



### The Good Life

"Berwick-Upon-Tweed and The Borders region has historically been a well-kept secret. Traditionally seen by many as being a little too far from the main urban commuter centres of Edinburgh and Newcastle, the pandemic has started to change this perception. From coastal beachside living to historic market towns set in rolling hills, the region offers a compelling combination of lifestyle and value within the wider East Coast market."



Simon Rettie  
Managing Director

### Key Findings

- House prices in Berwick and The Border's housing market have remained robust despite the pandemic, rising +2% in the 12 months to August 2020.
- Supply and sales activity in the market have been constrained by a closure of the market in the Spring both North and South of The Border.
- Housing supply coming to the market from January to October 2020 is down -12% for the same period in 2019.
- Demand for family housing in rural and semi-rural locations has seen an increase with higher levels of enquiries over Summer and Autumn.

## Idyllic Living

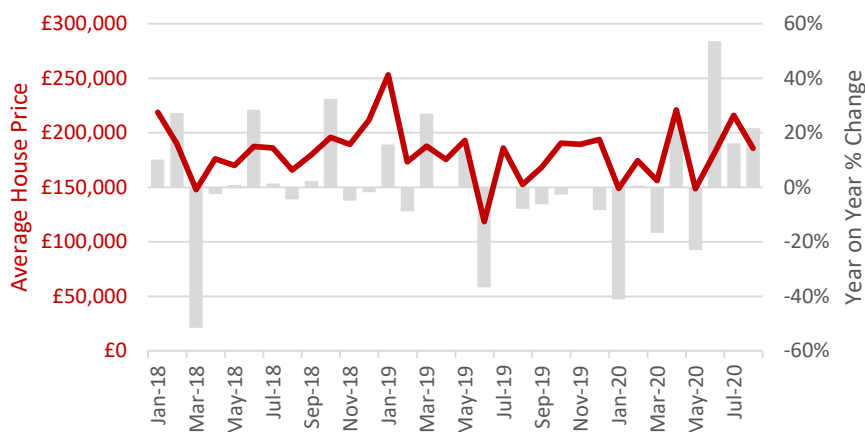
House prices within Berwick have remained relatively consistent over the past years despite the Covid-19 pandemic, rising 2% from August 2019 to August 2020. The robustness of values across the Berwick and Borders region has been testament to rising interest in living outwith the traditional core commuter zones around Edinburgh and Newcastle. The increase in interest in more rural lifestyle living has been reflected in an increase in enquiry levels for family homes across the region during the Summer and Autumn months.

This rise of interest has not been matched by supply of homes coming to the market. In the year to October, there has been -12% fewer homes coming to the market compared to the same period in 2019 due to the effective closure of the traditionally busy Spring market with Government restrictions both North and South of The Border. Registered sales in the first half of the year were c.25% down year-on-year. This said, there was a strong rebound in stock levels coming to the market over the Summer and Autumn months, which will likely translate into stronger sales figures in the second half of the year when the numbers are released.

The strength of the market in the latter half of the year has meant that, compared to 2019, there have been lower levels of discounting in the market to achieve sales. This also stands in contrast to more urban markets, where there has been a spike in discounting in some areas, e.g. as sellers attempt to secure sales of less desirable smaller urban apartments. Conversely, the larger detached family orientated stock of the Berwick and Borders region is seeing a rise in demand.

While there remains much uncertainty looking ahead, and the persistence of lifestyle changes as a result of Covid-19 are yet to be seen, demand for high quality rural and semi-rural homes that benefit from lifestyle amenities has never been higher.

