



Newsletter



Offices at: Wakefield, Ossett, Horbury, Normanton
Email: mail@richardkendall.co.uk Website: www.richardkendall.co.uk

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Welcome to our January 2012 Newsletter

Our aim is for this monthly newsletter to present you with the latest local information, property news and insights from the experts in Wakefield sales, rentals and mortgages - Richard Kendall. **Our January/February edition of the Homes & Property magazine is now available at any four of our local offices.**



Sales



With all the festivities behind us it's a welcome from me to 2012. I am sure that we can all look forward to the next 12 months with one of optimism, and not pessimism as many in the media would like us to think. At Richard Kendall we will look forward to all the challenges that will no doubt be presented to us in the coming months. It has after all become part and parcel of the job nowadays, with our main objective staying focused on the best customer service as a must for 2012.

However, there are many signs out there to suggest that it is not all doom and gloom at the moment, and that we certainly have something to look forward to. In the last month there are a few pointers which leads me to believe that we can have a good degree of success over the coming months. Despite what the likes of Mary Portas say, the high street was exceptionally busy in December, a record number of people travelled abroad over the festive period and here at Richard Kendall Estate Agent we had the busiest December we have had for 4 years.

Don't worry, I have my feet firmly on the ground and we are not trying to kid ourselves that the residential property market will reach it's hey days of 2006/07. If everybody is honest with themselves we can all admit to ourselves that we do not want these times to reappear. What we have seen in the past year is a steady progression in activity, especially over the last few months. Our old statistics books again confirms that we are having our busiest period for 4 years and I have confidence that this will continue through into 2012. As I mentioned in December, people will always need a roof over their head, whether they choose to purchase a property or to rent.

We will see in the months approaching spring that there will be a steady stream of properties coming to the marketplace. It may not be as many as we have seen in previous years (especially given the fact that there were fewer developments coming on stream in the Wakefield area during the last 12 months) but nevertheless it will be a reasonably healthy marketplace. The new developments that are in the pipeline will probably not commence until 2013 at the earliest, so one of the biggest difficulties a purchaser will find this year is that they may not have such a wide selection of properties to choose from as they perhaps had hoped, but this all bears well for the second hand market.



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Rentals



Traditionally, January has been a busy start to the new year for the rental department and we anticipate this January being no different, what with the increasing need for rental accommodation and the inability for a lot of home owners to be unable to sell their home, leaving them no choice but to try and rent it out.

At Richard Kendall we are working hard to rejuvenate the rental department and January will see the introduction of our new style To Let boards, which is just one of many changes happening within the department. These new style To Let boards will soon become one of the most common sights in and around Wakefield.

We currently have over 80 properties available to rent so please visit our website www.richardkendall.co.uk for our full selection. If you have a property that you are wanting to rent out please call Matthew Hemingway, our Senior Residential Lettings Valuer, who will be only too happy to offer you a free valuation - 01924 260022.

What's happening at Richard Kendall Estate Agent



Mortgages
Remortgages
Buy to Let
Life & Critical Illness Cover
Household Insurance
Landlords Insurance

For a free initial consultation call us on 01924 339572

Your home may be repossessed if you do not keep up the repayments on your mortgage.
 Fee option of 0.2% of the loan or Commission option available.
 For example on a loan of £100,000 the fee would be £200 and commission would be refunded to you.



Although lenders still receiving a 10% to 15% deposit, it has been a lot easier than it has been for some time for first time buyers to obtain a mortgage as there are more lenders out there prepared to lend up to 90% of the asking price.

Furthermore, rates are a lot lower at this percentage of borrowing than they were one to two years ago. If you also take into account that property prices, especially in the Wakefield area, are more affordable than they have been for some time, it is a good time for first time buyers to buy if they can find the deposit. Mortgage deals at the moment are based on the amount of the deposit, so the bigger the deposit the better the rate, e.g. a two year fixed rate with a 10% deposit would have an interest rate of 5.49% and with a 15% deposit 4.09% with the same lender.