




êspc

property and interiors



Dream homes
for sale now

Expert property
advice

Interior styling
tips

FREE JANUARY 2022

**LBTT
PAID**

**WHEN YOU RESERVE
BY 31 JANUARY
2022***



M

Modern apartment living with plenty of character

The Engine Yard's contemporary nod to its industrial heritage offers the best of both worlds...

With over 50 years' experience of investing in places and creating communities where everyone can thrive, we know what makes a great place to live.

At The Engine Yard in Edinburgh, we're bringing our placemaking expertise to a stunning development of beautifully designed apartment buildings that integrates seamlessly with its urban heritage.



Above and right:
The Engine Yard's past lovingly restored.

History brought to life

The £120 million restoration of Edinburgh's historic tram depot on Leith Walk is one of Places for People's most ambitious regeneration projects to date. The site that once housed workshops, engine sheds and winding gear for the city's tram system is now being lovingly resurrected as part of an architecturally distinctive, urban community.

Reinterpreting the past

A captivating fusion of old and new is mostly evident in The Engine Yard's pedestrian streetscape of pathways, gardens and public spaces, where the former depot's distinctive redbrick chimney is an impressive focal point.

Here, the main walkway features a paved reinterpretation of the historic tram tracks, with materials chosen to complement the redbrick style of the original buildings, while timber deck seats – evocative of the original tram benches – offer a place to relax among the inspired tram-shaped planters, neatly framed by the site's imposing boundary wall.

Unique, luxury apartments The homes themselves – a collection of luxury one and two-bedroom apartments and penthouses – encompass a modern, open-plan design that maximises space and light, along with elegant fixtures and fittings as well as all the conveniences you would expect from contemporary living.

Some of the homes benefit from a private balcony or terrace – along with stunning city views – while others incorporate quirky one-off features such as the tramyard's original porthole windows.

If you're looking for a uniquely-designed home with plenty of character, The Engine Yard has it all...

A superb location

Beyond the exceptional design and preservation of heritage, this unique neighbourhood is also superbly located in lively Leith, an area that is fast becoming one of Edinburgh's most exciting new places to live.

Just 15 minutes' walk from St James Quarter and packed with wonderfully eclectic shops, delis, bars and restaurants, Leith's other major advantage is that from 2023, a new tramway extension will connect it to the city centre in under 5 minutes.

Make room for new possibilities in 2022 with an unbeatable offer...

These distinctive city pads have all the room you need to thrive, grow, work and kick back – start the new year with a brand-new home. Plus, when you reserve your luxury city apartment by the 31 January, we'll pay your LBTT to give you a helping hand into your new home in 2022.* Was there ever a better way to celebrate the new year?

The Engine Yard's one and two-bedroom homes – priced from £255,000 – are available to move into now.

Book a viewing today on 07919 381278 or visit placesforpeople.co.uk/theengineyard

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Editor's note

Laura Mearns

January is traditionally the month where we all think about a fresh start – and for many, that can mean making a change to our home life.

If you're thinking about making a move in 2022, this month's issue of ESPC Magazine can start you on the right path to sales success. We've got tips on selling your home, predictions of what the mortgage market might hold in the next twelve months, and advice on how you can get started on your own property investment journey..

Plus, Dobbies Garden Centres shares expert advice on the houseplants to breathe some life into your interiors, and we take a look at the Colour of the Year for 2022, to keep your interiors on-trend whether you're moving home or renovating throughout.

We're also looking at new launches to get excited about across Edinburgh, the Lothians, Fife and the Borders, and the newest neighbourhood that's booming in popularity with family buyers.

Of course, if you're thinking about buying and selling in 2022, our property section can offer the first step to finding your dream home, and remember, you can find hundreds more new properties online each week at [espc.com](https://www.espc.com).

Happy reading!

Laura



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How ESPC can help you sell your home in 2022

If you're planning a fresh start this year, ESPC can help you on the journey to selling your home. There are dozens of reasons why using ESPC is the smart choice, and we've highlighted just a few of them below:

ESPC Agents

When you choose to sell with ESPC, you'll have access to more than 160 solicitor estate agents across Edinburgh, the Lothians, Fife and the Borders. Our solicitor estate agents are all local property experts, and can provide in-depth advice on the market in your area.

