

METRO Property

A MARKET THAT'S BLOSSOMING

It's all coming up roses, as developers put nature centre stage with undeniably impressive results

THE RHS Chelsea Flower Show opens its brass doors today until Saturday. The show's 150,000 annual visitors will be in for a treat as new home developers are vying to be the prettiest and value well-designed and planned gardens bring. Buyers are now taking careful consideration when looking at how

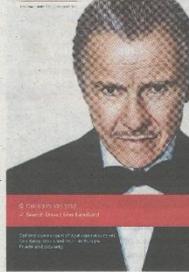
happy they'll be in a property, and access to gardens and outdoor space is one of the top criteria on their wishlists, says Louise Taylor at Barker Property Group, which is developing nearby Chelsea Island. "We wanted to create a managed area of botanical beauty for residents to feel in touch with their natural surroundings in an urban environment," he adds. "We saw an opportunity to partner with a high-profile local florist instead of your regular landscape designer to make this a reality."

Neil Strain, florist at the show, has done just that, designing a roof garden for multiple purposes – sometimes residents can relax or entertain guests, with a bespoke tree. "The design incorporates bee-friendly trees, shrubs and plants that will help improve air quality and create a space ideal for yoga and meditation," he says. "The flower beds will be densely packed. There will be structural trees and internal plantings. Lamb pears, blue and pink pastel colours from roses of hives lavender flowers will be peppered throughout, such as salvia, lavender and borage, with flowering shrubs such as chrysanthemums and roses and herbs like rosemary." Chelsea Island comprises 92 luxury apartments and prices start at £95,000. barkerpropertygroup.com

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Green sky thinking: Chelsea Island

create a new public riverside footpath from Richmond Road to the existing Herons Riverside walk. From £1,400,000. First completions are anticipated this summer. retrogroup.co.uk

Prosperity, with gardens and communal green spaces have long commanded a premium in the London market, and many buyers struggle to choose between coveted outdoor spaces versus parking in the capital, says Caron Smith, residential development at Knight Frank. "Ritzy Gae offers a good compromise – in this case, good proximity to Richmond with its restaurants, amenities and parks, yet still in easy commute into town," he adds.



Prosperity: Ritzy Gae

The 22 apartments and seven houses set in expansive grounds at Knowle Hill Park, Cobham, have been enhanced by RHS Chelsea Flower Show gold medal winner, Tierop Landscapes. The estate, preserved in perpetuity, covers 48 acres of ancient woods

and parkland, with landscaped gardens, an elegant pool, orchard and lawns, and views of surrounding pasture land. "The decision to preserve the 48 acres of open parkland means residents at Knowle Hill Park will enjoy the natural beauty of the development, superb views and a unique, peaceful setting," says David Simpson, managing director of Milligale, the developers. "The far 30 per cent of our buyers have been downsizers and in fact the access to 45 acres of private land has been in an in-demand situation."

The two and three-bedroom apartments set over four floors from the centrepiece of Knowle Hill Park. The apartments range from 3,355 to 3,175 sq ft and offer a package level of specification with large terraces and balconies overlooking beautiful gardens, lakes and trees. The houses range from 2,400 to 1,600 sq ft. Prices from £1,745,000. milligale.co.uk

Being a charming and genuine buyer is a good starting point. This crucial information will be the better about. Focus on what you can offer. Be realistic with the price they are willing to pay. And buying or selling a property is not different when making an offer. The way you present that offer can be the difference between you being a properly valued buyer or leaving thousands of pounds off the asking price. An ethically motivated offer letter gives the seller a lot of information that you will 100 per cent perform in a buyer's end of the current market. Most sellers want certainty that the sale will go through. This is because a lot of sellers are in a hurry, and if their sale falls through, it may jeopardise their next move. In your offer letter, include your cash flow, your credit rating, your financial position, and your ability to complete the purchase. The more information you provide, the more confident the seller will be in your offer. The more information you can make them confident in, the more likely you will be to get a long run.

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GOODMAN'S FIELDS
THIS development in central London features sculptures by renowned sculptor Hanshi Mackle, one of which was unveiled at the RHS Chelsea Flower Show in 2015. There's also two acres of award-winning public space designed by landscape architects Murdoch Wilcham. Rooftop gardens will provide a habitat for a variety of flora and fauna and the tranquil Four Seasons Garden features a succession of courtyards for quiet reflection. In total, 1,000 homes will be built and the penultimate phase, Herod House, features 123 apartments. Prices from £1,212,500. goodmansfields.co.uk



LANDMARK PINNACLE
LONDON'S highest private residential roof gardens are launched to the public on Thursday. This 213 metres tall, 75-storey tower in Canary Wharf will be home to 984 studios, one, two, three and four-bedroom apartments with panoramic views of London, and some spectacular penthouses. Amenities include a gym on the 56th floor, trees and planting on the roof garden to provide a healthy communal space. There's also a garden square on the 27th floor which will be designed like a traditional London garden square, but a few hundred metres in the air. Prices from £425,000. landmarkpinnacle.co.uk

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LANDMARK PINNACLE

LONDON'S highest private residential roof gardens are launched to the public on Thursday. This 233 metres tall, 75-storey tower in Canary Wharf will be home to 984 studio, one, two, three and four-bedroom apartments with panoramic vistas of London, and some spectacular penthouses. Amenities will include a gym on the 56th floor, trees and planting on the roof garden to provide a healthy communal space. There's also a garden square on the 27th floor, which will be designed like a traditional London garden square, but a few hundred metres in the air. Prices from £425,000. landmarkpinnacle.co.uk.

