



HOLMES HOSKING 2023 QUARTER ONE



SOLD

EAST DULWICH ROAD, EAST DULWICH, SE22

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TWENTY TWENTY THREE

We've started 2023 with a bang! Iconic land deals, new staff and a bigger and better office have set the trend for what we're expecting to be our best year yet.

OUR VIEW ON THE MARKET

Currently, if you speak to 10 different people in the property industry, you're likely to get 10 different opinions on what's going on in the market. In truth, the sample size we have to judge may not be big enough to establish any clear patterns. However, we have noticed a trend for clients looking to acquire property with existing use value, or that is generating a strong income. The appetite for consented development sites remains very high, particularly where the product is outside of the now expired 'help to buy' criteria. The pool of capable buyers may have shrunk a little, but there is still enough equity available and relative confidence in the residential market, ensuring that buyers are still outnumbering available opportunities.

The New Homes market has also started the year well. In recent weeks, high street lenders have released competitive mortgage rates, while developers have also offered incentives which other vendors can't compete with, indicating that this may be the perfect time to buy a new build. The increasingly stringent requirements on developers to meet the necessary higher standards of energy efficiency are likely to increase the appeal of buying a new home, particularly as energy bills show no signs of relenting.

OUR BUSINESS

We've been committed to growing our business from the outset, and in order to channel growth, we knew that HH needed a base to operate from, which is why in 2020, HH signed a lease for a self-contained office in Bromley South. Cobden Court served us well for the following few years, however on 31st March we relocated the business to new, more expansive, premises.

Our new offices at 151 Hastings Road, Bromley offers greater space and versatility to continue our growth as a business. This is in terms of the number of staff, bigger meeting room space and facilities. All while being located in a central position for business in South-East London and Kent. The new office comes with more desk spaces and our intention is to fill them...



Previously, after 6 months in operation, Holmes Hosking made the decision to double our staff numbers, which at the time felt a big step to take for a company in its relative infancy. Although we had our reservations, our decision was justified, as we have witnessed significant staff development over the last 2 years, which we are very proud of!

Following this success, we have continued to grow as a company, and in recent weeks, have entered our next stage of recruitment. We are very excited to introduce the newest member of the Holmes Hosking team! Olive Bainbridge has joined us as our Office Assistant and will be focused on providing personalised secretarial and administrative support for the company.

Olive will be studying an undergraduate degree from LSE in Business Management. This experience, as well as working closely with Danny and Adam, will help Olive develop her skills and knowledge of business management. Olive moved to London in October 2022 from Wales, after previously living in Greece. (While becoming initially interested in sales when working as a recruitment consultant, she is very keen to learn more about the property industry.) In Olive's spare time she likes to row, and has a keen interest in exploring areas in and around London that are related to food.



We also have subsequent plans for growth in 2023. Holmes Hosking is currently in the process of finalizing the details of our new apprenticeship programme. We are looking for 2 school leavers to join our team, where they will start a 2 year program. The scheme will offer a training plan that equips apprentices for a career in real estate, with a structured programme, that helps students develop through training and practical experiences, where one day a week will be solely dedicated to studying. We aim to have this programme in place for September 2023, and look forward to working with local schools to assist our search for motivated school leavers looking to start their career in the property industry.

CASE STUDIES



Commercial Way, SE15

Site: Derelict freehold building in need of refurbishment / conversion potential to create an HMO.



East Dulwich Road, SE

Site: Consent for reconfiguration and extension to create 17 luxury apartments



South East London, SE

Site: Conditional contracts exchanged to purchase an industrial site with residential development potential



Kington Road, SW17

Site: Low lease apartment in need of refurbishment



Sunny Hill Road, SW16

Site: Freehold have on large plot offering development potential.



Sydenham Road, SE26

Site: Mixed used freehold building

In 2023, Holmes Hosking's site sourcing department has continued to reach out to hundreds of property owners a month, producing a constant flow of new opportunities for development, investment or use by owner occupiers. Contact us on **020 8325 2525** to discuss your requirements.