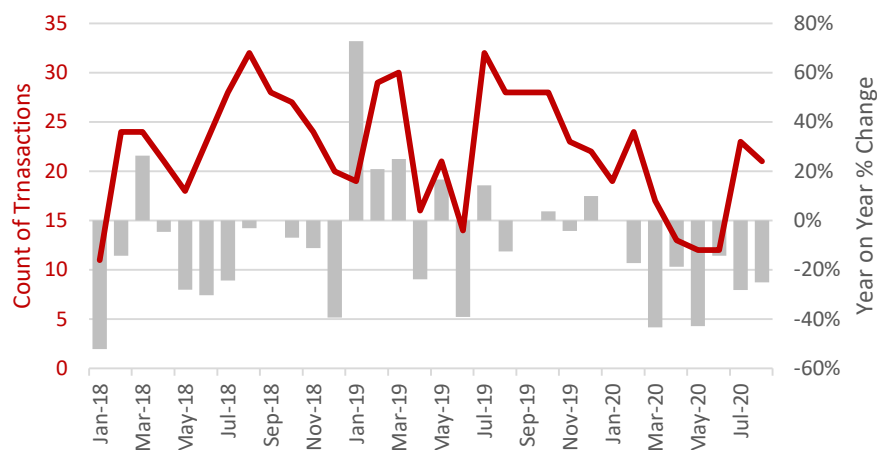
**Fig.1 The average house price in Berwick in the year to August 2020 was £181k**  
Average House Price by Month in Berwick & The Border



Source: Land Registry

**Fig.2 Sales activity was constrained by the lockdown**

Count of sales by month in Berwick and Year-on-Year % Change



Source: Registers of Scotland

# £181k +2%

Average House Price in the 12 months to August 2020 in Berwick

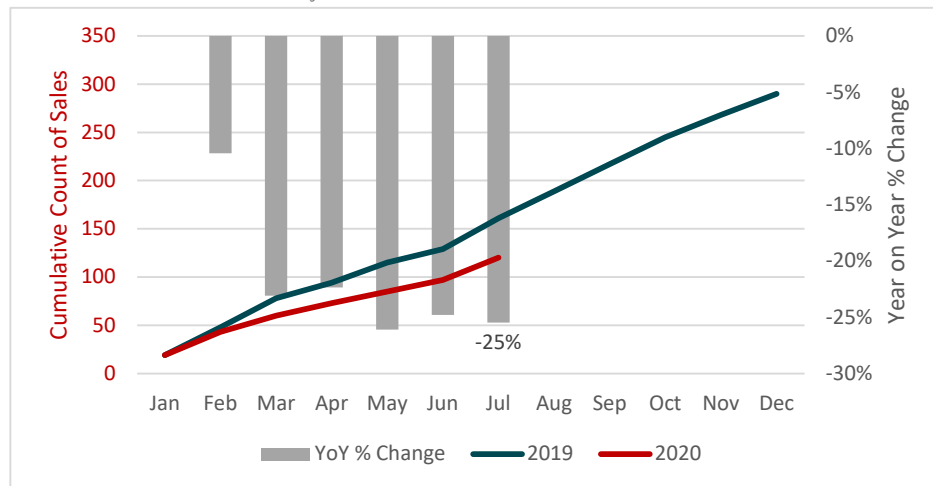
Change in average house price year to August 2020 vs 2019

# -25%

Cumulative count of properties sold in 2020 to date versus the same period in 2019.

Fig.4 The total value of sales in 2020 has been around -25% lower than in 2019

Cumulative Count of Sales by Year



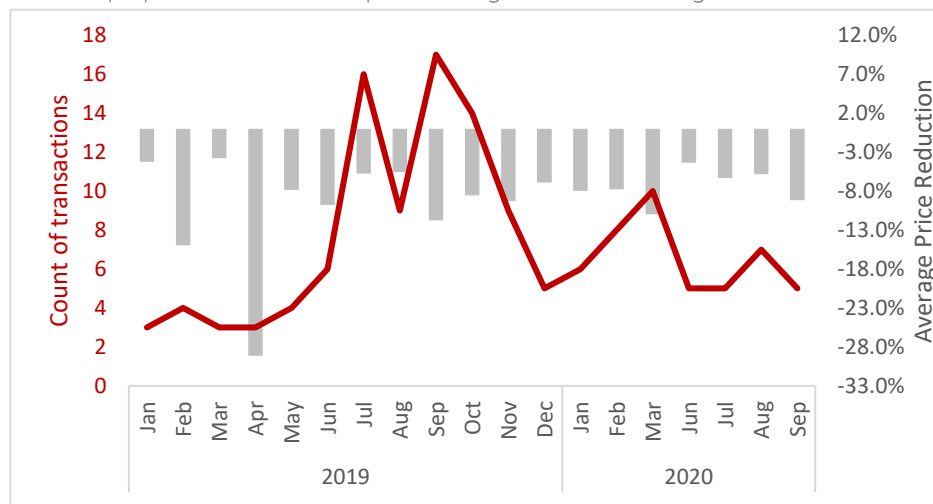
Source: Rightmove

# -7.8%

Average price reduction of discounted properties listed on Rightmove in Q1-Q3 2020.

