

Alexanders Estate Agents

NEWSLETTER

0203 951 9528

alexandersestateagents.co.uk

info@alexandersestateagents.co.uk



A Note from Joanna

Spring is always one of my favourite times in Northfields. Gardens come to life, buyers feel motivated, and new opportunities begin. If you're considering a move or reviewing your rental property, we're here for advice and guidance at every step.

UPCOMING EVENTS

* Easter Concert at Ealing Green Church

28 March 2026 at 3.00pm

Featuring a performance of Haydn's The Seven Last Words of Christ on the Cross in its powerful and intimate string quartet version.

* The Questors Theatre - The Curious Incident of the Dog in the Night

20 Mar 2026 - 28 Mar 2026

From award-winning novel to award-winning stage play, The Curious Incident of the Dog in the Night-Time tells the story of a neurodiverse boy navigating a neurotypical world, and the journey he takes to find his place in it.



Local Market Update: The Spring Market Is Underway

We're seeing:

- Increased buyer enquiries compared to January
- More mortgage decisions being agreed
- Sellers preparing to list before Easter
- Strong demand for well-presented family homes

Well-priced properties are generating early interest, while homes that test the market are taking longer to secure viewings. Pricing strategy remains critical.

If you're unsure what your home could achieve in the current market, we're offering complimentary Spring valuations throughout March.

Local. Independent. On your side.

Mortgage Update from Justyna

Right now UK lenders are reacting to economic uncertainty, with some fixed rates rising slightly. However most lenders still have competitive deals from the high 3s-low 4s% range, depending on your circumstances and deposit size.

If your mortgage deal is ending soon or you're buying this spring, now's a good time to review options and discuss locking in a rate.

Justyna - Mortgage Broker (CeMAP)





Why Spring Sellers Achieve Stronger Offers

Spring is a prime time to sell. Longer days and blooming gardens make homes look their best, attracting more buyers.

Families and motivated buyers return to the market, creating competition that often drives stronger offers. Proper pricing, presentation, and marketing are key, well positioned homes generate the most interest in the first two weeks.

Listing in March or April also helps complete sales before summer holidays, reducing delays and maximising results.



Landlords! "New Tax Year – Are You Optimised?"

With the new tax year just around the corner, March is the perfect time for landlords to review their property portfolios. Ensuring your portfolio is optimised now can improve cash flow, reduce tax liabilities, and prevent surprises later.

Key areas to consider:

- **Rental Values** – Are your rents in line with the current market?
- **Portfolio Performance** – Are all properties achieving maximum net yield?
- **Management Review** – Could switching agents or adjusting services improve returns?

Even small adjustments can significantly boost your profits. We're offering a free Landlord Portfolio Health Check this March – no obligation, just clear advice to help you start the year in control.



How Accurate Valuations Lead to Better Offers

Selling a home can be a draining process. You'll need to go through mountains of paperwork, get professional photos taken, put up your listing, schedule visits with prospective buyers, draft up contracts, and so much more. However, before you can take any of those steps, you first need to get an accurate property valuation. Attract the right buyers quickly

Pricing your property accurately ensures it appears in searches for serious buyers, maximising interest from the start.

- **Avoid time on market delays** – Overpriced homes can deter viewings, leading to longer marketing periods and potentially lower offers over time.
- **Encourage competition** – A well-positioned price creates a sense of value and can generate multiple offers, sometimes exceeding the asking price.
- **Leverage local expertise** – Alexanders combines Northfields market knowledge, recent sales data, and buyer trends to set valuations tailored to your street and property type.
- **Strategic marketing advantage** – Correct pricing allows marketing campaigns to hit peak impact immediately, attracting buyers who are ready to move.
- **Achieve optimal results** – Accurate valuations help you sell faster, minimise negotiation risks, and secure the strongest possible offer.