



THE AREA'S LEADING ESTATE AGENCY

Mr S Slater
Real Estate Group
9th Floor
80 Mosley Street
Manchester
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9th September 2021

Dear Steve,

Re: South Downs Road, Bowden

Thank you for asking me to take a look at your two schemes for this site, namely the townhouses and the apartments.

Having considered both and taken into account current demand in that locality, I would much prefer to see apartments on this particular plot.

I have mentioned to you many times before that this is an area where people come to live and then stay and move within it.

We have an aging population in the UK as a whole and this is certainly prevalent in Hale and Bowden where there is an ongoing trend to see many of our clients selling their larger family homes as the children grow up and leave. Thereafter we often find that the client then keeps a property in this area and may well buy another home elsewhere, either somewhere in the UK or overseas.

You have already seen examples of this at your developments in Highbank Bowden, and Alderbank Altrincham.

In the vast majority of such sales that I have dealt with, the requirement in this area is for an apartment rather than a house, something very comfortable and well specified, and most importantly, secure.

This particular profile of client will also not wish to have an internal staircase(s) as found in a house, and will wish to be relieved of worrying about such areas as garden maintenance etc.

The apartment scheme that you have shown me does not appear to have any real garden area, but we have talked about the requirement for some form of private outside space, be it a terrace, or at the very least, Juliet balconies.

Conversely, the town house scheme that I looked at, is likely to appeal to a younger more family orientated audience, and frankly the outside space for each unit is very challenged, simply by virtue of the shape and geography of the site. I believe that most buyers would require a larger garden area.



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So not a difficult recommendation for me to make at all - It really does need to be apartments here in my view.

I hope that clarifies, and happy to discuss further if you wish.

Best wishes,

A large black rectangular redaction box covers the signature area. To the left of the box, the letters 'P' and 'S' are handwritten in blue ink.

Michael B Thompson FNAEA

Land & New Homes Director