utter shock amongst colleagues as the UK went into recession and the property market crashed soon after. "No one saw this coming" became a common phrase. Retrospectively, the recovery took some time and it was 2014 before prices were back in line with the pre 'credit crunch' levels. Although at the time, it didn't feel like we working through a market downturn, and just seemed normal.

In 2016 the BREXIT vote had buyers, sellers, investors, developers and economists fretting about the housing market and predicting an inevitable backlash. Clearly, this didn't happen. In 2020, the world froze to a standstill and the UK took on unprecedented amounts of debt to tackle COVID. Businesses made rash redundancies and for a period of time, the vast majority of property transactions were put on hold whilst we waited to see how detrimental the impact of this would be on the property market. In the 2 years that followed, we saw the highest increase in property prices in a generation, and the experts and fear mongers were silenced.



*Information taken from UK Land Registry

There is little doubt that the significant increase in the cost of borrowing money will have an impact on the property market, and there are very few in our industry who don't see a reduction in property prices as an inevitable consequence of this. Perhaps, however, it won't be as severe as some predicted. In the months that have passed since the mini budget we certainly have not experienced any significant drop off in demand for residential development opportunities, commercial and residential investments or new build residential property. The right property at the right price, with some hard work, will always sell!

CASE STUDIES

Despite Boris, Putin and “The human hand grenade” Ms Truss, we have had a busy 2022 across all sectors. Here are a few of our favourite transactions...

Subject To Planning/ Uncondition



Northbrook Road, CR0

Scheme: 1 x Detached house and conversion of existing house into 2 x flats

GDV: £1.350,000



South Norwood Hill, SE25

Scheme: 9 x Apartments

GDV: £3,925,000



Christy Road, TN16

Scheme: 3 x Terrace houses

Uncon Price: £365,000

GDV: £2,025,000

Consented



Westcombe Hill, SE3

Scheme: 7 x Apartments and 2 x Houses

Price: £1,650,000

GDV: £4,750,000



Portland Road, SE25

Scheme: Conversion of existing house into 4 x apartments

Price: £650,000

GDV: £1,350,000



Laurie Grove, SE14

Scheme: 1 x Terrace house

Price: £325,000

GDV: £800,000

CASE STUDIES

Commercial



Meeting House Lane, SE15

Scheme: Pub converted into 9 x Apartments

Price: £1,150,000



Kingston Road, SW17

Scheme: Commercial unit, 1 x duplex flat and outer buildings

Price: £850,000



High Street Beckenham, BR3

Scheme: Commercial space & Dance studio

Price: £100,000 per annum

New Homes



Plawfield Road, BR3

Scheme: 1 x Apartment

Price: £450,000



Hartree Gardens, TN14

Scheme: 10x Terrace Houses and 2 x Semi Detached

Price: £435,000-£595,000



Purley Rise, CR0

Scheme: 3 x Apartments

Price: £350,000-£550,000

IN OTHER NEWS...

The team at Holmes Hosking would like to congratulate Chloe and Adam Hosking on the birth of their first child, Harry, who was born on Christmas Day! Unfortunately, HH are slightly lacking in wise men, and Harry might have to wait a few years for his gold too. In the meantime, we welcome him into the world and look forward to putting him to work in the office. If Adam is anything to go by, he will be an annoying, over confident and overly demanding addition to the team.

HH 2023

Although it's difficult to predict what we're likely to face over the coming months and years, competitive 5-year fixed rate mortgages and a shortage of all kinds of stock are likely to help the property market to combat the cost-of-living crisis, and wider economic uncertainty. Whatever happens though, one thing is for certain, no one makes any money doing nothing in this industry!

Our intentions for the next 12 months are to continue with what we have done over the last. We focus considerable efforts on sourcing new opportunities through our thorough and comprehensive methods of site sourcing, allowing us to put our clients in direct contact with land/property owners and secure off market transactions, on both a conditional/STP and unconditional basis.

In turn we have had, and expect to have, a continuous flow of consented development opportunities to offer to buyers looking to buy an 'oven ready' opportunity, and with planning as expensive, long winded and unpredictable as it has been of late, who can blame them!

The product of all of these development deals is a lot of new homes, and having successfully launched 3 sites in 2022 we have a pipeline of 7 more sites coming to market in 2023, totaling 36 individual properties.

In addition to this, we will continue to source, sell and let commercial and residential investment opportunities, which still feel like a far safer place for your money than a bank!