Fig.5 There has been limited discounting in the local market

Count of properties with reduced prices on Rightmove and average % discount



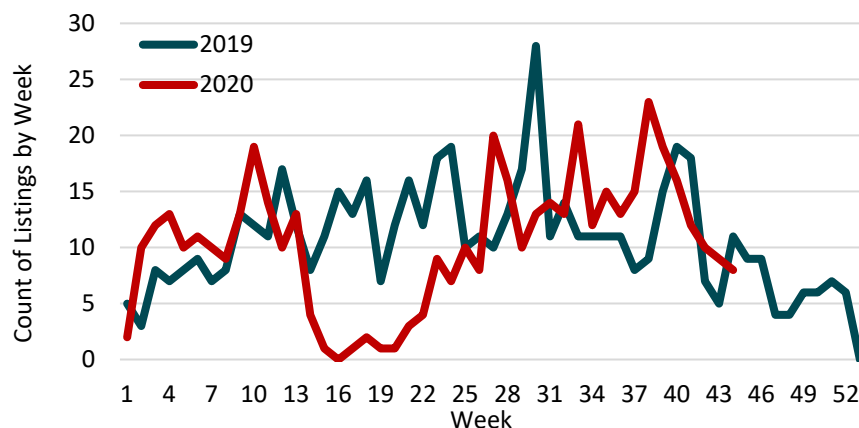
Source: Rightmove

# -12%

Housing stock coming to the market is down compared to the same period last year

Fig.6 Supply in 2020 has been 12% lower than the same period in 2019

Count of Listings by Week and Year in Berwick



Source: Rightmove



# Properties for Sale



**Hoprig House**  
Cockburnspath  
Offers Over £795,000  
8 Beds, 3 Reception



**Abbey Park**  
Coldingham, TD14  
Offers Over £750,000  
4 Beds, 3 Reception



**Acorn Lodge**  
Whitsomehill, Nr Duns, TD11  
Offers Over £675,000  
5 Beds, 4 Reception



**Nunlands House**  
Foulden, TD15  
Offers Over £700,000  
5 Beds, 4 Reception



**The Farmhouse**  
Greystonelees, TD14  
Offers Over £650,000  
5 Beds, 3 Reception



**St Helens Terrace**  
Spittal, TD15  
Guide Price £495,000  
4 Beds, 3 Reception



**South Lane**  
North Sunderland, NE68  
Guide Price £495,000  
4 Beds, 2 Reception



**Beech House**  
Coldingham, TD14  
Offers Over £450,000  
6 Beds, 3 Reception



**Main Street**  
Swinton, TD11  
Offers Over £425,000  
5 Beds, 3 Reception



**The Manse**  
Horncliffe, TD15  
Offers Over £395,000  
4 Beds, 3 Reception



**Cloverdale**  
Reedy Loch, TD11  
Offers Over £340,000  
3 Beds, 2 Reception



**Palace Street**  
Berwick-Upon-Tweed, TD15  
Offers Over £295,000  
4 Beds, 2 Reception



**The Coach House**  
Longformacus, TD11  
Offers Over £295,000  
3 Beds, 2 Reception



**The Granary**  
Whitsomehill, TD11  
Offers Over £275,000  
3 Beds, 2 Reception



**Eyemouth**  
Berwickshire, TD14  
Offers Over £265,000  
2 Beds, 1 Reception



**Allanton**  
Duns, TD11  
Offers Over £265,000  
3 Beds, 1 Reception

## Your Local Team



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