

London property price update







Independent, free, expert advice on housing

Buying, selling or investing in today's variable market means you need to take a great deal of care before making a decision. It's essential to secure independent, up-to-date advice you can trust. Kate Faulkner and her team make it easy to access the information and support consumers' needs via FREE of charge eBooks, checklists, The Buy To Let Show, articles and one-to-one advice.

Although London is often reported as 'one market', it really isn't. From our analysis there are thousands of markets, just in Greater London, but we break this down for you into the 32 London boroughs.

If you only want to see how your own borough has performed, please view the Appendix on page 14

Report Headlines



Rightmove

"Sellers warned to price more keenly to avoid 4.4% discounts"



Nationwide

"London again weakest performing region, with house prices down 1% vear-on-vear"



LSL Acadata HPI

"Regional peaks while London slowdown persists"



LCPAca Residential Index

"A slow picture for Greater London as affordability and domestic issues impact sales"



Hometrack

"London house price growth is 1% per annum with negative growth in 42% of postcodes"



Chestertons

"Affordability issues slowed sales in Greater London in 2017"

Summary of London price data



London	Highest average	Lowest average	Market low	Latest month's	How much higher/	How much higher/	Year on year	Annual	Highe	st yearly
	house price	house price	+/- versus	data	lower are latest	lower are latest	change in price	average	averag	e increase
	pre-credit crunch	during recession	market height	Feb-18	prices vs	prices vs	in Feb 18	increase	sinc	e 2000
	2007/08	2009			height in 2007/8	2009 low		since 2000	Date	% Increase
All property types	£298,596	£245,351	-17.83%	£471,986	58%	92%	-1.0%	7.4%	Apr-00	28.3%
Detached	£562,436	£456,683	-18.80%	£915,162	63%	100%	3.1%	6.8%	May-00	28.2%
Semi Detached	£354,894	£291,834	-17.77%	£578,708	63%	98%	2.8%	7.2%	May-00	26.5%
Terraced	£298,971	£243,875	-18.43%	£489,639	64%	101%	1.5%	7.7%	Apr-00	26.4%
Flat	£270,658	£222,092	-17.94%	£412,902	53%	86%	-3.4%	7.3%	Apr-00	30.7%

Source: **UK HPI**

,	Asking prices Mortgaged only prices			rices			Sold prices				
			in	inc cash sales & new builds							
Rightmove	Rightmove	Rightmove	Nationwide	lationwide Nationwide Nationwide LSL Acadata LSL Acadata LSL U			UK HPI	UK HPI	UK HPI		
Average	Average	%	Average	Average	%	HPI	HPI	%	Average	Average	%
Price	Price	Change	Price	Price	Change	Average Price	Average Price Average Price		Price	Price	Change
Apr-17	Apr-18	YoY	Q1 17	Q1 18	YoY	Feb-17	Feb-18	YoY	Feb-17	Feb-18	YoY
£638,087	£628,039	-1.6%	£478,782	£473,776	-1.0%	£611,776	£602,539	-1.5%	£476,717	£471,986	-1.0%

Table 2 - City level summary

City	Current price	%yoy Feb-18	%yoy Feb-17	
London	£487,900	1.0%	4.3%	

Source: <u>Hometrack</u>





KATE FAULKNER COMMENTS ON LONDON PRICES



The figures for London this quarter are kind of astonishing.

Since 2000, London has been used to seeing property price increases of 7-8% each year. Since 2009, when most places across the UK saw property prices at their lowest due to the credit crunch, growth for some has been 100% over just 10 years, meaning double-digit annual increases for many. Yet now, the property price picture couldn't be more different. All indices show prices down year on year, albeit by tiny amounts compared to recent growth, although the price falls appear to be hitting apartments more than the short supply of houses, with detached still growing at just over 3% a year, matching inflation.

Of course, for many this will be good news. Buyers can have some rare respite and take their time to purchase a property as well as make a cheeky offer, while any homeowners who bought before 2016 will still have seen phenomenal growth in prices, even if they bought at the height of the market in 2007/8. The current 'losers' will be those who have bought over the last few years at the current height of the market and may now have seen their property values fall. This, though, is only an issue for a fraction of people who are forced to sell for whatever reason.



London buyers can take their time over an offer.

