



PERSPECTIVE

MARLBOROUGH & NEWBURY

The property market
from our perspective

Carter Jonas

MARKET UPDATE



**WE ADVISE THAT
SELLERS AND
LANDLORDS ACT
NOW RATHER THAN
WAIT UNTIL LATER IN
THE YEAR**

There are some really good buyers and tenants out there, who are keen to find somewhere this year, say Carter Jonas local experts Rupert Reeves and Sophie Salvidge.

The residential sales market in Marlborough and Newbury has been experiencing a lack of energy over the last few months. We sense that this is caused by a combination of factors and, perhaps surprisingly, the General Election and the EU negotiations around Brexit aren't among them. Instead, it's due to a lack of stock, the cost of moving, price sensitivity and negative media sentiment.

Home movers should be inspired by the many positive aspects of today's property market - the fact that interest rates are very low, that property remains a good long-term investment and that the local area offers good value for money, bearing in mind its commutability and choice of schools.

While the market for village properties and properties over £1m is slow, the town markets in Newbury and Marlborough (sub-£500,000) are very strong. There is a lot of demand and a lack of stock, so those properties on the market are selling well. Most buyers in this sector are owner-occupiers; there aren't as many investors around as there were before the stamp duty on second homes was introduced.

RESIDENTIAL DEVELOPMENT

The market for new homes is being driven by strong demand. There is a limit to the number of sites available for new build, especially in Newbury, so there is a lack of stock as a result. There are a couple of sites coming up in Marlborough, including a retirement scheme that's about to be

launched, and in Newbury, the apartments in the racecourse development have sold very well.

The new homes market is performing well because the price point is right - units tend to sit within the active sub-£500,000 price bracket. Owner-occupiers and investors also like the idea of being first in the property.

LETTINGS

On the lettings side, we are finding that flats in the centre of town are popular, as people prioritise being close to local amenities.

In Marlborough we tend to have a lot of long-term tenants, who, either through choice or necessity, are not looking to buy. The lettings market in Newbury town centre is more transitional, but tenants taking the larger village properties will let for longer periods.

We register a number of tenants who are letting their houses in London, in order to try and get their children into local prep schools here, rather than sending them to boarding school or placing them in London state schools.

LOOKING FORWARD

On the sales side, we foresee that stock will continue to be in short supply, with few fresh instructions to inspire property hunters. We believe that prices will hold, but buyers are cautious and vendors will need to be realistic about what they might achieve. On the lettings side, we expect the market for family houses between £1,200-£1,800 pcm to pick up in the early summer.

The coming months are a good time to market property, and we advise that sellers and landlords act now rather than wait until later in the year.



FOR SALE

Calne
An historical gem in
a unique location.
Guide price £1,250,000





UNDER OFFER

Stert

An attractive Grade II listed thatched 4 bedroom cottage, with fabulous views, in all approximately 5 acres.

Guide price **£850,000**



LET

Marlborough

A well-presented 4 bedroom family home within walking distance of all local amenities.

£1,650 per month



FOR SALE

Ash

Impressive accommodation including a swimming pool and garden of over 3 acres.

Guide price **£1,525,000**



FOR SALE

Lockeridge

An individual, stylish and contemporary detached house in this sought-after Kennet Valley location.

Guide price **£865,000**



SOLD

Erlestoke

A beautiful semi-detached Grade II listed cottage with a large garden, nestled below Salisbury Plain.

Guide price **£350,000**



FOR SALE

Burghclere

A fantastic new family house with a detached garage and a west-facing plot of 1.37 acres.

Guide price **£1,495,000**



FOR SALE

Newbury

A beautifully presented, characterful 4 bedroom barn conversion with a double garage.

Guide price **£650,000**



UNDER OFFER

Woodborough

A charming 16th century former farmhouse with flexible accommodation in this desirable village.

Guide price **£850,000**



FOR SALE

Marlborough

An attractive Edwardian house with a large garden in a sought-after area.