You can find an expert solicitor estate agent with the handy search function on [espc.com](https://www.espc.com).

ESPC Data

ESPC agents are equipped with a wealth of data and insights into the current property market, meaning they can advise you on the best way to sell your property. We also publish monthly House Price Reports, to keep you abreast of the Scottish property market, including focused reports that cover your local area.

Free Valuations

If you're interested in selling your home with ESPC, you can get started for free. We offer a free home valuations service, so you can easily find out how much your property is worth before deciding whether to go ahead.

Better Results

Independent research has shown that on average, ESPC agents get more for your home, by achieving a higher selling price above Home Report valuation than non-ESPC agents.

Marketing Your Property

79% of local homebuyers use ESPC for their property search, and 64% start their search with ESPC, meaning that many people will look at ESPC before anywhere else.

[espc.com](https://www.espc.com) gets over 2 million visits a month, exposing your property to a huge audience all searching for their next home.

You can also make your property 'Exclusive to ESPC', meaning it goes live on our website 72 hours before any other property sites.

A Helping Hand

ESPC is here to guide you through the selling process, every step of the way. We have hundreds of helpful articles online that

cover every aspect of the sale process, but that's not all. We also host regular webinars with our expert team and our local property professionals, where you can submit questions and find out what you need to know about selling your home - be sure to check the ESPC website for our upcoming events.

But that's not all - our popular 'Ask the Experts' free appointments will be returning to our George Street Property Information Centre later in 2022, so whatever your question, a local property expert will be on-hand to answer it.

ESPC Mortgages

Whether you're taking out a new mortgage, porting an existing one or just weighing up your options, our in-house team of independent mortgage experts can guide you through the mortgages market to help you make the best decision for your personal circumstances.

Head to [espc.com](https://www.espc.com) to start the journey to selling your property today!

Extra Opportunities to Shine

When you sell with ESPC, there's plenty of options available to help your home stand out. With premium listing options on our website, property adverts in this magazine and even the possibility of being featured on our blog and social media, there's lots of ways to help your property shine.



BE IN THE HEART OF IT ALL THIS SUMMER

JUST ASK CALA

Photography of Edinburgh



Waterfront Plaza, The Shore, Leith



The Crescent at Donaldson's



Lifestyle photography



It's time to rediscover the best of everything Edinburgh has to offer. The festivals, the fun, the social scene, the shopping, the open spaces and the special places. Rediscover the joys of life right in the heart of it all with a stylish contemporary apartment in a fantastic central location.

With homes selling fast, to enjoy this ultimate capital lifestyle this summer, you'll need to reserve today.

RESERVE TODAY FOR A SUMMER MOVE

WATERFRONT PLAZA
THE SHORE, LEITH

BOROUGHMUIR
BRUNTSFIELD

THE CRESCENT
AT DONALDSON'S

VISIT [CALA.CO.UK/EDINBURGH](https://www.cala.co.uk/edinburgh)

ESPC14JAN 5 stars awarded for customer's willingness to 'Recommend to a Friend' in findings of the survey, undertaken by the Home Builders Federation 2019/20. Photography has been enhanced in post production.

★★★★★ 5 star customer service





High *society*

Searching for a forever family home close to the heart of the city? This magnificent Morningside property could be just the one you've been looking for.



Situated in one of Edinburgh's most sought-after neighbourhoods, just moments from an array of boutiques and amenities, 27 Braid Crescent offers impressive Victorian architecture, generous proportions and a wealth of beautiful, original features throughout, plus an enviable end-of-terrace plot overlooking the street below.

Not only that, but this spacious six-bedroom home also includes its own self-contained one-bedroom apartment, with separate entrance - ideal for families with older children, used as a 'granny annexe' or even guest or holiday accommodation.

The elegant entrance to the side of the property is accessed via a mature front garden and well-kept patio, and leads to an airy vestibule with original tiled flooring. The welcoming hallway boasts a stunning statement staircase, and leads on to a range of versatile spaces. The south-facing sitting room includes a corner bay window that fills the room with natural light, plus a wood-burning stove for a cosy feel, and stylish parquet flooring.

