

Richmonds

What is the future for property prices?

The property market of 2010 has continued to show resilience and prosper from that of 2009. At the beginning of the year there was a distinct lack of properties coming to the market and with continued low interest rates and strong demand for quality housing these factors helped prices start to recover.

With the change of government in May and the abolition of Home Information Packs this again made it far simpler and at very little cost for a home owner to put their property onto the market. During the early summer months we saw a rapid rise in properties coming onto the market and buyer numbers remained stable. Due to the increased supply of housing stock this started to cool the price rises that we saw in the beginning of the year and house prices over the last quarter have remained stagnant.

With the SO30 area providing excellent local amenities, commuting, schooling and retail this area continues to attract interest from buyers moving into the area and homeowners upsizing. These factors help maintain the strong demand for quality homes and has helped ourselves achieve greater success in 2010 than that of 2009.

With the volatility that has occurred since 2008 in the property prices falling and rising, we are pleased to continue to offer our free valuation service to help you ascertain your homes' value. Please contact the office to arrange a free no obligation valuation service.

We look forward to publishing our full 2010 market report in early 2011 which will provide local homeowners with an insight into their local market.

Tony Pilcher, Director

August 2010



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Proud sponsors of Hedge End Carnival!



This year saw the local owners of Richmonds collaborate with the organisers of Hedge End's long-standing Carnival in the promotion of the largest event to be brought to the local community each summer.

The event takes place on the first Saturday in July every year and this year's event went extremely well with good weather and a huge turnout.

The Richmonds owners being local enjoyed the spectacle along with their families and will continue to promote the event yearly.

A great day was had by all.

Richmonds welcome Glen Crump.



Richmonds is proud of their latest appointment helping to strengthen the company and team. Glen Crump first started his career back in the early 90's as a trainee negotiator for a big national estate agents in Southampton.

He then went on and worked for various co-operate Estate Agents winning several awards as top

introducer for mortgage referrals until he was headhunted by a newly formed Independent Estate Agents in Southampton.

In early 2001 Glen helped open an office for the Independent Agents in Shirley Road, Southampton, they quickly became market leader and grew from strength to strength.

In the late 2002 Glen decided to have a break from the English Property Market and went with his family to pursue a career as a Real Estate Manager under the sun in Spain.

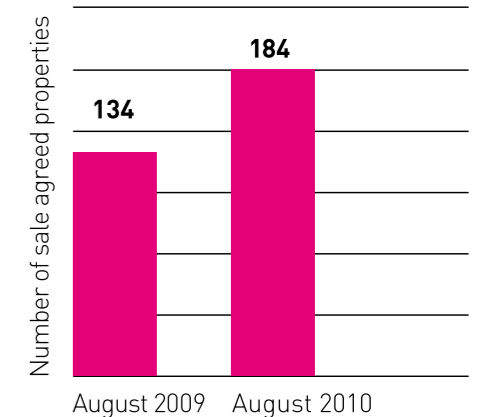
In early 2005 Glen and his family returned back to the UK and he moved straight into a vacancy as a Senior Property Acquisitions Buyer. He was in charge of purchasing all types of property and land investments for clients in the UK and abroad.

Glen, aged 35, has a wealth of property and land knowledge available to Richmond's Property Services and is pleased to be working for a leading market agent that offers a transparent service, getting back to the traditional basics of estate agency.

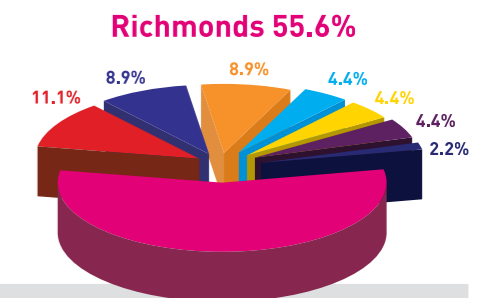
The results speak for themselves.

We wanted to share our achievements with all our readers so factual information is at hand when making decisions as to which agent can achieve results for you.

From the start of the year up to 23rd August 2010, we have sale agreed 184 properties - 50 more than by the same date in 2009.



Based on an independent survey collected for the S030 area in 2010 Richmonds had more SOLD SIGNS than any other agent in an outstanding 55.6% of the market!



This board count was conducted on 3rd-4th February 2010. This research is based on sold boards in the S030 area by all agents who have a board erected.

First impressions count...



That's why we invest a lot of time and effort in producing quality marketing materials and doing all we can to make sure we

stand out from the crowd. It includes everything from producing clean and concise property details and an informative, easy to navigate website to ensuring our office is welcoming to our clients.



The Richmonds Team



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2010 has been a very different market from the past two years where the property market in some areas suffered greatly. The market this year has proven to be fruitful and looking at the figures on page 3 you will see that our sales have increased over a 12 month period.

Looking ahead I believe if interest rates stay low and the media don't paint a poor picture of the economy then I believe people will still want to move home. We have in the past few weeks had an increase in properties coming to the market and this has started to affect pricing.

For example; a buyer may register to view one property and then realise that they can then view five or six similar properties and this supply imbalance could mean a small drop in the price achieved.

However; if you are a seller; and forced to take a lower offer then you can be assured that the property you will buy next will also be cheaper.

Please feel free to call me directly on 07974 653410 for a personal service.

With a greater choice of property coming to the market it is important that sellers price their homes sensibly and listen to expert advice.

The owners of Richmonds are local individuals who know the property market inside out and therefore are best placed to advise.

This is the main reason why we are the market leader in Hedge End and sell the majority of our properties whilst the other agents locally tend to over price their properties and therefore miss out on quality buyers.

Free 30 minute property consultation

In an ever changing market place having an accurate idea of the value of your home is vitally important. Certain properties are continuing to achieve "premium" with quality marketing coupled with a positive pro-active approach.

With this in mind we are offering a free 30 minute consultation with one of our Directors focused on your area for the next fortnight. Should you be interested in us coming out to see you then please call 01489 789933.



Richmonds Property

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