

Scaling New Heights



Inside:

- Continued market growth in 2016
- What's happening in your area
- Rental market analysis, post stamp duty increase
- Templeton Robinson helping to build global communities



KEITH MITCHELL MRICS
PARTNER

“news headlines are unanimously positive about the market’s return to form”

However while news headlines are unanimously positive about the market’s return to form and the Office of National Statistics (ONS) reports that the average house price here is now £157,000 representing an increase of 2.4% on the same period last year, it’s

worth remembering that there’s still some way to go to reach the 2007 levels when the average was £215,590.

With property prices going in the right direction, it’s a case of wait and see as to what the rest of

the year will bring in headlines, but there’s no doubt that the strong start to sales in 2016 is further evidence of growing consumer confidence.

Keith Mitchell MRICS

“Over the past three months we’ve marketed a number of multi-million pound homes, and this turnover at the higher end of the market is further proof of growing assurance”

Land and New Homes

Headline: Growth

“Sales up 16% on same period 2015”

So far, so positive for the Northern Ireland property market’s first quarter of 2016. Encouraging headlines sourced from industry bodies signalling increases in average house prices, rising sales activity, expanding volume of properties and the highest rate of mortgage lending since 2007.

It’s the busiest time of the year for us, and if you’re a homeowner it’s the best three months of the year for buying and selling, with our own figures showing sales already up 16% on the same period last year which translates into £10 million in monetary value.

So the consolidation of the market is represented not just in the headlines as far as Templeton Robinson is concerned, but in the increasing volume of sales we’re seeing across each of the five regional offices here.



The light nights, seasonal house buying habits, increased lending and rising prices are just some of the factors contributing to the rising activity we are experiencing. Over the past three months we’ve marketed a number of multi-million pound homes, and this turnover at the higher end of the market is further proof of growing assurance



Increased supply cementing growth.

2015 was a challenging year for the development land sector, for two main reasons, the first being that normal market conditions were kept under tight supply and control because of the corporate loan sales through Cerberus resulting from historic bank debt from the credit crisis.

The restructuring of the Northern Ireland Planning Services from the existing government body back to local councils in April 2015 also played a key role, meaning that there was an early surge of planning applications in advance of this change, and subsequent absence in the second half of 2015.

Both last year and this year we have seen an increase in hedge funds and corporate investment enter the NI market in a big way.

Looking to the rest of 2016, it would be our opinion that the normal market will see a resurgence due to the realisation that the values and market demand are once again improving. Given the increase in house prices and overall consumer demand, together with the number of local builders that are anxious to secure development opportunities, we firmly believe that this calendar year the market will improve significantly.

We have already seen evidence of this during January 2016 with a considerable number of private clients approaching us with land assets to sell.

Every developer in Northern Ireland has the appetite and confidence to buy land. From the smallest infill back garden development opportunity for replacement schemes right up to zoned housing lands. Given the fantastic news that during 2015, grade A office space is in strong demand in Belfast, this will provide an opportunity for historic buildings to be converted to City Centre apartments.

Regional Market Activity Update



Neil Templeton

BALLYHACKAMORE

East Belfast has always had some of the best schools in the province but now it has local amenities, shops and restaurants to match. It's ideal commuting and leisure facilities make it popular with buyers from the local area and beyond so it's no surprise that Ballyhackmore's popularity shows no signs of abating. There's continued strong activity in the market, particularly with more family-orientated homes that are close to schools and amenities. Like other areas, demand is very high and supply

wasn't quite there to meet it so many sales were obtaining prices in excess of the asking price, for example one semi-detached home in the Wandsworth area achieved more than 10% above the asking price.

That demand exists across the board, although it's worth noting that the apartment sector has picked up as the First Time Buyer and Investor market remains confident. In Q1 the team registered 50 houses for sale in BT4 and BT5, with sales of around £7.5 million.

"There's continued strong activity in the market, particularly with more family-orientated homes that are close to schools and amenities."



John Todd

BANGOR

The Bangor market has been very active over the past three months with greater activity in the early part of the year than normal, and increased levels of instruction. However, it is quite evident there are more viewers and therefore greater competition for properties especially in the lower end of the market.

An estimated £8,500,000 worth of property has been agreed for sale

in the last 3 months, with buoyancy at all levels and particular interest in properties below £200k.

Recent announcements about new housing developments in Bangor and Newtownards and the proposed hotel on the site of the old swimming pool complex – a much needed business and tourist facility - are creating a real buzz in the town.