Image: © creativecommonsstockphotos | Dreamstime.com

Summary of London price data



Top five high growth areas YoY	YoY %	Five high growth areas last 10 years	%
Redbridge	8.9%	City of Westminster	86.2%
Barking and Dagenham	4.4%	Waltham Forest	77.1%
Havering	4.2%	Haringey	72.6%
Bexley	4.1%	Lewisham	70.7%
Bromley	3.8%	Kensington and Chelsea	69.3%

	Lowest five low growth areas YoY	YoY %	Five low growth areas last 10 years	%
1	Camden		Croydon	47.9%
l	City of Westminster	-2.4%	Hounslow	43.9%
l	Wandsworth	-2.6%	Sutton	43.4%
	Hammersmith and Fulham	-5.0%	Hammersmith and Fulham	39.8%
	Tower Hamlets	-7.9%	Tower Hamlets	34.8%

Source: <u>UK HPI</u>



KATE FAULKNER COMMENTS ON LONDON BUYERS AND SELLERS, AND BOROUGH HOUSE PRICE CHANGES

As ever, the averages for Greater London distort what is actually happening on the ground. For those areas which have seen huge growth over the last 10 years, such as the likes of Hammersmith and Fulham as well as Tower Hamlets, prices are seeing falls of over 5%. Although this doesn't seem like a big deal for most, with average house prices of £500,000 plus, this gives the media their scary headlines of Londoners having £25,000 or more wiped off the value of their home. However, it's all relative and for those who bought a few years ago this will be nothing compared to the gains they have made since the credit crunch hit.

Hometrack's index also shows that although 42% of boroughs in

London are seeing falls, the majority of 58% are still seeing rises. This is mainly a 'inner' vs 'outer' London picture with the boroughs on the fringes such as Redbridge still seeing nearly double-digit growth. So for some there are falls while others are still seeing pricing pressures which are good for sellers, but not so good for first-time buyers.

However, this is a good time for those who are not on the ladder to start looking to see what can be achieved either on the open market or via Help to Buy or Shared Ownership. Negative media headlines tend to put people off looking, while in actual fact it can be a good time to bag a bargain – as long as you can hang on to the property for the next five years or more to ride out the uncertain times.

Range of prices paid



Table 3: First-time buyers: average Price, loan and deposit by region, 2017

	Average House Price (£s)	Average Mortgage (£s)	Average Deposit (£s)	Deposit as % of purchase price
Greater London	422,580	309,977	112,604	27%

Source: Halifax/CML

New build average price £505,112

Cash purchase average price paid £494,312

Trading up average price paid £533,159

FTB average paid £412,482

Source: **UK HPI**



London boroughs price commentary





LSL Acadata HPI

"Unlike previous months, price falls are no longer concentrated in the most expensive boroughs: the top 11 of London's 33 boroughs have actually seen the smallest fall over the twelve months to March, down just 0.2%, compared to 4% among the mid-priced boroughs and 0.3% in the cheapest 11.

"This is, however, almost entirely due to a massive 30.7% annual increase in the average price in Kensington and Chelsea, London's most expensive borough – and that largely the result of just seven high value property sales. These transactions, each for prices over £10 million, pushed the average price in the borough to a new peak of £2,570,950.

"By contrast, other high end areas have seen big falls in the last 12 months, including a 15.9% drop in prices in Wandsworth, 14.7% for Richmond upon Thames and 11.4% in the City of London.

"Overall, cheaper property in London does remain more robust, with the 11 lowest priced areas accounting for almost half the 11 boroughs to still report increases in the last year. That includes the two very cheapest – Bexley, and Barking and Dagenham (with prices up 3.4% and 3.3%, respectively). Only Redbridge, the 12th cheapest borough in London, grew stronger, up 6.2%. Redbridge was also the only borough, other than Kensington and Chelsea, to set a new peak average price in the month." (Mar 18)



Hometrack

"House price indices report the trend in prices for the average property while the reality is there is a distribution of growth around this average. Using Hometrack's more granular house price indices at postcode district level (e.g. SE5) we find that 42% of postcodes are registering year on year price falls. The remaining 58% are still registering positive growth.

"The current coverage of markets registering negative growth is the highest since the global financial crisis. There have been other periods when parts of London have registered falling prices and these are explained by economic and other external factors.

"The coverage of postcodes with negative growth has risen sharply since 2015. This is a result of tax changes impacting overseas and domestic investors and stretched affordability levels for owner occupiers that have been compounded by Brexit uncertainty.

"Most markets registering negative growth are experiencing annual price falls of between 0% and -5%." (Feb 18)

Transactions, supply and demand



SUPPLY AND DEMAND

The data below comes from Agency Express and gives an indication over a three-month period of what's happening to supply (new listings) and demand (properties sold over time).