The kitchen, with space for breakfasting, is spacious and well-equipped, with integrated appliances and a range of units, while the expansive dining room enjoys a large corner

bay window with beautiful views, elegant fireplace and plenty of space for the family to gather together. The ground floor is finished with a guest WC, and bedroom five, which could also be the perfect home office if required.

Ascending to the first floor, the elegant landing is flooded with light, courtesy of an original cupola. The principal bedroom suite enjoys a corner bay window, spacious built-in wardrobes and an en suite shower room, for a luxurious feel, while the three further double bedrooms on this floor also benefit from private en suite bathrooms. The family bathroom is also on this level, complete with bathtub to relax in.

The property's lower ground floor is currently set up as a self-contained one-bedroom apartment, and benefits from its own private entrance. Here, the new owners will find cosy yet bright accommodation, with a kitchen, sitting/dining room and generous double bedroom, plus shower room. The lower ground floor also boasts a separate store and cellar, ideal for additional storage.

Impressive throughout, this refined property offers the rare opportunity to find a forever home in the heart of the city, within one of Edinburgh's most desirable postcodes.



“ 27 Braid Crescent offers impressive Victorian architecture, generous proportions and a wealth of beautiful, original features throughout. ”

27 Braid Crescent, Edinburgh EH10 6AX
Offers over £795,000
Selling solicitor: Murray Beith Murray, call 0131 253 2202

6 bed | 6 bath | 3 lounge

Juniper

Final houses available for sale at luxury over-55s development in Kinross

Muirwood Gardens is a bespoke residential development of just 41 two and three-bedroom properties in the heart of Kinross, set between the desirable Muirs area and the golf course. This peaceful, tree-lined location is home to an eye-catching collection of detached and semi-detached bungalows along with terraced, semi-detached and detached villas and eight beautifully appointed cottage flats.

It's not hard to see why this charming development has proven so popular with downsizers and retirees, and now due to ongoing demand Juniper has released the final houses on the development for sale.

These exceptional 2-bedroom Oak style villas are available from just £272,500 and offer over 1200 square feet of spacious accommodation over two levels. On the ground floor, there is a stunning open plan kitchen/dining room with double doors to the generous lounge, a shower room and ample storage. Upstairs features 2 super bedrooms, one with en-suite, a separate bathroom, and a substantial store cupboard.

Muirwood Gardens is thoughtfully specified throughout, resulting in modern and hotel-inspired interiors that reflect the latest trends. All properties have been created with discreet but functional design aspects which don't compromise on style, including contemporary kitchens with eye-level integrated Bosch appliances, raised power sockets and designer bathrooms featuring comfort height toilets, heated towel rails and beautiful ceramic tiling.

Plus, all residents can enjoy socialising in the stylish communal Club Lounge on site, with bright and contemporary décor and furnishings.

A comfortable and sociable community hub in which to relax and unwind, residents will also be able to enjoy participating in activities such as organised wine tastings, film nights and art classes, plus there is a luxurious self-contained visitor's guest suite for visiting friends and family.

The show home is available for viewing by appointment. Find out more online www.juniperresidential.co.uk/muirwood-gardens-kinross

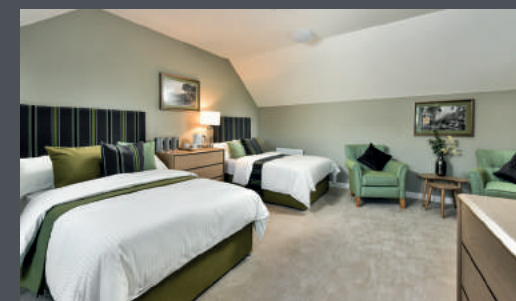
Juniper



Muirwood Gardens, Kinross - Age exclusive 2 & 3 bedroom homes for over 55s



Muirwood Gardens, Kinross
Final houses released for sale
Prices from £272,500



Contact us

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muirwoodgardens@juniperresidential.co.uk

www.juniperresidential.co.uk

Juniper Residential is part of the award-winning Cruden Group, delivering quality new homes for over 75 years.



The House Price Report: December 2021

The final months of 2021 saw the housing market follow traditional patterns of activity

After a year of unprecedented activity, the housing market across Edinburgh, the Lothians, Fife and the Borders saw a steady conclusion in December 2021, with a 2% increase in selling prices taking the average to £273,238.

