Canterbury Market Insight

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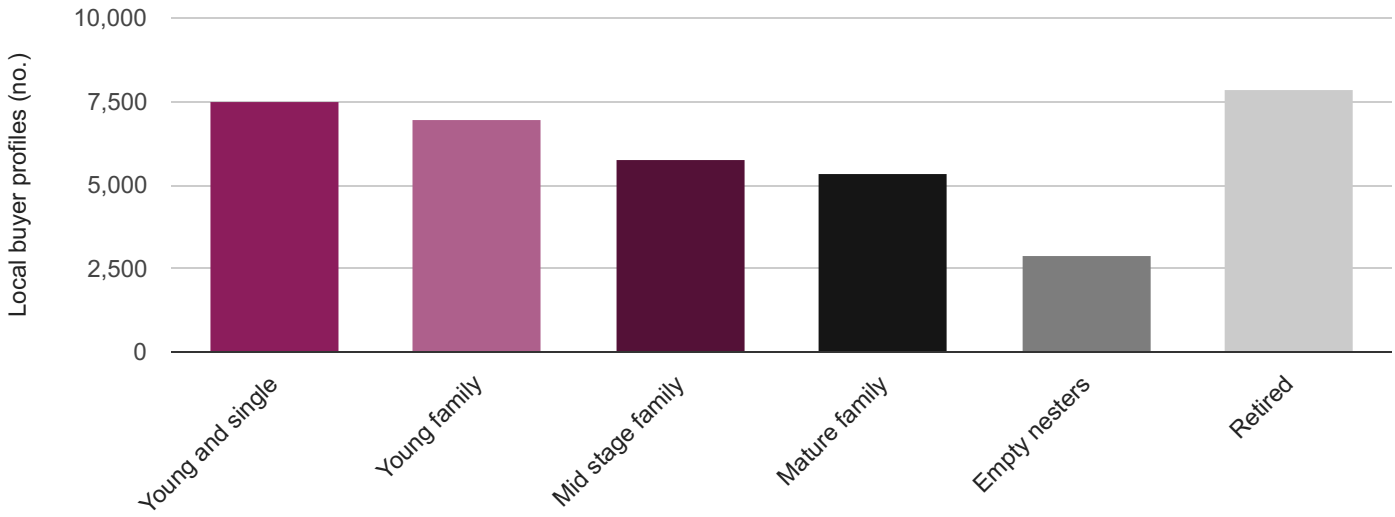
How best to increase the value of your Canterbury home



When it comes to selling your home, a significant amount of your home's resale value will depend on what's happened to the Canterbury market as a whole. Here average sales values have risen by 33 per cent over the last ten years. However, there are several tactical decisions you can make to push up the final price.

Creating an extra bedroom, perhaps with a loft conversion, offers one of the best possible returns. Although initial costs are not inconsiderable, the relationship between size and price is fairly linear, so if you can expand the size of your home by 10 per cent, that could create an extra £31,000 of value to the average seller in Canterbury.

Kerb appeal is often overlooked by sellers when they put their house on the market, yet it is one of the most important ways both to add value to your home and to make it stand out to a first-time viewer. Kitchens also come under buyers' microscopes, and sometimes a little investment in them goes a long way indeed.

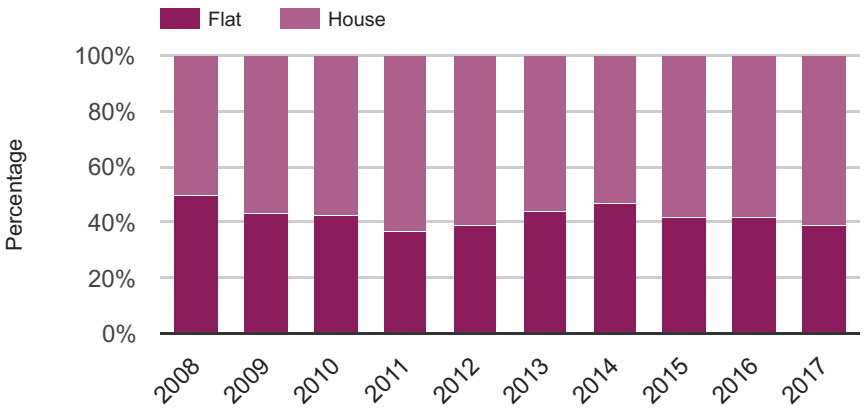
Weighing up the potential cost of any home refurbishments is essential because it has to be a profitable exercise so it's a good time to seek advice. If you want to find out more about how much value you can add to your home, and what Canterbury buyers are looking for, please pop into our office and have a chat with us. We are always happy to help.

> *Average sales values in Canterbury have risen by 33 per cent over the last 10 years*

Find out more information on property market news

www.regal-estates.co.uk

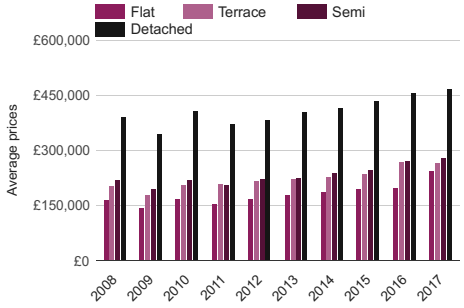
The annual sales split (houses vs flats)

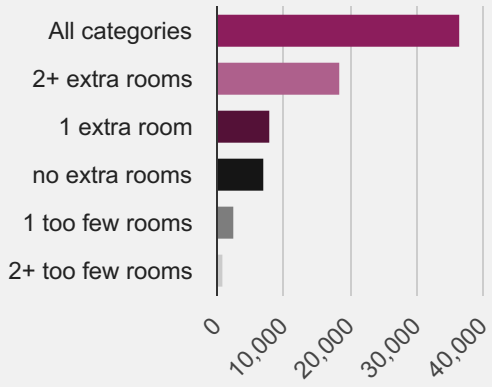


In some parts of the country, the split between house and flat sales is very extreme while elsewhere there is more of a balance. It primarily comes down to the nature of the area and how densely populated it is. Rural, semi-rural and suburban areas are dominated by houses whereas urban districts are awash with flats. The chart shows the picture in our area.

Property prices by house type

The last few years have been something of a rollercoaster ride for property markets up and down the country and our area is no different. Here we show how prices of different house types have changed relative to one another over time.





Local occupancy ratings

Some people rattle around in their home like two beans in a can whilst others are packed in like sardines in a tin. There is a formula, created by the Office for National Statistics which gives the occupancy rating of each home. This number shows whether a property has the 'right' number of rooms given the number of people living there. This shows the picture in our local housing market.

Source: ResiAnalytics, Office for National Statistics & Land Registry © Crown copyright 2018. Dotted lines & hatched areas on charts are estimates based on historical trends. For full terms of use, please visit resianalytics.com/docs/terms

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