

Want some good news?
It's a great time to sell



Make the most of the market *in 2019*

With strong house prices in Edinburgh and the Lothians, now is a great time to put your home up for sale. And Lindsays can help you get the best from a buoyant market

Whatever type of property you're selling, it pays to get a good estate agent who knows your area. Figures for January to June 2019 show our experienced estate agency team made quicker sales than the overall ESPC average (18 median days to sell, compared to 22 across the ESPC), and achieved, on average, 105% of the Home Report valuation.

There are other reasons to sell with us too:

- **We can guide you through the whole moving process**, from advising you on pricing strategy to negotiating the timing and conditions of a sale, to doing the conveyancing
- **We know the market.** Demand can vary from week to week and street to street, and our up-to-date local knowledge is invaluable for setting prices and marketing strategies
- **We reach places that other agents can't.** We will advertise your home on major online property portals including the ESPC, Rightmove, Zoopla, s1homes and Primelocation

To find out more about how Lindsays can help you make the most of your property in 2019, contact our West End office to arrange a chat and a free, no-obligation appraisal.

"It pays to take expert advice."



Capital news – *Edinburgh's strong property market*

We may live in uncertain times as far as politics is concerned but Edinburgh's property market is flourishing

There's strong demand for all types of property in Edinburgh, from starter flats to family houses. Figures from the ESPC for spring and early summer show that prices and sales volumes all stayed strong.

All in all, Edinburgh is very much a city of the moment. People want to live and own property here, and we expect continuing demand from buyers. It's a great time to sell!

Looking more closely at the ESPC figures and also our own sales activity, city centre properties remain popular and sell quickly, and this looks likely to carry on into late summer and autumn.

Other hotspots recently include Leith, where one- and two-bedroom flats have been flying off the shelves. In other areas of Edinburgh too, from Bonnington to Polwarth to Shandon, there's high demand for one-bedroom flats.

Family homes across the city have also been snapped up, especially if they are near popular schools. Our own estate agency team in Edinburgh have seen strong activity in Southwest Edinburgh in particular.



Maurice Allan
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39 Dick Place Grange

Offers Over £960,000 | UNDER OFFER

39 Dick Place is a rarely available, attractive detached house set within beautifully maintained mature and private gardens. Situated in a prestigious street in a highly regarded area.



- 5 Bedrooms
- 3 Receptions
- 2 Bathrooms
- EPC Band F

114 Findhorn Place Grange

Offers Over £750,000 | SOLD

A substantial mid-terraced Victorian house ideally positioned in The Grange area of Edinburgh. This family home extends to approximately 2424 sq ft and benefits from private gardens.



- 5 Bedrooms
- 2 Receptions
- 2 Bathrooms
- EPC Band D

Madrissa Farm, Lamancha

West Linton

Offers Over £725,000

Madrissa Farm is offered for sale as a single lot comprising Madrissa Farmhouse, two semi-detached residential properties formed from a former steading building (Steading 1 and Steading 2) and 98.05 acres (39.68 hectares) of agricultural land consisting mainly of permanent pasture with some rough grazing.



17 Rattray Drive Greenbank

Offers Over £695,000 | SOLD

A beautifully proportioned and well located, end-terraced townhouse with private garden and garage in the popular Greenbank area of Edinburgh.



5 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band C

St James Townhouse Portobello

Offers Over £685,000 | UNDER OFFER

St James Townhouse is set within a private and unique development located in the heart of the beautiful seaside town of Portobello.



4 Bedrooms | 2 Receptions | 2 Bathrooms

10 house-hunting tips *for home buyers*

Buying a property is exciting but also daunting. Luckily, with the right advice and homework, the process can be smoother than you might imagine. Andrew Diamond, Head of Residential Property, offers his top tips



1 Establish a budget.

You'll need to know how much you can afford to spend on your new home, and the best starting point is to talk to an Independent Financial Adviser (IFA). They can look at your overall financial picture, search the market for a variety of mortgage products and advise you on the most appropriate one for your own situation.



2 Save!

It's best to have as large a deposit as possible so you can secure the best mortgage rates and minimise your repayments. You'll need to keep in mind the extra costs you may face – solicitor fees, taxes and moving expenses – and have money set aside to cover them.



3 Appoint a solicitor.

An experienced residential property lawyer can advise you on how much to offer for a property, liaise with your lender to ensure that funds are in place to complete the purchase, examine the Title Deeds and other documents, and complete all the legal work.



4 Visit lots of properties.

This will give you a clearer idea of what you like and what you don't. It will also give you a better feel for the market and what represents best value for you.



5 Register your requirements.

Most estate agents have a database of active buyers, so it's worth registering with local agents to ensure you are notified when suitable properties appear on the market.



6 Do your research.

If you are not familiar with an area, you should drive or walk around to check it's practical for you. What are the transport links like? How far is the local shop? Will you easily be able to get to work? All of these factors can have a considerable impact on the suitability of a particular area.