The demand for Edinburgh properties saw prices rise 1.3% to £288,706 on average. Three-bedroom houses in North Edinburgh rose 21%, while two-bedroom flats in Morningside and Merchiston increased 13.7% to £340,894 on average. Meanwhile, one-bedroom flats in the first-time buyer-friendly areas surrounding Leith Walk rose 7% to £177,836.

Properties in West Lothian increased 16%, with average selling prices at £258,909.

The most affordable property was one-bedroom flats in Dunfermline, at £80,988 on average.

Buyers across Edinburgh, the Lothians, Fife and the Borders paid 107% of the Home Report valuation on average, an increase of 3 percentage points year-on-year.

Buyers paid the most over Home Report valuation for East Lothian properties, paying 111% on average.

The traditional rush to complete before Hogmanay continued in 2021, as buyers and sellers moved quickly. During October-December, the median selling time dropped to 16 days, two days quicker than 2020.



Homes in West Fife and Kinross went under offer the fastest, with a median selling time of just 11 days – two days quicker than in 2020.

Demand was high, with 35% of homes going to a closing date.

A traditionally quieter period of the year, sales volumes and new property listings both decreased during October-December 2021. Sales volumes were down 20% year-on-year, while insertions saw a 25% reduction – a sign that the property market is returning to more ‘normal’ levels of activity.

Paul Hilton, CEO of ESPC, commented: “The last quarter is traditionally always a quieter period, with less homes on the market and less buyers actively searching. It’s reassuring to see that patterns of activity have still been high, but returning more to the levels we would expect to see around this time of year. We would also expect to see a pattern showing an increase in urgency, such as quicker selling times and higher levels of Home Report valuation attained, as buyers and sellers are usually keen to complete ahead of the festive season. Our latest figures show that this was once more the case across Edinburgh, the Lothians, Fife and the Borders.

“It’s good to see buoyant activity levels in Edinburgh. Family homes and city-centre flats

160

solicitor estate agents

ready to help you buy and sell homes

Over

1,100

homes for sale

325,150

My ESPC emails sent during December

have been especially popular, and we hope to see continuing demand for homes in the city into 2022.

“For buyers starting out on their property journey, Leith and the surrounding neighbourhoods, and Dunfermline both offer great opportunities.

“If you are considering buying or selling in Edinburgh, the Lothians, Fife and the Borders, get in touch with your local ESPC solicitor estate agent today.”

Key points

£273,238

average selling price

The average property selling price rose 2% to £273,238 across Edinburgh, the Lothians, Fife and the Borders during October-December.

107%

average percentage of Home Report valuation achieved

On average, buyers paid 107% of Home Report valuation, up from 103.8% in 2020.

16 days

median time to sell

The median selling time for properties in Edinburgh, the Lothians, Fife and the Borders was 16 days, two days quicker than in 2020.

How to stand out at a viewing

Malcolm Cannon, Managing Director of Property Services at Simpson & Marwick, gives buyers advice on how to make sure you can stand out to sellers when viewing properties



Picture the scene: you have found your dream home on espc.com or here in the ESPC Magazine, and you have arranged to go and view it. But if you fall in love with it when you arrive, how can you best improve your chances of securing the deal later?

Remember, in a competitive market where two offers might well be very close together, sellers may decide to sell to the buyer who stood out to them, and who they would like to pass their home onto, rather than simply choosing the highest bid. After all, it is their property, so it is their prerogative.

So, make sure you come across as the best people to whom the baton can be handed on. It may be obvious, but always arrive on time, be positive and polite. It's a huge plus if you have already sold or at least have your own property on the market, and that you already have your finances in place, so be certain to get your buying position across to them. If you need a mortgage or bridging finance to strengthen your position, talk to one of the ESPC member

firms, such as the team here at Simpson & Marwick, who can advise you on this.

If you can be flexible on date of entry, then highlight this too. A quick entry date which enables the seller to secure their own dream home, or a longer entry date to give the seller time to look, can be a major advantage over another interested buyer.

Don't walk around the property saying what changes you would make, or what's wrong with the house in its current state. Remember, this is someone's home, and we all have different tastes.