New Listings Properties Sold

Jan - Jan - Jan - Jan - Mar 18 Mar 17

21.2 27.9 15.3 23.7

Source: Agency Express

London

Average 'time to sell' (no. of days) - London

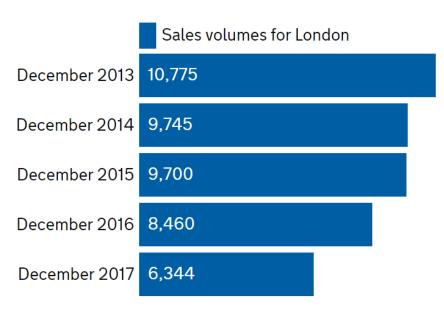


Source: Rightmove HPI

Property transactions	Total	Total	YoY	Total	YoY	Total	YoY	Total	YoY	Total	YoY	Total	YoY	Total	2011 vs
2011-2017	2011	2012	%	2013	%	2014	%	2015	%	2016	%	2017	%	2011-	2017 %
Region														2017	
London	90760	95580	5.0%	111216	16.4%	118819	6.8%	113002	-4.9%	102758	-9.1%	88934	-13.5%	721069	-2.0%

Source: LSL Acadata HPI





Source: **UK HPI**



Chestertons

"The lingering impact of punitive stamp duty rates for high value property, the phasing out of tax relief on finance costs for buy-to-let landlords and the uncertainty surrounding Brexit caused both buyers and sellers to hesitate for much of 2017 which slowed activity. Data for the first 10 months of 2017 suggest that transaction numbers across Greater London were around 13% down on the 2016 figure, although this figure was distorted by the highest ever number of sales in March as buyers sought to beat the introduction of the stamp duty surcharge on second properties. A more comparable analysis would suggest around a 5% drop.

"However, in the prime market there was a noticeable change in attitude on the part of both buyers and sellers as the year progressed. Vendors increasingly realised that realistic pricing was key in securing a deal especially as available stock rose in the final months of the year. Consequently, new instructions and exchanges were both over 12% higher in 2017 and available stock at the end of the year was 15% up on the corresponding point in 2016." (Winter 2017/18)



KATE FAULKNER COMMENTS ON TRANSACTIONS, SUPPLY AND DEMAND



From a transaction perspective, it's hard to improve or add to the Chesterton's commentary which gives an excellent summary of what's actually happening: yes transactions are lower, but this is somewhat distorted and when a market increases rapidly for nearly a decade, it's no surprise that it eventually runs out of steam, especially with the tax changes and of course uncertainty caused by Brexit (or at least the 'idea of uncertainty' helping canny buyers to make lower offers. The most interesting stat in addition is the change in time it takes to sell a property in London – up from just

over 60 days, or a couple of months, to 83 days at the start of the year (a third longer) and currently sitting at 72 days, no doubt due to more realistic pricing. What we know from research is that the longer it takes for properties to sell/be bought, the more likely we are to see fall throughs, which are costly for all parties concerned, including agents who don't get paid unless they conclude a deal. Best advice moving forward is to price a property keenly to sell or make sure the property is the best on the market and for buyers to make low, but still fair offers.

Current performance by individual London borough



The table below shows how your borough is performing year on year now and whether this performance is above or below the long term annual increase.

