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The Investor View

East Putney
Q1 2016



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 do get in touch with our office on Upper Richmond Road. Contact details can be found on the back page.

Property Values

In 2015 capital values in East Putney steadied after a strong 2014

In Q4 2015, capital values in East Putney remained unchanged. The year as a whole however, saw a dose of reality after a strong 2014.

Review of 2015 - A market divided by price

- | The changes to SDLT in December 2014 defined the London residential sales market in 2015. East Putney was no exception.
- | The market below £1m, which benefited from lower SDLT rates, was buoyant although after such a strong 2015 prices slowed.
- | The East Putney sales market between £1m and £2m, where SDLT rates were higher, experienced a standoff between nervous buyers and over optimistic sellers. Price levels on offer in East Putney continue to attract first time house buyers, particularly couples who have sold flats in central, west and south-west London.
- | The £2m+ sales market dramatically declined in volume with vendors and buyers remaining cautious over the new SDLT rates. Our data shows that in the last nine months of 2015, the number of sales of £2m+ properties across D&G Land dropped by 64% compared to the same period in 2013.

Looking ahead to 2016

- | East Putney remains a market for both investors and Pied-à-Terre buyers. The proposed 3% increase in SDLT for buy-to-let investors and 2nd home buyers from April 2016, will lead to a rush to deploy capital in Q1 - thereafter the market is expected to quieten down.

East Putney Nominal Property Values

| | Q4 2015 | 2015 | 2014 |
|--------------|---------|----------|----------|
| 1 Bed Flats | 0.00% → | 2.00% ↗ | 38.41% ↗ |
| 2 Bed Flats | 0.00% → | -4.61% ↘ | 20.35% ↗ |
| 3 Bed Houses | 0.00% → | 4.76% ↗ | 19.05% ↗ |
| 4 Bed Houses | 0.00% → | -1.92% ↘ | 12.00% ↗ |

Source: D&G proprietary data

- | Such a dramatic decline in volume for the £2m+ market will have impacted revenues for the treasury. It is therefore possible that the government might consider lowering SDLT rates for higher priced properties.

East Putney continues to attract first time buyers

- | The attractive price levels in East Putney remain key to a fluid flats and mainstream house market. Some buyers come to the area knowing they can get more for their money than over the river.
- | Interest rates will remain low for longer (see forecasts on Page 4), which will underpin the East Putney property market.

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.

Putney rental values were firm in 2015 – with the exception of larger houses

Rental Growth & Yield

In Q4 2015, average rental values across D&G Land declined by 1.9%. Our Prime offices suffered the largest declines (-3.04%) but there was also weakness in Emerging Prime where on average, prices declined by 1.16%. Against this background, rents in Putney predominantly held their value.

2015 in perspective

As you can see from the table, 2015 delivered buoyant rental growth in Putney. The growth, however, was focused on the flats market. The continued slowdown in the sales market resulted in tenants choosing to stay in rental accommodation longer.

The single largest theme of 2015 was the further tightening of corporate housing budgets.

At the top end of the market, reduced corporate budgets have dampened the demand for larger family houses – particularly over the summer season.

In order to comply with strict corporate accommodation budgets, a number of individuals are choosing to weekly commute. This is having a positive impact on the flats market.

Looking ahead to 2016

Companies will remain under financial pressure and tighter accommodation budgets are likely to continue into 2016. Evidence from last year however, suggests that in some instances 'professional-sharers' are replacing corporate family tenants in the house market.

Tighter accommodation budgets are likely to continue into 2016

Putney Nominal Rental Growth

| | Q4 2015 | 2015 | 2014 |
|--------------|----------|----------|----------|
| 1 Bed Flats | 0.00% → | 12.31% ↗ | 8.33% ↗ |
| 2 Bed Flats | 0.00% → | 3.61% ↗ | 3.75% ↗ |
| 3 Bed Houses | -2.86% ↘ | 0.74% ↗ | 12.50% ↗ |
| 4 Bed Houses | 2.17% ↗ | -2.08% ↘ | 14.29% ↗ |

Source: D&G proprietary data

Current Rental Gross Yields December 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 | 1.76% |
| FTSE All Sh Yield (historic) | 3.87% |
| UK Base Rate | 0.50% |

Source: D&G proprietary data

Domestic budgets, which are fully stretched, will also remain tight.

As further new build stock becomes available to the rental market, the standard and finish of properties will become more important.

In this low inflationary environment, we remain cautious on rental growth in 2016 (see forecasts on page 4).

As we enter 2016, the outlook from nearly all commentators on virtually every asset class is, at best, cautious.

This is how we see a number of major factors unfolding:

Interest rates

- Throughout 2015 the Governor of the Bank of England spoke of a buoyant UK economy and guided onlookers to expect interest rate rises. He has now changed his tune and coined the phrase “low for long”.
- We have consistently argued that interest rates would not rise. A downward revision to GDP data, and worse than anticipated government borrowing figures released at the end of 2015, added weight to this analysis.

Currency

- Sterling weakness, caused in part by the Federal Reserves decision to raise interest rates in the US in December, will likely continue in the face of a slowing UK economy.

Political Factors

- It appears likely that in 2016 the UK will hold a referendum on whether or not to remain in the European Union – expect investors to stay on the side-lines during this process.
- Global political tensions will continue to be a focus throughout the year – watch out for pockets of

trouble emanating from oil producing countries with possible knock on effects at the top end of the London market.

Investors will remain desperate for yield

- With benign UK interest rates and the possibility of dividend cuts in the equity markets, income will remain a major headache for many investors.

Many of the factors highlighted above are not necessarily negative for London real estate assets. Forecasting a year ahead, is not a straightforward process. Often exogenous, or unexpected, factors can arise which have implications for asset prices. Our thoughts for next year, however, are as follows:

Forecasts for 2016:

Sales:

| | |
|------------------------------|--|
| Up to £1.5m 0% - +5% | This part of the market will remain firm. |
| £1.5m - £5m Broadly flat. | Supply considerations may produce pockets of strength in Prime. |
| £5m + Broadly flat. | There is potential for distressed sellers, particularly from commodity producing countries, that may make headlines. |

Rents:

| | |
|----------|--|
| 0% - +2% | Low inflation and tightened budgets will lead to little rental growth. |
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**East Putney
key facts & figures**

Here are the key facts and figures anyone investing in the property market needs at their fingertips.

| Nominal Rental Income Growth to December 2015 | | | |
|---|--------|---------|----------|
| | 2015 | 5 years | 10 years |
| 1 Bed Flats | 12.31% | 22% | 59% |
| 2 Bed Flats | 3.61% | 7% | 48% |
| 3 Bed Houses | 0.74% | 5% | 43% |
| 4 Bed Houses | -2.08% | 7% | 68% |

| Nominal Capital Returns to December 2015 | | | |
|--|--------|---------|----------|
| | 2015 | 5 years | 10 years |
| 1 Bed Flats | 2.00% | 100% | 150% |
| 2 Bed Flats | -4.61% | 58% | 114% |
| 3 Bed Houses | -4.76% | 101% | 138% |
| 4 Bed Houses | -1.92% | 61% | 100% |

| Other Assets Capital Returns to December 2015 | | | |
|---|--------|---------|----------|
| | 2015 | 5 years | 10 years |
| Nationwide HPI* | 4.50% | 21% | 25% |
| Halifax HPI* | 9.50% | 27% | 22% |
| FTSE100 | -4.93% | 6% | 11% |
| RPI | 0.90% | 14% | 34% |

*House Price Index

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