Instead, share why you love their home and why you think it is right for you. Sellers are very proud and will often sell to viewers they can relate to and who they can imagine living in their cherished home, so make sure you stand out to them for the right reasons.

For more information and advice from Simpson & Marwick, call 0131 581 5700 or visit simpsonmarwick.com



TORWOOD

Torwood is an exciting new development taking shape in Murrayfield, featuring 23 luxury, two- and three-bedroom apartments; a magnificent Victorian villa, remodelled to form 2 four and five bedroom homes; a lodge house; and a converted coach house.



When Quality Matters

Prices start from £720,000

For full details call Behnam Afshar on 07967 322 025
or email behnama@amanewtown.co.uk

www.amahomes.co.uk/torwood-house

What's going to happen to mortgages in 2022?

David Lauder, Independent Mortgage Adviser with ESPC Mortgages, makes some predictions about the 2022 mortgage and property market.



In the current climate, making predictions for the coming year is a difficult task. However, here is some of the activity I expect to see in the mortgage market in 2022.

What will the market be like?

2021 had a difficult market, due to a lack of available stock and intense competition. Property selling prices regularly achieved over the Home Report valuation, with homes achieving on average 105% of Home Report valuation throughout the second half of 2021.

In 2022, we hope to see more properties listed, balancing out the market.

Will interest rates change?

We saw no Bank of England rate rises in 2021, but any impending changes are likely to be increases.

With some economists predicting that inflation will continue to rise throughout early 2022, the market is pricing in potentially two more rate hikes, taking the base rate to 1% by the end of 2022.

ESPC mortgages offer expert independent mortgage advice in Edinburgh. Whether you are looking for first time buyer mortgage advice, are interested in finding out more about buy-to-let mortgages or would like to re-mortgage, get in touch with the team on 0131 253 2920 or fscenquiries@espc.com

The information contained in this article is provided in good faith. Whilst every care has been taken in the preparation of

Increase in small deposit mortgage availability

More mortgage lenders are willing to consider 5% or 10% deposits, subject to eligibility. This is good news, meaning more buyers can find a solution within an affordable budget.

The challenge with smaller deposits has been homes frequently selling for well over valuation. Mortgage lending is based on the lower of purchase price or valuation, meaning any amount paid over the value cannot be used as part of the deposit for mortgage purposes.

We hope to see further Government aid available in 2022, although no firm details are currently available.

ESPC Mortgages are here to help

We remain optimistic - the mortgage market is fiercely competitive, with great deals to be had. The team looks forward to another successful year, helping more people get their dream property, and to helping clients review their mortgage arrangements to ensure the best solutions.

the information, no responsibility is accepted for any errors which, despite our precautions, it may contain.

The initial consultation with an adviser is free and without obligation. Thereafter, ESPC Mortgages charges for mortgage advice are usually £350 (£295 for first time buyers). YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR OTHER LOANS SECURED AGAINST IT.



AFFORDABLE HOMES AVAILABLE IN EDINBURGH

A number of properties at Cammo Meadows are 'Golden Share' homes meaning that the for sale price is capped at an affordable level – you will own 100% of the property but the price is capped at 80% of the market value on the first sale and all subsequent re-sales.

Maybury Road, Edinburgh EH4 8DY



Two bedroom homes

A range of apartments and houses

Prices from £195,200

See the Difference at dwh.co.uk or call **0333 355 8461**



DAVID WILSON HOMES
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SPRINGWELL

www.amahomes.co.uk/springwell-house

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Call **07967 322025** to arrange your private viewing



City *chic*

This elegant property offers light and space in abundance
– plus one extra surprise





Set in the sought-after locale of Comely Bank, perfectly positioned between the chic West End and stylish Stockbridge, 18/1 South Learmonth Gardens is a prime property that any owner would be proud to show off.

This two-bedroom apartment is located on the first floor of a handsome Georgian sandstone building, situated on a quiet, leafy street, and enjoys exclusive access to private residents' gardens – a rare perk in the city centre. Accessed via an elegant communal entrance, the property's raised position ensures charming views over these gardens, adding to the tranquil feel.

