

Dear Reader,

Happy New Year! Here at Maslen Estate Agents, we've started out the new year with a new office in Hove and are excited about our Fiveways' branch opening later this month. With more locations and an enthusiastic, expanding team, we're set to exceed our excellent reputation for customer service in 2008.

As I'm sure you are aware, The Bank of England has lowered interest rates in a bid to combat inflation and stabilise the market. In this issue we'll be looking at the impact lower interest rates will have on homeowners.

Wishing you all the best for 2008!

Regards,

David Maslen M.N.A.E.A.
Director



In this issue:

- Welcome from David Maslen
- Interest rates peaked?
- News
- Dates for your diary
- Get in touch

Interest Rates Peaked?

The decision in December by the Bank of England's Monetary Policy Committee to lower interest rates is clearly good news for homeowners – especially those on variable-rate mortgages, who have experienced five interest rate rises since last summer. The indications are that rates are highly likely to drop further during 2008, possibly by up to 1%. The decision to hold interest rates this month certainly suggests that no-one is panicking and reflects the Bank's measured strategy which continues to be a stabilising influence on the market.

This determination to control inflation seems to be working and Martin Ellis, Chief Economist at the Halifax, said "Sound economic fundamentals, high levels of employment and a shortage in the number of properties available for sale - particularly in London and the South East – will continue to support house prices."

There appears to be a dual economy running in parallel here. On the one hand we have media speculation about the market (although many people are now immune to this) coupled with a few months of higher interest rates, which usually combine to dampen the market. On the other hand, the cost of moving is high (although not by international standards) and with no real pressure to move, many people are just sitting tight. This removes supply from the market thereby suggesting upward price pressure.

All in all, one could argue that this market is therefore effectively in balance. So the message to sellers is take advantage of the market, but don't be tempted be too bullish with your price. A new year usually brings new properties onto the market and if yours is known to have been on the market for too long, you could end up having to sell for less than you could otherwise have achieved. Listen to your preferred agent, and don't be taken in by an agent who tries to impress you with an inflated suggested asking price.



NEWS - Maslen Estate Agents open in Hove

Maslen Estate Agents' newest branch is now open in Hove! Following the acquisition of BHF (Brighton & Hove Flats), the conveniently located Church Road office has given us a much wider selection of properties across the city.

The Hove branch is being headed up by Nicolas Wall, previously manager of the Woodingdean branch, ably assisted by the current team. They have all been enrolled in Maslen Estate Agent's comprehensive training programme, to ensure the high standards of service MEA is renowned for are maintained. The Woodingdean branch will now be managed by long-standing staff member Ben Hawley, following his recent promotion.

Commenting on the new branch, Manager Nicolas Wall said: "This is a great opportunity for the company and brings the business to the heart of the city."

The new office fits in with our long-term expansion plans for Maslen Estate Agents, with a further branch due to open in Fiveways later this month.



**Maslen Estate Agents
expand to
Church Road, Hove**

DATES FOR YOUR DIARY

- **16th January 2008 – Demon Barbers** – Five man a-capella singing group with a diverse repertoire at the Great Hall, Brighton College from 7:45pm
- **18th January 2008 – Mozart's Idomeneo** - New Sussex Opera in their 30th season, 7:15pm - St George's Church, Kempdown from 7:15pm.
- **26th January 2008 – Woodcraft Skills Day** - Sussex Wildlife Trust hosts a woodcraft skills event, concentrating on one-on-one parent and child activities

N.B. Please check dates, times and venues before setting off



GET IN TOUCH

At Maslen Estate Agents we want to make moving home as stress-free and enjoyable as possible. As one of Brighton's leading independent estate agencies, our reputation is built on an ethos of honesty and integrity and always putting the customer first.

Whether you are buying or selling, our professionalism and unrivalled knowledge of the local property market makes us a refreshing estate agent to deal with.

Contact us by emailing, popping in to one of our offices or call us on 01273 677001.

**For the latest
Brighton properties
or to get a market
appraisal get in touch**

**Click here or call us on
01273 677001**