"An estimated £8,500,000 worth of property has been agreed for sale in the last 3 months"



Michael Young

HOLYWOOD

Recently named by the Sunday Times as one of the best places to live in Northern Ireland, Holywood – and indeed the wider North Down area - continue to be in demand for homebuyers, with confidence returning to the market in this area on the back of steady and sustainable growth. The gradual month-on-month growth observed in 2015 has continued into 2016, and entering the traditionally busy time of Spring, we confidently

expect to see the current trend of increased enquiry levels, new buyer instructions and strong sales activity continuing as the year progresses. With interest rates remaining low and the shortage of supply previously observed in recent times beginning to show signs of improvement, prospective purchasers and sellers alike are entering the market with a renewed optimism and vitality

"purchasers and sellers alike are entering the market with a renewed optimism and vitality"



Johnny Steen

LISBURN

With around 65 house registered for sale so far this year, Lisburn is enjoying a strong start to 2016, with the new public realm works and emergent evening economy attracting greater numbers of potential purchasers. Typically, there's strong demand up to £250,000 with first and second time buyers as well as those in the market

for a four bedroom family home, with larger higher priced houses in more rural locations are also selling well. There's been a marked increase on activity at the start of 2016, which is noted as up 20% on the same period last year, with city confidence evident with the now revamped Lisburn Square and upturn in commercial letting.



Will Liddell

LISBURN ROAD

The Lisburn Road office reports a greater number of properties coming to the market in March and into April as the traditional spring market takes off. Semi-detached properties in south Belfast, as ever, are in high demand and strong interest is being shown in the next move from semi-detached villa to detached, price brackets up to £250,000. The market from £250,000 - £500,000 is also showing good activity.

South Belfast remains the prime location in terms of desirability for prospective purchasers. The fine selection of local schools, retail and restaurant facilities on the Lisburn Road combined with the ease of access to the city centre and motorway network will continue to feed the aspirational mind set of the home buying public.

"properties in south Belfast, as ever, are in high demand"

Rental Sector Snapshot



Patrick Palmer

Activity 'significant' with increased demand for property management

The rental sector has had a strong improvement over the past two years, due to two main factors the first being the rise in property market prices overall prompting investors to buy now as prices continue to climb. Secondly, there has been little return on savings over recent years as interest rates remain low, with property offering a much better annual percentage return along with capital appreciation. Property has once again become a great place to invest your money, and for the first time in a long time, increases in the actual monthly rents of property are being recorded.

There was a particularly busy period in the purchase of many rental properties in the weeks leading up to the end of March ahead of new Stamp Duty costs for second homes, with a substantial number of deals done prior to the April 1 deadline.

The new charge will impact on anyone purchasing an additional residential property in the UK worth over £40,000, so that a buyer who paid for example £135 000 for a buy-to-let property will only have paid £200 before the 1st April, but £4250 afterwards.

Although this may have a short term effect on the rental investment market going forward, the sooner a property is purchased for investment in a lifting market, the less a buyer will have to pay.

Demand for property management is also increasing and we have seen a marked rise in take up for this service due in part to the extensive administration required, tempting more landlords down this route in a bid to ensure all legislative requirements are being met.

Global shop window for Templeton Robinson

A new partnership with one of Britain's best loved magazines is showcasing Northern Ireland homes being sold by Templeton Robinson to potential purchasers around the world.

Readers of Country Life, one of the UK's most iconic magazine brands, will be able to access details of houses being marketed by Templeton Robinson across all five offices, thanks to a collaboration with website OnTheMarket.com which represents leading estate agencies across the country. The move means that Templeton Robinson's Northern Ireland properties are now seen by users in more than 200 countries via Country Life, which is acknowledged as a matchless authority on property, architecture and the countryside. At the heart of the magazine are the property pages, where the finest houses are

showcased to their readership in the UK and overseas.

In January this year, the site attracted more than six million visits, which



Managing Partner Keith Mitchell says gives Templeton Robinson's wide client base a distinct advantage.

"In a competitive market place, Templeton Robinson clients already have a lead, represented as they are by all five of our offices. However this new and innovative partnership with Country Life is a huge advantage and showcases our clients' properties to a world-wide audience of potential purchasers.

"Our continuing partnership with OnTheMarket.com has been hugely

successful, and this collaboration with such a globally recognized, and much-respected publication and online presence is a perfect fit for Templeton Robinson and the clients we represent."

Jean Christie, Country Life Publishing Director, said: "We've seen the tremendous success of OnTheMarket.com in attracting so many of the leading agents in the UK and we envisage the business continuing to grow. We see a major opportunity for our readers, for our website users, for our agent advertisers and for our business in providing a co-branded online search service."



A word from the Wise



BETH ROBINSON
PARTNER

HOW DID YOU START OUT IN BUSINESS?

I started in Brian Morton and Company in 1976, which was at that stage the largest firm of Estate Agents in Northern Ireland. I started as a secretary and worked my way into the sales department, discovering that I absolutely loved the work. My passion for selling property has never dimmed, and I didn't hesitate when the opportunity arose to open Templeton Robinson in 1994

WHAT HAVE YOU FOUND MOST CHALLENGING DURING YOUR YEARS IN BUSINESS?

The biggest challenge is being able to juggle all the balls in the air at the one time, the running of the business, being proactive and innovative as well as reinforcing the Company's position as one of the most trusted and respected Estate Agencies in Northern Ireland AND creating new business and earning fees.

HOW WOULD YOU DESCRIBE YOUR MANAGEMENT STYLE?

