

lindsays

Thinking of moving? Now's the time



To find more properties for sale, visit our new website
property.lindsays.co.uk



Looking to sell in 2020?

There are always plenty of unknowns in the housing market, but there's one rule that applies whatever the state of the market and wherever you live: choosing a good agent improves your odds of a good sale.

Whatever type of property you're selling, our experienced team can help you with every aspect of the sale and the moving process, from advising you on your pricing strategy to negotiating the sale to conveyancing. Our experience and local market know-how will improve your odds of achieving a good price and selling conditions that suit you.

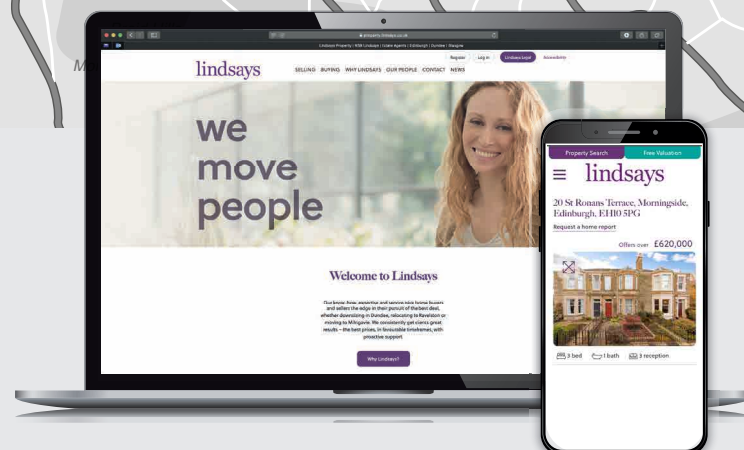
There are other reasons to sell with us too:

- **We know the market.** Demand can vary from week to week and place to place, and our up-to-date local knowledge is invaluable for setting prices and marketing your property.
- **We believe that no two sales are the same.** There's no one-strategy-fits-all in selling property, and we'll always take the time to listen, learn, discuss and explain.
- We'll get you started with a **free, no-obligation appraisal of your property**, using our market know-how to help you decide if and when to sell.

To find out more about how Lindsay's can help you achieve your home move in 2020, contact our West End office to arrange a chat and a free, no-obligation appraisal.



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21 Bellevue Place, Bellevue

A well proportioned and rarely available, mid-terraced late Victorian family house in the popular and central area of Bellevue. Benefitting from numerous local amenities and easy access to the city centre.

Offers Over **£735,000**

5 bed

2 reception

2 bath

EPC rating D



20 St Ronans Terrace Morningside

A delightful terraced villa with private garage which would now benefit from modernisation and upgrading but offers excellent potential to create a fabulous family home.

EPC Rating D

Offers Over **£620,000**

3 bed

3 reception

1 bath



9 Ravelrig Hill Balerno

Commanding superb views of the Pentland Hills and enviably located within an exclusive cul-de-sac, this significantly upgraded villa offers an impressive two-storey family home.

EPC Rating B

Fixed Price **£595,000**

4 bed

1 reception

2 bath



3 Canalside, Ratho

A spacious and immaculately presented five bedroom, detached family house. Quietly situated in an exclusive cul-de-sac close to the canal basin in Ratho.

Offers Over **£490,000**

5 bed

1 reception

3 bath

EPC rating C



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14 Cramond Gardens Cramond

A delightful bungalow with driveway and private garden which provides flexible and spacious accommodation over two levels and situated in highly regarded Cramond area.

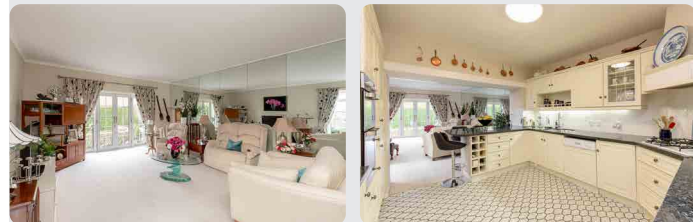
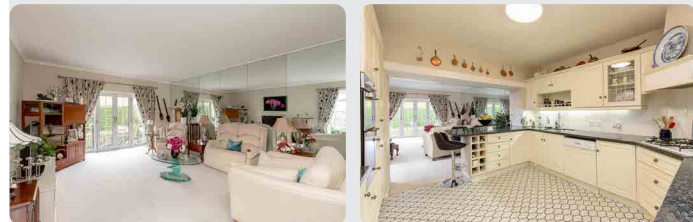
EPC Rating D

Offers Over **£465,000**

3 bed

2 reception

2 bath



SOLD



17 Shandon Crescent Shandon

A centrally located, stone-built terraced house with private front and rear gardens. The property now requires modernisation but offers considerable potential.

