

# Buyers take a new view

By **Deborah Stone**

**G**ARDENS have been having a bit of a moment over the past few months, with those who have them thanking their lucky stars and those without them rethinking life after lockdown. This could explain why the reopening of the housing market in England on May 13 has pushed visits to Rightmove.com back up to pre-lockdown levels.

There were 5.2 million visits that day, four per cent higher than on the same day last year, and sales enquiries doubled overnight from the Tuesday to the Wednesday.

But there's a long way to go, not least because of social distancing but also as the number of properties coming to the market is down 90 per cent on last spring.

Online video viewings remain the preferred way to start looking at property in England and are still the only way to see homes in Scotland, Wales and Northern Ireland.

On the plus side, if you do have your house up for sale viewers are likely to be very serious about buying.

"Those who are ready to take the plunge have jumped immediately into action," says Rightmove director Miles Shipside.

Good relationships with estate agents will be crucial for buyers advises James Greenwood, of Stacks Property Search, who says: "They will be reluctant to go through the paraphernalia of arranging viewings for non-serious buyers. Make it very clear what you're looking for and what your buying position is."

Greenwood also suggests a spot of social media and online sleuthing for buyers, to



check out Instagram posts and community groups: “These are easily found and reveal an awful lot about a community, generally leading you into other local groups and societies that will give you more insight.”

**B**UT if you do physically visit an area, factor in the lack of pre-lockdown traffic and investigate noise from flight paths and railway lines.

Greenwood also reveals why dogs really are your best friend: “If you don’t have one borrow one and set off to the local walking spots,” he says. “Socially-distanced chats on dog walks with acquaintances and strangers alike is generally acceptable and welcomed by many locals.”

Those keen to have more space who still like the idea of apartment living should check out developments with landscaped grounds. Countryside’s Beam Park, Rainham, on the edge of east London in

Dagenham, is a regeneration development on a former Ford Motor Company factory site, where 44 per cent of the 29 hectares will be public space.

This includes a park and walks along the River Beam through the development, which will eventually have 3,000 homes. Contemporary-styled one, two, three and four-bedroom homes start from £275,000 to £535,000 (020 3733 1592; beampark.com) with virtual tours available.

Berkeley Homes’ Trent Park in Enfield, north London, has grounds originally laid out by Humphry Repton in the late 18th century around a grade II listed mansion that has been converted into luxury apartments with an orangery and pool.

New formal gardens have been laid out among small apartment blocks and four or five-bedroom houses within the grounds.

Prices start from £565,000 for a one-bedroom apartment at Highfield House and from £1,295,000 for a four-bedroom house within the grounds at The Wisteria (020 3797 8033; trent-park.co.uk).



**MODERN LIVING:** Beam Park features contemporary homes and plenty of public space

Source: Daily Express {Main}  
Edition:  
Country: UK  
Date: Friday 22, May 2020  
Page: 46  
Area: 607 sq. cm  
Circulation: ABC 289393 Daily  
Ad data: page rate £20,825.00, scc rate £128.00  
Phone: 020 7928 8000  
Keyword: Stacks Property Search



**MAGNIFICENT MANSION:**  
The pool is just one of the attractive aspects of life at the Trent Park apartments