

### THE MONTHS HEADLINES

- 1272 properties listed for sale in Worthing
- 1057 homes currently shown as under offer in Worthing
- 200 properties reduced or listed in Worthing over the last 14 days
- Highest priced property, £7,350,000 in Haywards Heath
- Worthing's highest priced home, £1,550,000 in Castle Goring
- Clifton Road, Littlehampton, at £25,000 is the lowest priced property in West Sussex
- At £60,000, Penrith Court in Broadwater is the areas lowest priced home

# Market Comments

ITS BEEN BUDGET MONTH!

This is the month that most agents dread... budget month.

In almost every case, the market slows as the public turn their attention to their personal finances and what the budget might mean to them, and this year, given the already challenging market conditions, we expected a double hit for our business.

As it turns out, we actually saw a little bit of growth, not much, but every little helps as the saying goes, with viewings greatly increased bringing about more offers and sales being agreed.

What is most interesting is looking at the Rightmove property performance statistics the day after the budget itself where we saw a marked improvement on property views and click throughs.

What does this mean for the market, time will tell, but maybe, just maybe, there might be a pre Christmas rush!





# Property Feature

Glynde Avenue, Goring-by-sea Guide Price £600,000

Just a short stroll from the beach and village shops, this beautifully updated detached bungalow offers modern comfort in a peaceful coastal setting.

Bright, dual-aspect living room a cosy fitted log burner Newly installed double glazing throughout Recently fitted modern kitchen

Two generously sized double bedrooms

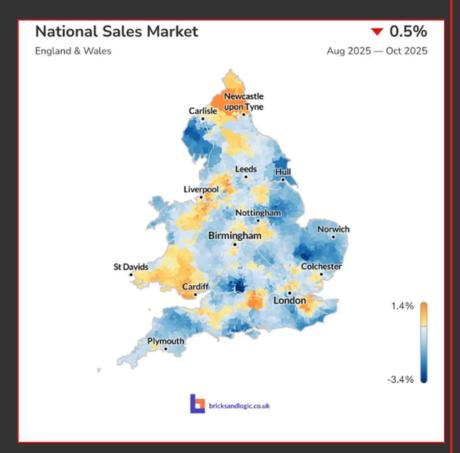
Stylish, recently replaced bathroom plus a separate WC Garage part-converted to provide a practical utility room, with the remaining space retained for storage

Attractive front and rear gardens

Private driveway with off-road parking Peaceful residential location close to shops, cafés, and Goring station

## Where's hot & where's not!

Across England and Wales, the average sale value dropped by 0.5% over the past three months. Depending on your location, the local changes varied between a drop of 3.4% and an increase of 1.4%.



### Monthly planning stats

19 Planning applications submitted For 30 new homes

12 Planning applications approved

For 62 new homes

4 Adjoining consultations submitted and 4 decided Totalling 403 new homes

1 application withdrawn for 1 homes

2 applications refused for 2 homes

Key sites include Clanfield (125 Homes), Steyning (265 Homes) and GALA Bingo, Worthing (47 apartments)

Our month in numbers...





#### Company news

We're delighted to welcome Richard Davis to Coast & Country!

With over 30 years of experience helping people move across Goring, Ferring and West Worthing, Richard joins us as Senior Sales Consultant, bringing with him a wealth of local knowledge, traditional values, and a genuine passion for people.

It's an honour to have Richard join the Coast & Country team. To have an agent of his calibre and experience is a real game changer for us and will help take our business to new heights. Having admired his work for many years, we're genuinely excited to see him succeed as part of C&C!

In addition, Sean, our lettings guru, celebrated his birthday during November... many happy returns Sean!!



#### **WDEAA ANNUAL BALL**

On Saturday the 22nd November over 100 property professionals, including estate agents, surveyors, solicitors and financial advisors enjoyed a wonderful evening of food, raffles and games (Not to mention the odd drink), at Worthing Golf Club in Links Road, Worthing as part of the annual Worthing & District Estate Agents Association (WDEAA) agents ball!

This wonderful event was held to bring together industry professionals that have helped formed the strength of the association since 1949, during which every member has strived to improve the industry at a local and sometimes regional and national level!

At the heart of every event we always look to give back to the community, by raising funds for local charities and this year, we were delighted to be part of a fundraiser, raising over £2250 for two charities, Guide Care and Time to Talk Befriending.

At Coast & Country, we have been proud members of the WDEAA ever since we opened, with our very own Chris Trott and Sean Symth involved as President and Treasurer retrospectively and we were delighted to see so many in attendance all taking part!

A huge thank you goes out to Worthing Golf Club for allowing us to grace their stunning venue and enjoy such fabulous food, and also to Better Call Paul for bringing their wonderful live band as our evenings entertainment!

## The financials

It's all about the budget (and maybe just an interest rate drop!)

Taking away some of the comments made, we're focusing on some key areas that may or may not make a difference in the recent budget!

Increases to the minimum wage – Potentially bringing better salaries to first time buyers and increased affordability, however, this is unlikely to be in the immediate short term.

·Maintaining frozen tax bands – Initially, this sounds great, however, with increases in minimal wage and wage inflation, this does lead to the suggestion that more tax will be paid in the future, note the OBR's comments on Tax Take... no doubt this will have a bearing in some way to the property market, but again, the question will be when and how!

•Reforms to Cash ISA's – Whilst the £20,000 allowance will remain, £8,000 of this will now be designated exclusively for investment purposes. Could this be on property, could this aid with more buy to let and investment? Perhaps not with changes in taxation announced in the landlord sector

·Mansion Tax - Whilst the majority of homes locally would not breach this threshold, it is worth noting that some higher end property owners may now consider a downsize, in reverse, how many buyers may now revise their plans... time will once again tell, and we do not see a major change in our local market.

The most obvious omission, despite the rumours, is changes to stamp duty, is this a missed opportunity to stimulate the market, or now that the budget is over, will buyers and sellers just move on?

In reality, the cost or gain to the average buyer and sellers effective back pocket, may not immediately be apparent, however, there are clear signs that budget changes may bring about a shift in the mindset of the Bank of England and a reduction in the base rate on the 18<sup>th</sup> December.

This is likely to be reflected in borrowing rates, meaning more affordable lending when purchasing a property... could this lend to a late pre-Christmas flux, or a New Year rush?







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Sources: Rightmove, South Downs National Park, Arun, Adur and Worthing, Bricks & Logic

I couldn't recommend Coast and Country enough!! The service I received throughout the whole process was second to none. Being a first time buyer, it was a very unknown process and Charlie was there every step of the way.

No question was too silly and I felt supported throughout the whole process.

Thank you so much to Chris and Charlie for helping to find our first home together!