EPC Rating D

Offers Over **£460,000**

3 bed

2 reception

1 bath

A solution to the subject to sale phenomenon

Edinburgh's housing market, by its very nature, never stands still. As solicitor estate agents, one of our key jobs is to keep that market moving; we sell our clients' existing homes and help them find their next one. In that endeavour, to put it simply, we want to secure people the best possible sale and purchase prices for their present and future homes and give them a personal service along the way.

Doing this takes experience, and the knowledge that derives from that experience. But buying and selling homes is not our only job. We also have to use that experience and knowledge to monitor the market, look for trends, and make sure that we can predict the impact of those trends for the benefit of our clients.

Trends are nothing new in the market. Anyone north of around 40 years old, who has been moving up the housing ladder throughout the current century, will have experienced a world of 'offers over' with no home report valuations; then managed the downturn, or standstill, depending on their postcode; then adapted to home reports and more prevalence of 'fixed price' or 'offers around'; and more recently moved back to 'offers over' as the market regained some buoyancy.

But now, as we head into the third decade of this century, something new is happening. In the last couple of years, we have seen an increasing number of purchases being 'subject to sale', whereby a buyer places a condition on the purchase that they must sell their own property before the transaction can conclude.

'Subject to sale' purchases now comprise a significant minority of our transactions at Lindsays. In response we adopt tailored strategies in order to secure the best deal – whether for a buyer or a seller – by taking into account the likelihood of a problematic sale based on the property's location, the selling agent, the asking price and so on.

In simple terms, the expansion of 'subject to sale' is happening because there is uncertainty in the market over the supply of houses. In this sellers' market, sellers know they'll sell, but some are unsure whether they'll be able to buy what they want, so they simply sit out until the supply increases. This is, of course, a vicious circle, because fewer listings reduces the options for buyers by pushing supply down further.

It is most common amongst families and downsizers, who generally want to move but do not have to move and for whom a sale only works if there is also a purchase. Lack of supply of homes for sale is gumming up the market, particularly for second and third time buyers, and it is likely that the market will react to this one way or another.

But how?

At Lindsays we see the possibility of a new reality entering our lexicon – a sale 'subject to purchase'. This would be a case of a seller – most obviously a downsizer or a family –

listing their property and securing a sale conditional on them making a successful purchase.

In other words, the same people who are placing 'subject to sale' conditions on purchases could turn this dynamic on its head and sell their properties 'subject to purchase'. They will inevitably be more relaxed about selling if they know that they have the safety net of being able to withdraw from the sale if they are unable to find a suitable property to buy.

If others behave in the same way, the vicious circle becomes a virtuous circle. This solution will not be for everyone, and we will still see plenty 'subject to sale' purchases, and both sales and purchases unlinked to another transaction.

But for this particular section of the market, stuck by a lack of supply, 'subject to purchase' could be the key to unlock the door.

Andrew Diamond, Partner
Head of Residential Property
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2 Lygon Road Newington

This lower conversion of a Victorian end-terraced house with private gardens is located within the catchment areas for Sciennes Primary and James Gillespies High School.

EPC Rating D Offers Over **£435,000**

3 bed 1 reception 2 bath



28 Carfrae Park Blackhall

A charming bungalow in popular Blackhall. Close to amenities and excellent transport links, the property benefits from well-maintained gardens, off-street parking and garage.

EPC Rating D Offers Over **£425,000**

2 bed 2 reception 1 bath



20 Hillview Road Corstorphine

A delightful bungalow with stunning views of the Pentlands and attractive south facing gardens. The property would now benefit from upgrading and offers excellent potential.