7 Be open-minded.

You will have a perception of your ideal purchase, but the property you end up buying may be quite different to what you originally had in mind.



8 Be disciplined.

Don't allow your heart to rule your head. You will almost certainly want to sell the property at some point in the future, so choosing one that will appeal to a wider range of people will make for an easier sale when the time comes.



9 See past bad décor.

A poorly presented property is not necessarily a bad purchase, so look beyond dated decoration or ugly carpets. A coat of paint or a new bathroom suite can transform any home.



10 Be patient.

You may want to purchase your new home as quickly as possible, but bear in mind that the market changes constantly, with new properties appearing almost every day. Wait for the right one!



Andrew Diamond
Partner, Head of Residential Property
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Varrich House, 7/11 Church Hill Morningside

Offers Over £660,000

An exceptionally spacious top-floor flat which enjoys beautiful views, situated in a prestigious development in the highly regarded area of Morningside.



3 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band C

4 Old Kirk Road Corstorphine

Fixed Price £640,000 | SOLD

An impressively spacious family house over three levels in the popular residential area of Corstorphine. This property has been significantly and sympathetically extended.



4 Bedrooms | 2 Receptions | 3 Bathrooms | EPC Band C

11 Frogston Terrace Fairmilehead

Offers Over £525,000 | SOLD

An attractive detached house which enjoys superb views of the Pentland Hills, set within a large corner plot with beautifully maintained gardens.



4 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band D

47A St Albans Grange

Offers Over £495,000 | UNDER OFFER

A stylish and beautifully presented, three-bedroom, lower conversion of a handsome stone-built, semi-detached house in the heart of The Grange.



3 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band D

19 Observatory Road Blackford

Offers Over £630,000

A substantial detached bungalow occupying an elevated position and commanding magnificent panoramic views from across the city skyline to the Firth of Forth.



3 Bedrooms | 2 Receptions | 1 Bathroom | EPC Band D

50 Greenbank Crescent Greenbank

Offers Over £595,000 | SOLD

This elegant and bright semi-detached villa with enclosed private garden has been extended and provides flexible family accommodation over two floors.



3 Bedrooms | 3 Receptions | 1 Bathroom | EPC Band D

22 Braehead Grove Barnton

Offers Over £480,000 | UNDER OFFER

A spacious detached house situated in a quiet street in the sought-after area of Barnton. The property offers a flexible family home with accommodation over three levels.

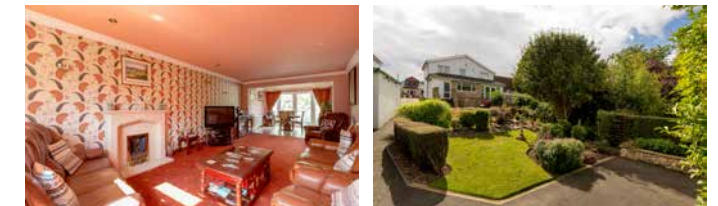


5 Bedrooms | 4 Receptions | 1 Bathroom | EPC Band D

66 Parkgrove Drive Barnton

Offers Over £475,000

A substantial extended detached family home which is arranged over two floors with a spacious and beautifully designed garden.



4 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band D

29 Featherhall Crescent North Corstorphine

Offers Over £470,000 | UNDER OFFER

A beautifully proportioned detached bungalow with garage, off-street parking and superb mature and well maintained gardens.



4 Bedrooms | 3 Receptions | 1 Bathroom | EPC Band D

10 Ormiston Farm Steading Kirknewton

Fixed Price £460,000

This extremely impressive semi-detached steading enjoys a spectacular outlook and is situated in a peaceful position within a small exclusive courtyard, located on the outskirts of Kirknewton.



5 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band C

11 East Camus Place Fairmilehead

Offers Over £450,000 | UNDER OFFER

An exceptionally bright and spacious detached house which benefits from two large driveways and a garage, situated in a quiet street in the sought-after area of Fairmilehead.

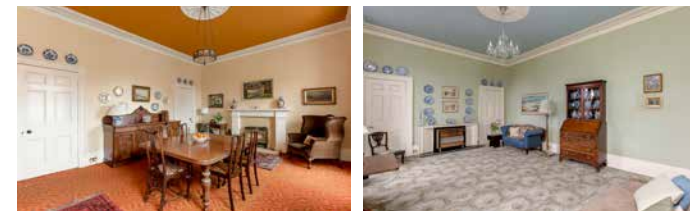


4 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band E

Primrose House, 29 Dalrymple Loan Musselburgh

Fixed Price £450,000

An elegant 'B' Listed Georgian terraced house which requires extensive modernisation and upgrading and offers excellent potential to create an exceptionally light and spacious home.



4 Bedrooms | 2 Receptions | 1 Bathroom | EPC Band D

Get your house in order – *by making a Will*

If you're about to buy a property or have just got the keys to your new home, it's understandable you don't want to think about death or disaster.

But whether you're buying your first flat or have worked your way up the ladder to your dream home, it's a long-term (and major) financial commitment. So you need to consider what would happen to your family and your home if you died.