Property prices in London UK HPI data		verage price or February 2018*	Year on year change in price in February		Average price in 2000	Average annual increase since 2000	Is the market underheating/ overheating
Greater London average	£	471,986	-1.0%	£	130,411	7%	Under
Areas outperforming the Greater London average	_	., 2,500	2,070	_	2007.22		311461
Redbridge	£	441,869	8.9%	£	115,193	8%	Over
Barking and Dagenham	£	293,180	4.4%	£	71,079	8%	Under
Havering	£	369,314	4.2%	£	100,714	7%	Under
Bexley	£	342,175	4.1%	£	94,978	7%	Under
Bromley	£	452,616	3.8%	£	133,997	7%	Under
Lambeth	£	522,007	2.9%	£	132,007	8%	Under
Waltham Forest	£	442,599	2.8%	£	93,975	9%	Under
Lewisham	£	414,456	2.7%	£	95,725	8%	Under
Enfield	£	395,969	2.5%	£	111,689	7%	Under
Brent	£	486,762	2.3%	£	126,785	8%	Under
Harrow	£	474,862	2.0%	£	141,115	7%	Under
Merton	£	504,525	1.8%	£	137,687	7%	Under
Newham	£	365,596	1.7%	£	83,681	9%	Under
Kingston upon Thames	£	498,753	1.5%	£	146,959	7%	Under
Hillingdon	£	419,325	1.2%	£	120,742	7%	Under
Greenwich	£	384,494	1.1%	£	102,411	8%	Under
Sutton	£	370,719	1.0%	£	115,040	7%	Under
Islington	£	626,701	0.7%	£	174,119	7%	Under
Ealing	£	489,531	0.0%	£	144,352	7%	Under
Croydon	£	366,849	-0.1%	£	109,119	7%	Under
Kensington and Chelsea	£	1,409,606	-0.2%	£	355,951	8%	Under
Hackney	£	550,657	-0.2%	£	121,135	9%	Under
Haringey	£	564,762	-0.4%	£		8%	Under
Barnet	£	537,851	-0.5%	£	153,676	7%	Under
Southwark	£	499,274	-0.8%	£	121,970	8%	Under
Richmond upon Thames	£	648,563	-0.9%	£		6%	Under
Camden	£	812,815	-1.4%	£		8%	Under
Hounslow	£	394,852	-1.4%	£	128,285	6%	Under
City of Westminster	£	1,047,866	-2.4%	£	241,773	8%	Under
Wandsworth	£	592,146	-2.6%	£	165,376	7%	Under
Hammersmith and Fulham	£	725,819	-5.0%	£	229,465	7%	Under
Tower Hamlets	£	432,869	-7.9%	£	128,200	7%	Under

Renting and yields in London



LSL	LSL	LSL	Homelet	Homelet	Homelet	Belvoir	Belvoir	Belvoir	ONS Index of
Average	Average	%	Average	Average	%	Average	Average	%	PRS Rental Prices
Monthly	Monthly	Change	Monthly	Monthly	Change	Monthly	Monthly	Change	% Change over
Rent	Rent	YoY	Rent	Rent	YoY	Rent	Rent	YoY	12 months
Jan-17	Jan-18	1.61 (2.70)	Mar-17	Mar-18		Feb-17	Feb-18		Mar-18
£1,286	£1,276	-0.8%	£1,546	£1,569	1.5%	£1,403	£1,404	0.1%	0.1%

Belvoir	Highest average monthly rent pre-credit crunch 2008	monthly rent	How much higher/ lower are latest rents vs 2008 height	How much higher/ lower are latest rents vs 2009 low		Average Monthly Rent Feb-18	% Change YoY	Annual average increase since 2008
London	£1,196	£1,182	17.4%	18.8%	£1,403	£1,404	0.1%	1.8%

Yields

Region	Rents Jan (£) 2018	One month change	Yields Jan 2018
London	£1,276	0.15%	3.2%

Source: LSL

London		
January 2018 to March 2018	Residential	
Lots Offered	584 (602)	▼ 3.0%
Lots Sold	427 (447)	▼ 4.5%
Percent Sold	73.1% (74.3%)	▼ 1.6%
Total Raised	£193M (£207M)	▼ 6.7%

Source: El Group





KATE FAULKNER COMMENTS ON THE LONDON RENTAL MARKET



Despite the constant accusations that landlords are charging 'extortionate' rents or allowing them to increasingly 'skyrocket', the data shows that rents have been extraordinarily slow to move forward – on average – over the last 10 years versus inflation and especially versus the 40-80% growth in property prices.

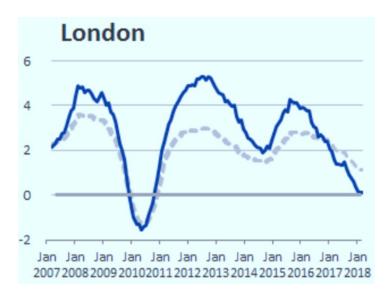
It's also clear that rents are currently steadying in the capital, which will be welcome respite for those who are struggling to pay the rent. What will be interesting is to see what happens in comparison with social rents over the coming years as typically social rents increase in line with, if not above, inflation – while private rents can only move in line with wages, which are rising more slowly.

The low growth also confirms that just because landlords are experiencing increased taxation, they are not passing this cost on to tenants – not yet at least. This may change over the coming year or two as the mortgage interest relief bites but, so far, rents in the Capital remain naturally capped by wages, which as we know are not keeping up with inflation, so both tenants and landlords are suffering from poor wage rises.

