



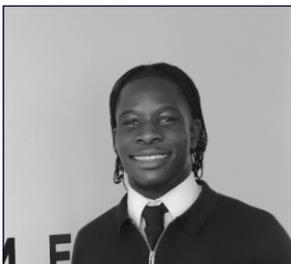
Quarter Three Review 2023

Here is what we've been up to...

Expanding The Workforce



At the start of this quarter implemented our Apprenticeship Scheme. We reached out to all of the local schools and after an intense interview process we managed to narrow it down and our positions for Site Sourcing Assitant Apprentice were both filled. Now that Brian and Caleb have joined the company we have been very impressed with how well they have fitted into the role and we are excited to see them progress throughout their career, along with their professional & academic development with us. If you'd like to drop them an email to wish them luck, please do!



Brian Oduro
brian@holmeshosking.com



Caleb Charles
caleb@holmeshosking.com

Brian has joined our Apprenticeship scheme and whilst working at Holmes Hosking Brian will be studying a Bachelor of Science in Chartered Surveyor. Outside of work, Brian enjoys playing football where he has recently finished his scholarship with Bromley FC.

Caleb will be looking for new opportunities helping us continue to service our clients with our Apprenticeship Scheme. Caleb is keen to grow with the company and will be studying a Junior Real Estate course. He has previously coached and played football.

Land & Development Review

For some time now our industry has experienced a fairly lengthy summer lull, whilst investors, developers, solicitors, surveyors and occasionally even some agents enjoy a (possibly) well deserved break in a sunnier climate somewhere. In recent years the school holidays have been best used to progress ongoing transactions, follow up on old leads and review internal systems etc. 2023 seemed to take the summer slump to a new level, at least for HH, and if we're honest we found Q3 quite challenging.

Despite this, there is always business to be done somewhere, and in addition to agreeing several conditional deals, sourced through our site sourcing team, we also managed to transact on a few smaller unconditional lots. These included refurb opportunities in West Wickham and Purley and an unbroken shop and uppers in Sydenham. We look forward to reporting on the progress of the conditional transactions in time, when the planning consents come rolling in!...



New Homes Review

Despite interest rates being at a 10+ year high and regular reports of a 'market downturn' in the media, our New Homes team enjoyed a, perhaps surprisingly, consistent period through the summer. We saw several exchanges and completions and managed to replenish our pipeline by securing new sales on as many properties.

With the rates now steady and it seemingly unlikely that we will see any further hikes in the base rate, with inflation looking under control, now could be a great time to pick up a good deal. Several of our developer clients are offering very attractive incentives including stamp duty paid, solicitors fees paid and even mortgage contributions up to £1000 a month for 2 years, which should see any buyer through the period of higher rates than we're used to. To conclude, for buyers there are some good deals to be done out there at the moment, and for HH, luckily we've managed to agree a fair few!



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