EPC Rating D Offers Over **£380,000**

3 bed 2 reception 1 bath



59 Falcon Road Morningside

Forming part of a traditional sandstone tenement building, this significantly upgraded, main-door flat has the benefit of direct access to private gardens to the front and rear.

EPC Rating F Offers Over **£360,000**

1 bed 2 reception 1 bath



11 Barnton Park Grove Barnton

Pleasantly located in a quiet leafy cul-de-sac, this bright and spacious detached villa offers flexible family accommodation extending to 1,243 sq ft.

EPC Rating E Offers Over **£395,000**

3 bed 2 reception 2 bath



8 Silverknowes Loan Silverknowes

A traditional, detached bungalow set within immaculately maintained gardens. This property benefits from a garage and driveway and offers a lovely family home.

EPC Rating D Offers Over **£390,000**

3 bed 2 reception 1 bath

“Lindsays’ knowledge of the market and moving process is second to none. Their help was invaluable.”

The Harris family had grand designs... of upsizing to a property that they’d transform into their dream home. Our market know-how, service and skills got them there.

Find out how we can help you
property.lindsays.co.uk



lindsays we move people



14 Hainburn Park Fairmilehead

A delightful villa with pleasant outlook which benefits from double driveway and attractive private gardens. The property provides spacious accommodation over two floors.

EPC Rating E Offers Over **£335,000**

3 bed 1 reception 1 bath



86/4 Orchard Brae Avenue Craigleith

An exceptionally bright, south facing first-floor flat with allocated parking space and lovely shared gardens and is situated within easy reach of the City Centre.

EPC Rating C Offers Over **£320,000**

3 bed 1 reception 2 bath



“The Lindsays team were nothing short of amazing, holding my hand all the way.”

When Elaine looked to move from the city to East Lothian, she knew she could rely on our market know-how and great service to get her there. After all, we've supported all her moves since 1988.

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Find out how we can help you
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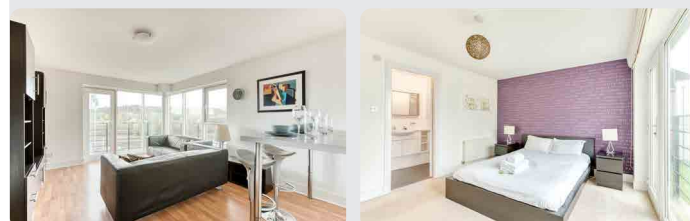


40 (1F2) Braid Road Morningside

An extremely impressive first-floor flat with lovely outlook and is beautifully presented throughout. Situated in a highly regarded and sought-after residential area.

EPC Rating C Offers Over **£295,000**

2 bed 1 reception 1 bath

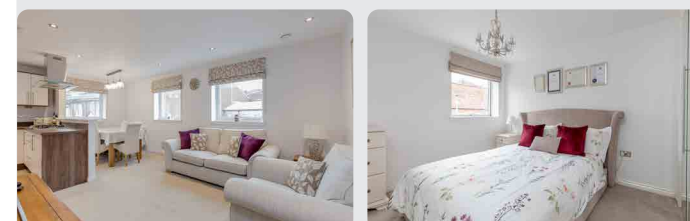


8/6 Appin Place Slateford

This immaculate and particularly spacious second-floor flat is situated in a sought-after and modern development and would suit a multitude of different buyers.

EPC Rating C Offers Over **£295,000**

3 bed 1 reception 3 bath



6/2 Hatters Lane Broughton

A stylish, two-bedroom flat occupying the first-floor of a modern development. The property is quietly located in the popular Broughton area, to the north of the city centre.

EPC Rating C Offers Over **£255,000**

2 bed 1 reception 2 bath



289 Dalkeith Road Newington

This charming main-door flat is located in the Newington district. The property benefits from a large communal garden located to the rear, offering great outdoor space.

EPC Rating C Offers Over **£255,000**

2 bed 1 reception 1 bath



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3/1 West Powburn Newington

This bright ground-floor flat forms part of a modern development in the popular Newington area. The property is on a corner plot enjoying a tranquil setting.