Index of Private Housing Rental Prices: percentage change over 12 months to Mar 18

ONS	Highest %	Lowest %	% Change
	change in	change in	
	rents over	rents over	over
	12 months	12 months	12 months
	pre-credit crunch	during recession	Mar-18
	2008	2009/2010	
London	Jan-08	Apr-10	
	4.9%	-1.6%	0.1%

12-month % change) Source: ONS



(Note: Dotted grey line shows average England

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Source: ONS



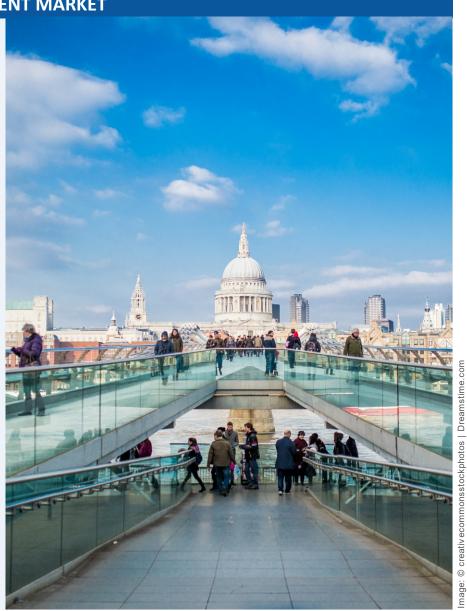


KATE FAULKNER COMMENTS ON THE LONDON INVESTMENT MARKET

I was recently at an RLA event in Manchester where yields are currently 4.9%, and it's astonishing that any property in London in comparison stacks up as a good investment versus areas north of Watford. With yields of just 3% now in London and very little growth in property prices – and falls in some areas, plus huge increases in taxation, it's no surprise that the overall London market is stagnating with the loss of investment demand.

To some extent this will be hailed as a success by government who, wrongly in my view, think that this means first-time buyers will step in with their 'magic money tree' of £50k for a deposit and costs to purchase a property (unless Shared Ownership/Help to Buy). Currently though the result is not good news for anyone. I don't believe FTBs are stepping in to take up the demand; the market has just stagnated both due to the fall in demand and due to those landlords who are now either selling up or have had to withdraw their support for tenants on benefits or fear of problems caused by rent arrears when Universal Credit is implemented.

Anyone investing in London now needs to have a clear investment strategy to make sure they build in capital growth from day one and can make income and maintenance costs balance, especially with flats which are typically more expensive to run than a house due to service and major works charges.



Appendix 1: Current performance by individual London Borough



The table below shows how your borough is performing year on year now and whether this performance is above or below the long term annual increase.

Property prices in London UK HPI data		verage price for February 2018*	Year on year change in price in February	,	Average price in 2000	Average annual increase	Is the market underheating/ overheating
			0.000.000.000.00			since 2000	11807011117171
Greater London average	£	471,986	-1.0%	£	130,411	7%	Under
Areas outperforming the Greater London average							
Redbridge	£	441,869	8.9%	£	115,193	8%	Over
Barking and Dagenham	£	293,180	4.4%	£	71,079	8%	Under
Havering	£	369,314	4.2%	£	100,714	7%	Under
Bexley	£	342,175	4.1%	£	94,978	7%	Under
Bromley	£	452,616	3.8%	£	133,997	7%	Under
Lambeth	£	522,007	2.9%	£	132,007	8%	Under
Waltham Forest	£	442,599	2.8%	£	93,975	9%	Under
Lewisham	£	414,456	2.7%	£	95,725	8%	Under
Enfield	£	395,969	2.5%	£	111,689	7%	Under
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Merton	£	504,525	1.8%	£	137,687	7%	Under
Newham	£	365,596	1.7%	£	83,681	9%	Under
Kingston upon Thames	£	498,753	1.5%	£	146,959	7%	Under
Hillingdon	£	419,325	1.2%	£	120,742	7%	Under
Greenwich	£	384,494	1.1%	£	102,411	8%	Under
Sutton	£	370,719	1.0%	£	115,040	7%	Under
Islington	£	626,701	0.7%	£	174,119	7%	Under
Ealing	£	489,531	0.0%	£	144,352	7%	Under
Croydon	£	366,849	-0.1%	£	109,119	7%	Under
Kensington and Chelsea	£	1,409,606	-0.2%	£	355,951	8%	Under
Hackney	£	550,657	-0.2%	£	121,135	9%	Under
Haringey	£	564,762	-0.4%	£	133,953	8%	Under
Barnet	£	537,851	-0.5%	£	153,676	7%	Under
Southwark	£	499,274	-0.8%	£	121,970	8%	Under
Richmond upon Thames	£	648,563	-0.9%	£	209,937	6%	Under
Camden	£	812,815	-1.4%	£	217,700	8%	Under
Hounslow	£	394,852	-1.4%	£	128,285	6%	Under
City of Westminster	£	1,047,866	-2.4%	£	241,773	8%	Under
Wandsworth	£	592,146	-2.6%	£	165,376	7%	Under
Hammersmith and Fulham	£	725,819	-5.0%	£	229,465	7%	Under
Tower Hamlets	£	432,869	-7.9%	£	128,200	7%	Under

