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The Investor View

East Putney
Q2 2015



Douglas & Gordon
Good to know.

Introduction

Anyone who owns a property in London is a property investor. Our lives and plans often depend on the performance of what is likely to be the largest asset we own. So perhaps it will be helpful to take more of an investor's view of the market.

To produce this report we worked closely with D&G Asset Management, a company we co-founded in 2005. They deploy money into London residential property all the time, so they are constantly analysing different areas and the assets within those areas, seeking to maximise returns.

As well as publicly available sources, we have used the proprietary data that we have been capturing since 1996 to help us make decisions and provide advice and guidance to our clients.

D&GAM has helped us focus on the data that counts and we think the results make fascinating reading.

If you would like to learn more about the East Putney area, please contact our office on Upper Richmond Road. Contact details for this office can be found on the back page.

Property Values

In Q1 2015 the East Putney house market was firm, with smaller houses rising by nearly 5%.

Q1 2015 performance

In the first quarter of 2015, capital values in East Putney experienced contrasting fortunes. The flats market declined but the house market was firm, with smaller houses rising by nearly 5%. Stronger prices were the norm across Douglas & Gordon Emerging Prime offices with prices rising on average by 1.1%. By contrast our Prime offices saw a small decline in capital values (-0.37%).

Q1 2015 – A market divided by price

- | In our Q1 Investor View, we argued that the change to the stamp duty regime in December's autumn statement (which reduced the tax burden on properties valued below £937,500) was a political green light for this segment of the London property market.
- | Although prices rose in many areas nearby, flat prices in East Putney declined. One explanation for this is that the East Putney market did not experience the same weakness as other markets in H2 2014.
- | By contrast, East Putney was one of a number of offices within D&G Land where houses priced nearer to £1m than £2m performed well in Q1.
- | We believe that there is some "area rotation" underway; owners (usually retirees) of more expensive houses in higher priced areas are selling and redeploying their capital into less expensive areas – a process that also allows them to pass on any residual capital to their children for use as a deposit.
- | The larger house market (5 bed house +) was the weaker performer in Q1. This was due to the pre-election political uncertainty, particularly over the mansion tax, which some feared would have put a ceiling on prices.

Many investors/buyers have taken their eye off events unfolding across the globe.

East Putney Nominal Property Values

	Q1 2015	Q4 2014	Since Q1 2009
1 Bed Flats	0.00% ➔	-1.96% ↘	113.90% ➔
2 Bed Flats	-1.32% ↘	-1.94% ↘	71.90% ➔
3 Bed Houses	4.76% ➔	0.00% ➔	103.03% ➔
4 Bed Houses	0.00% ➔	0.00% ➔	79.49% ➔

Source: D&G proprietary data

Looking forward – post the election

- | The election result has lifted the threat of a mansion tax, removing any ceiling on property prices over £2m.
- | Q1 2015 marked the 5th anniversary of interest rates remaining at 0.5%; and with inflation registering zero for the last two months, we continue to argue that monetary policy will remain accommodative for the foreseeable future.
- | Another consequence of all the election "chat" over the last six months has been that many buyers have taken their eye off events unfolding across the globe. The Greek debt saga remains unresolved, China is slowing, and there is rising geopolitical uncertainty caused, amongst other things, by the low oil price.
- | History would indicate that these events, alongside low interest rates, will provide a better long term benchmark for the future direction of London property prices.
- | We can expect a "market-driven" rally in H2 2015.

How an investor looks at the market

Residential property investors use two key measures: the capital value of the property and its net rental yield.

You can make money from an increase in capital value and earn additional income by renting out a property you own. The net yield is the annual rent, less expenses, divided by the property's capital value.

Both are important and are influenced by many factors including: supply of new properties,

infrastructure projects, demographics of the area, the economy (in particular, interest and tax rates) and the wider geopolitical picture.

The interplay of these factors is what determines investment returns and what makes property investment decisions so interesting. We hope this report provides some help as you assess your options.

East Putney has seen good rental growth in Q1 2015.

