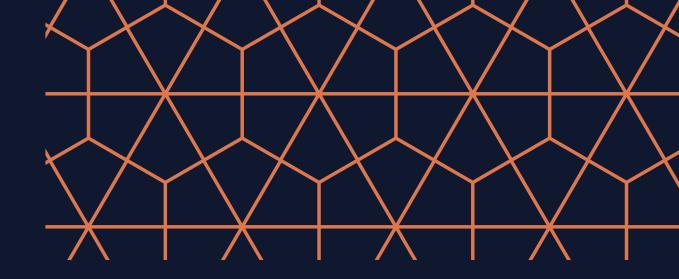




Let's be realistic - this past 12 months has been challenging, but it has also provided us with a sense of optimism. The world has changed post-COVID, but those that have adapted quickest have been able to re-assess how they work, and how they can be most relevant to their clients. Our agility has meant that we have been able to expand into new areas - both geographically and service-wise (across Sales, Acquisition and Advisory).







The race for space in the country market remains as prevalent as ever. Pricing remains high, as does demand, however expectations are that the market will slow given predictions of another base rate rise and as the cost of living starting to pinch. In London, caution abounds a little more - however the adage of 'safe as houses' is as true as it ever was as other investment classes falter and property remains the safer option for most.

SUSANNAH FOX





It will be interesting to see what 2023 brings. We have certainly seen a lot of turbulence in England over the past 6-12 months, and greater increases in interest rates than has been seen over the past decade - as well as a lot of fluctuation in the value of the pound. Hopefully next year will be calmer, however it is unlikely prices will continue to increase and we will see more of a buyers market - which there hasn't been for some time.

ANNA LAZENBURY







Flying out to Singapore for the first time since the pandemic began renewed my positivity. It was an invigorating, uplifting and hugely enjoyable week of meetings - reigniting old connections and being inspired by new ones.



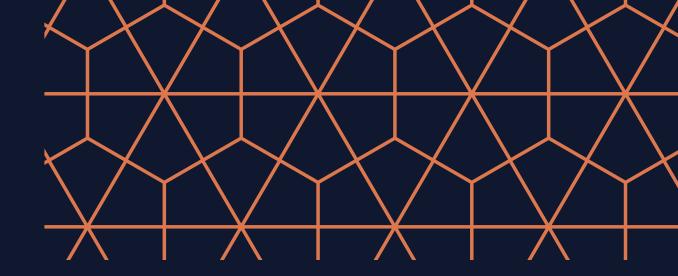


Whether in London or the country, our clients feel reassured and in safe hands. Being independent, we can give our honest opinion all matters. Susannah has recently helped clients through a very complex country search - steering them away from a house full of structural issues they had fallen for, to something they would never have considered previously. It has been a really successful outcome and one they simply wouldn't have achieved without her.

ANNA LAZENBURY

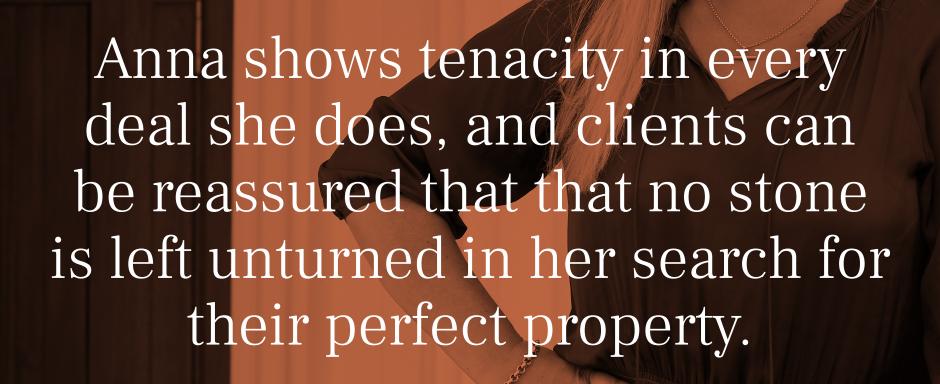






We've achieved over £200m in sales & acquisitions since we launched. And the majority of this is testament to the skills and experience within our team. Anna is incredible at turning acquisitions around quickly. And Susannah's breadth of service, technical knowledge and after care is extraordinary."

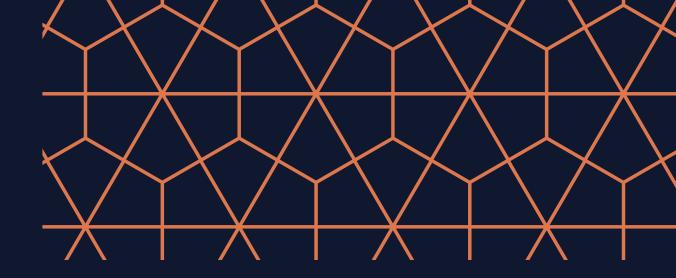




SUSANNAH FOX







It is likely prices will start to soften.

As always, London is driven by supply and demand, so it will be a case by case scenario depending on what people are looking to buy or sell.

Lateral living, as well as outside space, still remains in strong demand and short supply.

SUSANNAH FOX





Whilst we're quick to respond and adapt, one thing we will always remain steadfast in is that we have never lost sight of who we are. We are a boutique full-service property firm - proud of all that we have achieved in the past two years, but stepping into 2023 with a measured, balanced and confident outlook. We understand our clients. We listen to them closely and intrinsically know what they want. And our expertise helps us to see the bigger picture, and stay one step ahead.

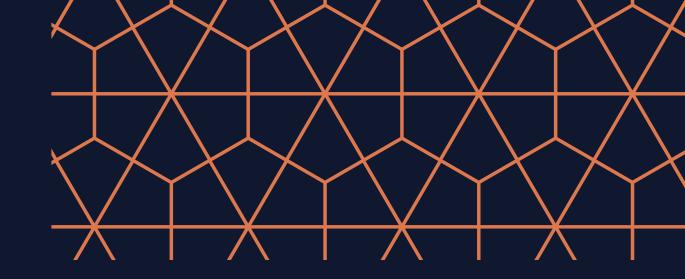


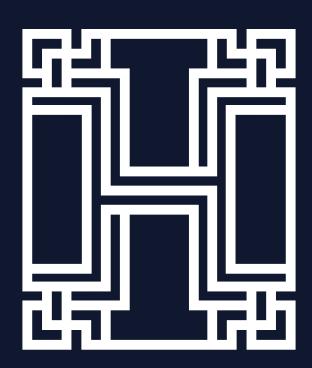


THANK YOU

To all of our clients, partners and collaborators that have played such a vital part in making 2022 what it was.







HARWOOD

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