Scotland has rigid laws about who inherits your property if you die intestate (ie, without a Will), and these can have difficult consequences for your loved ones. Some key points to note:

- In most circumstances, a surviving spouse will inherit the matrimonial home. For most people, this is not a problem, but it could be more difficult if you have a blended family or are starting a new relationship. You would need a Will in order to address this.

- With blended families, you may want your half of the property to go to your children, but for your spouse or partner to have a right to stay there. That can only be guaranteed with a properly drafted Will.

- Cohabitees are especially vulnerable because they don't have automatic rights to inherit property (unlike spouses and civil partners). While cohabitees can go to court to claim a share of the property, this is likely to be expensive and stressful, and carries no certainty of success. There's also a time limit of six months.

This list isn't exhaustive, and also isn't hypothetical – these situations happen to real people every day. And whatever the outcomes, having to deal with unexpected issues regarding your property will come with legal costs, delays and stress for those left behind. Making a Will can provide the clarity and security to stop them arising.

No one wants to rain on your parade when you're buying a property, but making a Will (or reviewing an existing one) is a lot less stressful than the legal issues that could hit your family if you don't have one. So why not put it on the to-do list along with your other home-buying admin – such as insurance? It's not going to bring you joy, but it sure will help protect the people you love.



Clare McCarroll, Partner
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1/4 St Catherines Gardens Corstorphine

Offers Over £435,000

Enviably located within a leafy cul-de-sac minutes from all the area has to offer, this superb double-upper flat forms part of a traditional stone villa converted into four individual apartments.



3 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band C

41A Coates Gardens West End

Offers Over £425,000 | SOLD

An impressive and beautifully presented main-door garden flat in the heart of Edinburgh's popular West End. Situated at the upper end of Coates Gardens.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band C

17 Comely Bank Avenue Comely Bank

Offers Over £425,000 | UNDER OFFER

An elegant main door flat situated in the sought-after area of Comely Bank, close to excellent local amenities. This superb property retains fine original features including working shutters.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band D

37/1 Buckingham Terrace West End

Offers Over £420,000 | SOLD

A stylishly decorated ground-floor flat which retains many fine period features and is enviably located in the heart of the West End.



1 Bedroom | 1 Reception | 1 Bathroom | EPC Band D

29 Toll House Neuk Tranent

Offers Over £320,000 | UNDER OFFER

Enviably located within a modern development, minutes from the new Primary School, this superb detached villa has been significantly upgraded from the original build.



4 Bedrooms | 3 Receptions | 2 Bathrooms | EPC Band C

1 Broomlee Mains Court West Linton

Fixed Price £315,000

A well presented, semi-detached house in an established development on the outskirts of West Linton. The property enjoys a rural feel but is within easy reach of many local amenities.



3 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band D

45 (2F2) South Clerk Street Newington

Offers Over £380,000

Forming part of a traditional tenement building, this exceptional top-floor apartment is located in the heart of the City. The flat is HMO compliant offering an excellent investment opportunity.



4 Bedrooms | 1 Reception | 2 Bathrooms | EPC Band C

19 Greenbank Terrace Greenbank

Offers Over £370,000 | SOLD

A well located main-door lower villa in the popular Morningside area of Edinburgh, ideally positioned for access to many local amenities.



2 Bedrooms | 2 Receptions | 1 Bathroom | EPC Band E

23/3 Silvermills Stockbridge

Offers Over £285,000 | SOLD

A ground-floor flat with allocated parking space which is beautifully presented throughout and situated in a highly regarded and sought after residential area.



2 Bedrooms | 1 Reception | 2 Bathrooms | EPC Band C

12 (2F1) Viewforth Terrace Viewforth

Offers Over £275,000

This bright and airy, two bedroom, second-floor flat, is located in the heart of the popular Viewforth area of Edinburgh and is within a short walk of the many amenities of Bruntsfield.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band C

21 (2F2) Perth Street New Town

Offers Over £345,000

A bright and airy second-floor flat which retains many original features including stripped wood floors and ornate corning and is situated in the popular New Town area of Edinburgh.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band C

7/5 Falcon Avenue Morningside

Offers Over £345,000

An extremely impressive top-floor flat which enjoys beautiful views of The Pentland Hills, situated in the highly regarded Morningside area and retains fine period features.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band D

85/7 Henderson Row Stockbridge

Offers Over £260,000

A beautiful second-floor flat situated in a traditional tenement in the fashionable area of Stockbridge. Close to excellent amenities including restaurants, bars, cafés and delicatessens.



2 Bedrooms | 1 Reception | 1 Bathroom | EPC Band D

19 Lady Brae Gorebridge

Offers Over £259,000 | UNDER OFFER

Unique in character and style, this absolutely charming semi-detached cottage stands back from the road and enjoys extensive mature gardens.



4 Bedrooms | 2 Receptions | 2 Bathrooms | EPC Band C

Get in touch with our *property team*



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