



MARKET INSIGHT

JUNE 2020

A MOVING TIME



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LOCAL MARKET UPDATE

Charters network of offices saw a spike in activity across our sales and lettings departments following the December 2019 general election. This trend continued in Q1 of 2020, where we achieved record property sales and a record number of instructions from homeowners wanting to sell their property through us.

Whilst the end of March and the months of April and May have proved to be incredibly difficult for everyone, we have already felt the

positive effects as people begin to look to the year ahead; selling their home, buying a new property or using the lettings market to their advantage.

Despite the recent market upheaval, we have sold over 300 homes in 2020 and been instructed to sell over 400 properties. We are optimistic that the level of activity will continue to increase in the coming months, with the easing of the lockdown restrictions.



NATIONAL MARKET UPDATE

"HOUSE SALES
INCREASED
BY **76%** AFTER
HOUSING
MARKET
RE-OPENED"



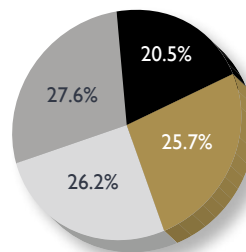
House sales data from the first week of trading since the housing market reopened confirmed almost every part of the market saw increased activity from enquiry levels through to exchanges (**19% increase**).

"VIEWING BOOKINGS
JUMPED BY **188%**"

Source: Coadjute

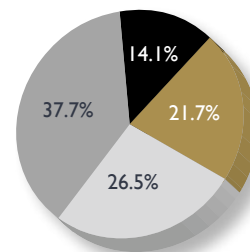
SALES TRANSACTIONS BY PROPERTY TYPE

SOUTH EAST TRANSACTIONS,
LAST 12 MONTHS



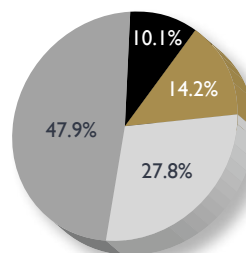
● FLAT/APARTMENT ● TERRACED ● SEMI-DETACHED ● DETACHED

OUR NETWORK OF OFFICES
TRANSACTIONS, LAST 12 MONTHS



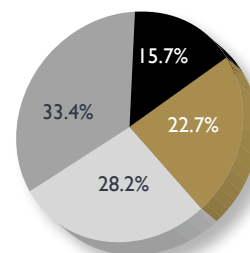
LETTINGS TRANSACTIONS BY PROPERTY TYPE

SOUTH EAST TRANSACTIONS,
LAST 12 MONTHS



● FLAT/APARTMENT ● TERRACED ● SEMI-DETACHED ● DETACHED

OUR NETWORK OF OFFICES
TRANSACTIONS, LAST 12 MONTHS



Source: Dataloft, Land Registry

"The first four days after the lockdown saw **7,897 new instructions** as well as **4,640 sales** subject to contract."

Source: Twencycl

"Rightmove experienced a **45%** jump in visits following the government's guidance on moving home. Email enquiries about viewings increased by **70%** and agents listed **2,115** new properties during the first five hours of trading."

Source: Rightmove

"Despite full lockdown across the housing market during the month, HMRC estimate that more than **46,000 property sales** completed in April."

Source: HMRC





Charters network of offices is operating and staying safe, ensuring everyone in and outside the business is looked after.

We have experienced a surge in demand since the easing of lockdown
and, despite having had record months at the beginning of 2020, **we still do not have the volume of properties required to meet the needs of our growing list of ready-to-go buyers.**

Our experience of the current marketplace tells us that buyers are back and they are making positive decisions, with sensible offers being accepted. If you are thinking about moving home and would like to know how we can help you with this now, or in the future, please contact your nearest branch.

We would love to value your home for you.



Charters Land & New Homes team has access to some of the finest new build developments in our region and we can help you find your dream new home.

With many incentives in place from developers, such as Stamp Duty paid and the availability of part exchange, it means the new home buying process is designed with the customer in mind.

Contact your nearest Charters branch to find out how we can help you get closer to owning your new home.



Our Lettings department has continued to receive interest in their properties and as a result, we have been able to secure tenancies throughout 2020.

Of course, we have continued to respect the government guidelines around COVID-19 and have used technology such as virtual tours, where requested, to showcase these homes.

The team has been inundated with new applicant registrations and we need more properties to offer this growing list. So, if you are a landlord, please contact your nearest branch about how we can help you find the right tenants for your property.



Whatever your mortgage requirements, Charters Financial Services can assist you.

If you are thinking about remortgaging, we have access to **1,000's of mortgages from over 90 lenders.**

If you are a first-time buyer, or looking to take advantage of the government's Help To Buy scheme, or you would like to find out more about Shared Ownership mortgages, talk to us.

We can help you with Buy To Let mortgages for landlords, or advise you on any specialist lending needs you may have.

Call Charters Financial Services on **01252 710000** or visit **www.chartersfinancialservices.co.uk**.

Your home may be repossessed if you do not keep up repayments on your mortgage. There may be a fee for mortgage advice.

The actual amount you pay will depend upon your circumstances. The fee is up to 1% but a typical fee is 0.3% of the amount borrowed.

We have an unparalleled work ethic and passion for property.

We are a multi-award-winning estate agency with 35 national and regional accolades and over 1,300 customer reviews.

Take a look at our website, www.chartersestateagents.co.uk to find out more about us.

**IN NEED OF A MULTI-AWARD-WINNING AGENT TO SELL OR LET YOUR PROPERTY?
PLEASE CONTACT CHARTERS:**



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