ource: UK HPI

Appendix 2: London prices risk analysis



This table shows you what happened in each borough during the credit crunch so if you buy now and the market falls, it gives an indication of what the market might fall by and also how long prices may fall for before they bottom out and start rising again.

Property prices in London	Highest house price	Lowest house	What was the	Average price	How much higher	How many
UK HPI data	pre credit crunch	price during	biggest house	for February	are latest	months prices
	•	recession	price fall	2018*	prices vs	fell for
	2007/08	2009	during 2009		Height in 2007/8	2007-2009
Greater London average	£ 298,596	£ 245,351	-16.7%	£ 471,986	58%	15
Areas outperforming the Greater London average						
Redbridge	£ 277,153	£ 221,183	-19.6%	£ 441,869	59%	19
Barking and Dagenham	£ 196,257	£ 148,433	-23.3%	£ 293,180	49%	15
Havering	£ 244,747	£ 199,836	-16.5%	£ 369,314	51%	18
Bexley	£ 220,086	£ 181,653	-15.9%	£ 342,175	55%	16
Bromley	£ 293,824	£ 241,376	-15.0%	£ 452,616	54%	17
Lambeth	£ 320,251	£ 247,238	-19.1%	£ 522,007	63%	19
Waltham Forest	£ 249,909	£ 196,298	-18.1%	£ 442,599	77%	17
Lewisham	£ 242,823	£ 204,674	-15.3%	£ 414,456	71%	14
Enfield	£ 257,164	£ 213,527	-15.9%	£ 395,969	54%	16
Brent	£ 302,371	£ 258,776	-14.0%	£ 486,762	61%	23
Harrow	£ 307,941	£ 253,662	-17.6%	£ 474,862	54%	13
Merton	£ 316,045	£ 254,609	-18.4%	£ 504,525	60%	21
Newham	£ 236,617	£ 182,436	-21.0%	£ 365,596	55%	18
Kingston upon Thames	£ 325,149	£ 248,155	-22.2%	£ 498,753	53%	17
Hillingdon	£ 266,873	£ 218,722	-16.5%	£ 419,325	57%	16
Greenwich	£ 241,051	£ 200,256	-16.9%	£ 384,494	60%	15
Sutton	£ 258,579	£ 204,523	-19.6%	£ 370,719	43%	17
Islington	£ 419,155	£ 326,811	-19.3%	£ 626,701	50%	18
Ealing	£ 310,173	£ 250,917	-18.4%	£ 489,531	58%	16
Croydon	£ 248,005	£ 199,415	-17.4%	£ 366,849	48%	18
Kensington and Chelsea	£ 832,753	£ 598,430	-26.0%	£ 1,409,606	69%	14
Hackney	£ 332,091	£ 251,605	-24.2%	£ 550,657	66%	13
Haringey	£ 327,151	£ 260,549	-17.8%	£ 564,762	73%	17
Barnet	£ 345,869	£ 286,601	-14.8%	£ 537,851	56%	18
Southwark	£ 307,443	£ 251,438	-16.2%	£ 499,274	62%	18
Richmond upon Thames	£ 435,685	£ 351,764	-19.1%	£ 648,563	49%	17
Camden	£ 525,296	£ 434,898	-14.1%	£ 812,815	55%	11
Hounslow	£ 274,299	£ 224,855	-17.7%	£ 394,852	44%	19
City of Westminster	£ 562,740	£ 502,387	-7.3%	£ 1,047,866	86%	16
Wandsworth	£ 395,801	£ 319,338	-16.3%	£ 592,146	50%	16
Hammersmith and Fulham	£ 519,192	£ 408,519	-18.3%	£ 725,819	40%	18
Tower Hamlets	£ 321,009	£ 240,430	-20.1%	£ 432,869	35%	17

Source: **UK HPI**





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If you need Kate to appear on TV, radio or for general comment, please contact directly:

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