Rental Growth & Yield

In Q1 2015, average rental values across D&G Land rose by 1%. This figure masks a contrasting market; in our Emerging Prime offices rental values grew by 1.9%, but rental values in our Prime offices declined by 1.6%.

Against this background, Putney has seen continued good rental growth in Q1 2015 – the rise of 1.9% follows a very strong growth in 2014. This recent strength has cemented a pattern of rents in many Emerging Prime offices now standing substantially higher than pre-financial crisis levels on the eve of 2007.

What happened in Q1 2015

In Q1 2015, the major theme across Emerging Prime offices was that the rental market benefited from a slowdown in volumes in the sales market. This is a continuation of the performance in H2 2014 when potential buyers held off buying and remained in rental accommodation.

Another post financial crisis trend has seen corporate backed renters increasingly wanting to live in areas of the capital outside prime, where rental values are cheaper.

Recent analysis of our database has shown that our emerging prime areas are also gaining popularity with overseas tenants. In Q4 2013 overseas tenants accounted for 33% of all Douglas & Gordon's emerging prime tenants. The latest figures for Q1 2015 show that the number has increased to 39%.

Emerging prime areas are becoming increasingly popular with overseas tenants.

Outlook

With a pick up in the sales market, we expect rental growth to slow during the remaining part of 2015. We argued at the start of the year that with concerns over the city and real wage growth, investors should moderate their expectations. This remains our stance.

East Putney Nominal Rental Growth			
	Q1 2015	Q4 2014	Since Q1 2007
1 Bed Flats	3.08% 	1.56% 	19.64% 
2 Bed Flats	2.41% 	1.22% 	26.87% 
3 Bed Houses	0.00% 	0.00% 	39.18% 
4 Bed Houses	2.08% 	-4.00% 	88.46% 

Source: D&G proprietary data

Current Rental Gross Yields May 2015	
1 Bed Flats	3.50% - 5.50%
2 Bed Flats	3.50% - 4.80%
3 Bed Houses	2.70% - 4.30%
4 Bed Houses	2.70% - 4.30%
10 Yr UK Gilt Yield	1.90%
FTSE All Sh Yield	3.20%
UK Base Rate	0.50%

Source: D&G Proprietary data

The General Election result is a very bullish outcome for London real estate markets at all price levels.

In the short term - A 5 year surge in capital values

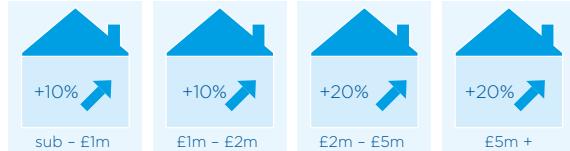
The election result will restore overseas investor confidence in the UK, and UK real estate assets, leading to a surge in capital values over the next five years.

This result, particularly the UKIP share of the vote, will help David Cameron in his negotiations with the EU over reform before a 2017 referendum. Importantly, we do not expect the prospect of an EU referendum to be a major dampener on asset values.

Following a 12 month period where policy-risk has subdued residential assets above £2m, we expect this part of the market to rally by up to 20% in the short term (next 12 months).

Over the next five years we think that capital values in the Prime London residential markets could as much as double.

D&G Land 12 month capital value forecasts



We predict the following to unfold over the short and long term:

- | There will be significant inward investment into Prime London residential assets from parts of the world where major geo-political uncertainty prevails
- | UK based banks will be taxed less heavily than feared and will start to increase mortgage lending
- | With the threat of a Mansion Tax lifted, we believe that some sort of 'Commission' will be set up to look into residential taxation - from which we think higher Council Tax bands will emerge
- | No major house-building initiatives in the South East leading to the demand-supply imbalance remaining
- | Lower Gilt yields and Sterling

Implications for the London residential property market can be summarised as follows:

- | An immediate H2 2015 rally in all London real estate residential assets
- | The £2m+ market, especially in Prime, to rise 20% over the next 12 months - and to double within five years
- | Very modest rental rises as wage-inflation stays low and the sales market heats up



Good to know.

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To get an investor's view of other areas in central, west and south-west London, visit douglasandgordon.com



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