EPC Rating C

Offers Over **£245,000**



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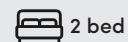


5/4 Murieston Crescent Dalry

This spacious first-floor flat within a traditional tenement building is in excellent order throughout with sanded floors, a feature fireplace and decorative cornice work.

EPC Rating C

Offers Over **£240,000**

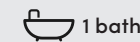
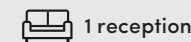
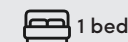


21 Lyle Court Barnton

A superb first-floor flat located within the exclusive McCarthy & Stone assisted living development in Barnton, designed for the over 70's offering independent living.

EPC Rating B

Offers Over **£235,000**

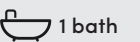
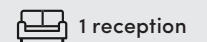
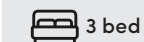


16/3 Wardie Dell Trinity

Enjoying a lovely outlook this ground-floor flat enjoys a private garage and balcony. Set within well-maintained grounds it would now benefit from some upgrading.

EPC Rating C

Offers Over **£225,000**



Your place in the sun needs *a place in a Will*

It's surprisingly common that people who own a home in another country don't tell their solicitor about it when they make a Will. They assume their heirs can just inherit it along with the rest of their estate.

Alternatively, they include that home in their Will in Scotland, but don't realise they may also need a Will in the country where that home is located.

In both of these scenarios, you're exposing your heirs and executors to serious potential legal problems; in some cases, local rules could prevent your foreign home going to your chosen heirs.

Property in the EU

The general rule in the EU is that the inheritance laws of the country where your property is situated will apply to your foreign home. For instance, even if you're domiciled in Scotland, your holiday home in France or Spain is governed by the law of France or Spain.

However you may have the option to make a foreign Will saying you want the law of your nationality to apply to your estate. For example, if you're Scottish and move permanently to France, you can still leave your French home according to Scottish law, without having to follow French 'forced heirship' laws. That's all due to an EU Regulation which aims to make the different laws of succession more consistent across the EU, and it is still likely to apply to British-owned property in the EU even after Brexit.

The important point is that whichever country's law you want to apply to your foreign property, you may need a local Will specifying your wishes, and you should seek advice from a local lawyer who knows what's required. On your death, your executors will also have to apply for probate locally.

Property outside the EU

Elsewhere in the world, there's no hard and fast rule about inheritance and succession. It will depend on the system in the specific country and whether there are agreements in place with the UK. Again, you will need advice from a local lawyer to tell you your options.

Morag Yellowlees
Private Client Services

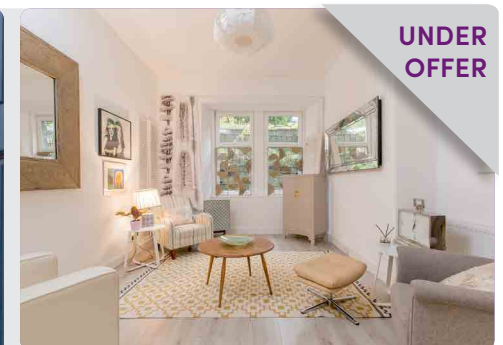
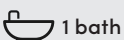
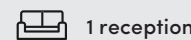
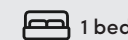
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94 Broughton Road, Broughton

A beautifully presented main-door flat which benefits from a private front garden, situated in the sought after area of Broughton. This superb property has been modernised by the present owner to offer a stylish home within easy reach of the City Centre.

Offers Over **£175,000**



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Get in touch with our property team



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Managing Director,
Residential Property



Tracy Nicoll
Head of Residential
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Irene Hamilton-Jones
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Nicola Scott
Property Manager



Alison Howie
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Heather Straub
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Reena Koli
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Elaine Keating
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Gemma Brown
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Louise Goodall
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Yvonne Taylor
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Andrew Diamond
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Dorothy Rankin
Partner



Kenneth Stanley
Partner



Ross Hadden
Partner



Dorothy Fraser
Director



Kirsty Cooper
Director



Vhari Selfridge
Director



Francesca Willetts
Senior Solicitor



Christine Carmichael
Senior Paralegal



Amanda Price
Paralegal



Jenna Logan
Paralegal

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CONVEYANCING TEAM



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