I believe I am a good communicator, something which is vital in all walks of life and especially this business. I also believe making the people who work with you feel valued and appreciated is crucial, and that is very much part of my management style.

WHAT WOULD YOU CHANGE IF YOU COULD GO BACK AND DO IT ALL AGAIN?

I wish I had made the move to create Templeton Robinson sooner than 1994! Although having said that experience in business is so important and I still think I learn something new every week.

HAVE YOU DONE IT ALL ON YOUR OWN?

Definitely not! Selling property is team work and you are only as good as your last sale. I have always enjoyed working as part of a team, and there's

no doubt that 10 heads are better than one and a problem shared is a problem solved!!

HOW WOULD YOU LIKE YOUR BUSINESS CAREER TO BE REMEMBERED?

Primarily as a person who was successful at selling houses for the very best price. I do also believe the world moves on very quickly and that when I retire in a few years' time, it will be seamless and Templeton Robinson will continue to thrive and grow if I have left the right principles and strategies in place.

WHAT PIECE OF ADVICE WOULD YOU GIVE A 20-YEAR-OLD YOU?

The world does not owe you a living, so be prepared to work hard but in a job you enjoy and get job satisfaction.

This feature first appeared in Ulster Business Magazine

Templeton Robinson building communities at home and around the world with Habitat for Humanity

Templeton Robinson have teamed up with global charity Habitat for Humanity, working on key projects in Northern Ireland, Africa and Eastern Europe. The new partnership will harness Templeton Robinson's many contacts within the local construction industry, as well as the company's wide client base across all five offices.

Since 1994, Habitat for Humanity Northern Ireland's local work has focused on reconciliation and building strong communities in which everyone can reach their full potential. More than 28,000 volunteers from across Northern Ireland have engaged in practical projects, locally and globally, which break down barriers and help build a shared future.

Key projects that Templeton Robinson will assist on include encouraging contractors on new builds to donate leftover materials

to support Habitat for Humanity's social enterprise, Habitat ReStore, as well as raising awareness of the Kitchen Rescue service which allows purchasers who want to install a new kitchen to have the old one taken out by Habitat ReStore, enabling low-income families to improve their home for less.



Other key activities including projects supporting vulnerable and orphaned children in Malawi will be assisted by Templeton Robinson, in what Managing

Partner Beth Robinson says will be a hugely worthwhile partnership.

"Templeton Robinson are in the business of finding homes, not simply houses, and we know the value of a property is more than just four walls and a roof. To enable real change here, in partnership with Habitat for Humanity and the Re:Furb programme as well as many other crucial projects, we look forward to helping transform empty houses into homes across the community in Northern Ireland.

Jenny Williams, Chief Executive of Habitat NI, said, "We so much appreciate the support of Templeton Robinson and look forward to partnering with them to serve families in need at home and around the world. Home is the start of it, for all of us."

Appointments



ASHLEY BLACK
MRICS

Ashley Black has been appointed Sales and Letting Negotiator at Templeton Robinson. Ashley qualified as a Chartered Surveyor and RICS Registered Valuer in 2015 and has a First Class Honours degree in Property Investment and Development BSc (Hons).



KYLE ANDERSON
FDEM (ESTATE MANAGEMENT)

Kyle Anderson has been appointed Land and New Homes Consultant at Templeton Robinson. Having gained work experience with Templeton Robinson throughout his time at Northumbria University when completing an Estate Management degree, Kyle also previously worked with Multi Development Ltd as an Assistant Leasing Manager assisting on the Let Victoria Square project.



PHIL MCVITTY
BSC (HONS) PROPERTY INVESTMENT AND DEVELOPMENT,
MNAEA

Phil McVitty has been promoted to Valuer and Rental Manager at Templeton Robinson, after joining Templeton Robinson in 2014 and has 3 year's experience working in the field since graduating with an Estate Management BSc (Hons) degree at Ulster University.



JONATHAN WATT
BBS

Jonathan Watt has been appointed Accounts Assistant at Templeton Robinson. With a Business Studies degree from Trinity College Dublin and a Postgraduate Diploma in Accounting from DIT, Jonathan has also spent time living and studying in Spain and has a Diploma in Spanish as a Foreign Language from the University of Cantabria.

Getting you **Best** Price.

FIVE OFFICES. **ONE TEAM.**

LISBURN ROAD

563 Lisburn Road
Belfast,
BT9 7GQ
Tel: 028 9066 3030

HOLYWOOD

54 High Street
Holywood, Co. Down,
BT18 9AJ
Tel: 028 9042 4747

BANGOR

105 Groomspoint Road
Ballyholme, Co. Down
BT20 5NS
Tel. 028 9145 1166

EAST BELFAST

326 Upper
Newtownards Road,
Belfast BT4 3EX
Tel: 028 9065 0000

LISBURN CITY

17 Market Place
Lisburn, Co. Antrim
BT28 1AN
Tel: 028 9266 1700

templetonrobinson.com

**TEMPLETON
ROBINSON**