A welcoming hallway, fitted with generous storage cupboards, leads onto the ample living/dining room, located at the front of the property. This bright and airy room is flooded with natural light, thanks to the large sash-and-case bay windows, and enjoys an array of well-kept original features, include ornate corning and a sleek marble fireplace.

The living room leads onto the first of two double bedrooms, with garden views and a relaxing colour palette. The second double bedroom, positioned to the rear of the property, is similarly generous in size, with original features aplenty, such as sash-and-case windows and an Edinburgh press. There's also a spacious bathroom, again boasting plenty of natural light thanks to large windows.

Finally, the recently refitted kitchen adds the wow factor to the finish of this picturesque property. Sleek and carefully considered, with white cabinetry, abundant storage and a stylish tiled floor, this glossy kitchen is the perfect place to entertain in the evenings, or spend a slow weekend morning whipping up a relaxed brunch. Best of all, the kitchen boasts a bonus feature in the form of a balcony – the ideal spot to enjoy a morning coffee, plant a herb garden or simply take in the fresh air. It's hard to believe you're in the city centre with such a charming outlook!



18/1 South Learmonth Gardens, Edinburgh EH4 1EZ
Offers Over £390,000
Selling solicitor: Connell & Connell, call 0131 253 2131

2 bed | 1 bath | 1 lounge

Southside living

Searching for a family home close to the city centre? The suburbs of South Edinburgh are increasingly popular – and with good reason.

When it comes to finding a family home, few things are more important than location. Proximity to good schools, an effortless commute (when required) and access to great amenities and green spaces are all things that top the list for family buyers, but often it can be difficult to find a neighbourhood that ticks every box, while also offering all-important affordability.

The suburbs of South Edinburgh have become increasingly popular with family buyers in recent years, as they offer all of these things and much more besides. We've highlighted just a few of the reasons why this part of the Capital could be the perfect place for your next home.

Value for money

South Edinburgh offers good value for money for buyers seeking a larger

property, making it an ideal option for families in need of extra bedrooms, or that elusive home office. Neighbourhoods here offer a good mix of property types, meaning buyers can choose from everything from tenement flats and characterful cottages to glossy new-build houses, complete with gardens and garages.

Speaking of new-builds, with a selection of family-friendly developments already established, and more in the pipeline for 2022 and beyond, there's no shortage of new properties for you and your family to investigate.

Price is a big pull for buyers in this area, with three-bedroom houses selling for £346,844 on average.





Gold-star schooling

Good schools are always an important consideration for buyers when they're choosing the location of their next home, but thankfully this area of Edinburgh offers good options for those with school-age children, including the highly regarded James Gillespie's High School in popular Marchmont. For buyers exploring independent schools, Merchiston Castle and George Watson's College are both well-renowned, and the Montessori Arts School in Liberton provides the opportunity for learners to enjoy a different approach.

Sports and leisure

South Edinburgh is uniquely situated close to an abundance of leisure facilities, making it an ideal spot for sporty families, weekend enthusiasts – or just those with children who need to burn off some steam! Golfers will adore the abundance of quality courses nearby, including Liberton Golf Club and the Braid Hills course, while gym-goers can choose from a selection of leisure clubs with excellent facilities, including tennis courts and swimming pools. For the thrill seekers, the Midlothian Snowsports Centre offers an excellent opportunity to learn to ski and snowboard – a great way to spend a day out!

You can find the latest homes for sale in South Edinburgh at espc.com.

Good transport links

Whether you choose the areas closest to the heart of the city, like Bruntsfield or Morningside, or opt for the suburbs, such as Gilmerton or Liberton, you'll be guaranteed great connections into Edinburgh when you live in the south of the city, thanks to a bustling network of road links and bus routes.

Plus, the City of Edinburgh Bypass is handily located for this part of the city, making it easy to access almost anywhere in the Capital, or to make a breeze of day trips to East Lothian, Midlothian, or further afield.

Green space galore

The neighbourhoods of South Edinburgh are ideally positioned close to plenty of open green spaces, so no matter where you are, you can enjoy a good, brisk walk close by.

From the picturesque Meadows to the more rugged surroundings of the Hermitage of Braid and Blackford nature reserve, you'll be spoiled for choice. If that wasn't enough, the stunning Pentland Hills and Dalkeith Country Park are also nearby, meaning you can enjoy a wild afternoon's walk at a moment's notice. Great news for those with furry, four-legged friends!