Guide price **£1,100,000**



LET

Coombe

A 3 bedroom detached cottage in a semi-rural setting in the small hamlet of Coombe.
£1,650 per month



LET

Stanford Dingley

A substantial 4 bedroom period farmhouse in this idyllic village, retaining much period detail.
£3,500 per month



LET

Bottesford, Near Pewsey

A large and spacious detached character cottage offering an abundance of charm and character.
£1,200 per month



LET

Honey Street, Pewsey

A delightful 2 bedroom Victorian terraced house overlooking the Kennet and Avon Canal.
£795 per month



LET

Hermitage

A detached 4 bedroom period house in a wonderful setting in sought-after Hermitage.
£2,000 per month



FOR SALE

Inkpen

A delightful Grade II listed home set within lovely private gardens of just under half an acre.
Guide price £780,000



LET

Winterbourne

A beautiful 4 bedroom listed barn conversion in a small courtyard setting with far-reaching rural views.
£2,850 per month



SOLD AND LET

West Overton

A new luxury 5 bedroom individually designed detached property.
Guide price £850,000/£2,250 per month



LET

Calne

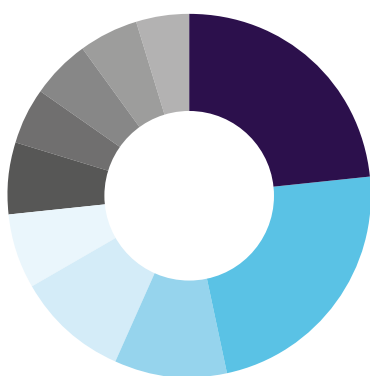
A well-presented 2 bedroom lodge house with lovely country gardens.
£900 per month

FACTS, THOUGHTS & FIGURES

NUMBER 1 AGENT:

Available stock in the last year

Source: Rightmove data 2017



■ Carter Jonas	■ Estate agent no.6
■ Estate agent no.2	■ Estate agent no.7
■ Estate agent no.3	■ Estate agent no.8
■ Estate agent no.4	■ Estate agent no.9
■ Estate agent no.5	■ Estate agent no.10



£506,281

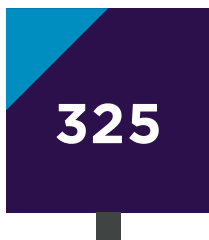
Average house price achieved

Source: Carter Jonas Marlborough & Newbury data 2017



Property sold/let per day

Source: Carter Jonas Marlborough & Newbury data 2017



Properties let in the last year

Source: Carter Jonas Marlborough & Newbury data 2017



12,978

Active registered buyers
in our database

Source: Carter Jonas data 2017



Overall the experience was good - everything managed efficiently. Rupert was excellent.

Mr C

We really appreciated the service we had from Carter Jonas and would happily recommend you to anyone.

Ms R

Your communications and honest opinions have been much appreciated and I would have no hesitation in recommending Carter Jonas to other people.

Mr P



£106,825,250

TOTAL VALUE OF PROPERTY BROUGHT TO THE MARKET*

£4,199 per month

HIGHEST RENT ACHIEVED*

95%

OF OUR CLIENTS WOULD RECOMMEND US*

£2,350,000

HIGHEST PRICE ACHIEVED*



38 OFFICES ACROSS THE COUNTRY, INCLUDING 12 IN CENTRAL LONDON

Bangor	Marlborough
Basingstoke	Newbury
Bath	Newbury - Sutton Griffin
Birmingham	Northampton
Boroughbridge	Oxford
Bury St Edmunds	Peterborough
Cambridge South	Shrewsbury
Cambridge North	Suffolk
Cambridge Central	Taunton
Edinburgh	Truro
Harrogate	Wells
Kendal	Winchester
Leeds	York
National HQ One Chapel Place	Hyde Park & Bayswater
Barnes	Knightsbridge & Chelsea
Barnes Village	Marylebone & Regent's Park
Fulham Bishop's Park	Mayfair & St James's
Fulham Parsons Green	Wandsworth
Holland Park & Notting Hill	Waterloo

To find out how Carter Jonas can help you with the sale or let of your property, please contact one of our experts.



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If you are currently marketing your property with another firm, we would advise you to check the Terms and Conditions of that arrangement as you could face dual liability for agency fees.