Shop 'til you drop

Of course, Edinburgh's city centre is within easy reach for the flagship stores, but South Edinburgh isn't without its own haven for shoppers. Straiton Retail Park makes shopping super convenient, with a plethora of furniture and homeware stores, supermarkets, and even drive-through food stores. For the more green-fingered residents, Dobbies is also just a short drive away, while those who love indie brands can enjoy them in abundance at the charming Restoration Yard close by.



How to invest in property in 2022

Considering creating a property portfolio in the New Year? ESPC's Nicky Lloyd explains how it's done.

Private rentals are increasingly popular – in fact, they make up 14% of Scotland's households, so if you're considering investing in property, now could be a good time to take the leap. Scottish private rental rates have increased steadily over the past decade, meaning they can be a great long-term revenue stream. Property prices are also rising, which means that your investment could be worth more in the future if you decide to sell.

The first step is working out your budget, and your preferred property type. Do you want a compact city flat, or a family home in the suburbs? Can you afford a turnkey home, or will you need to renovate?

ESPC's monthly House Price Reports offer great insights into property prices in various locations, so you can work out where your money will stretch furthest. We can also advise on the best Edinburgh postcodes in terms of expected rental yield.

You'll need to budget for any renovations or updates the property may need, an HMO licence if you wish to take that path, and a contingency

for ongoing maintenance. To attract a good rental rate and happy, responsible tenants, the property should be appealing: well-presented, secure and weathertight – somewhere you'd be happy to live.

Mortgage advice is very helpful when you're starting out, to help you secure a specialist buy-to-let mortgage if you're not a cash buyer.

Being a landlord is a commitment and something that you should take seriously, but it can be easily managed by choosing to use a lettings management service, like ESPC Lettings. We can guide you in managing all aspects of your property, including marketing, vetting tenants, rent collection and inventories, to make the process smooth and simple.

ESPC Lettings is an Edinburgh letting agent. We can help with marketing your rental property and finding the right tenants. Contact the team on 0131 253 2847 or landlord@espc.com.

What's new in 2022



Mowgli restaurant

We share the upcoming events, new openings and exciting launches coming to Edinburgh, the Lothians, Fife and the Borders in 2022...



Edinburgh

Gleneagles Townhouse: Slated to open on St Andrew Square soon, the Gleneagles Townhouse is the first city outpost of the legendary hotel, and will no doubt bring a touch of its iconic grandeur to the Capital.

Sushi Samba: The popular London eatery is launching its first Scottish restaurant, on the rooftop of the W Hotel at St James Quarter and will offer an exciting fusion of Japanese and Brazilian cuisine.

W Hotel: This long-awaited landmark hotel is set to welcome its first guests in Winter 2022. The hotel will be housed in the distinctive 'walnut whip' building at St James Quarter.

Duck and Waffle: Another London original will be taking up residence at St James Quarter – Duck and Waffle will open on the fourth floor and feature an outdoor terrace.

100 Princes Street: Taking up residence in one of the main street's most iconic buildings, 100 Princes Street is a brand-new hotel launching in June 2022, offering stunning views of the city skyline.

Virgin Hotel: Scotland's new Virgin Hotel will open in the historic India Buildings, just off the Royal Mile, in Spring 2022, and is sure to be a popular choice for Fringe-goers.

Mowgli: Two outposts of this much-lauded Indian street food diner will be launching in Scotland this year – one on Glasgow's St Vincent Street, and the other on Edinburgh's Hanover Street.

Itsu: Perfect for the lunchtime dash, popular Japanese diner Itsu will open its first Scottish branch in the St James Quarter in February.

Fore Play Crazy Golf: This popular crazy-golf venue is aiming to launch its second site in Summer 2022, in the heart of the Grassmarket.

Edinburgh Tattoo: Back with a bang (quite literally) in August 2022, this year's Tattoo promises a whole new experience!

Edinburgh Summer Sessions: After two years away, the Capital's popular concert sessions return to Princes Street Gardens from 7-14 August, with a line-up that includes Lionel Richie, Tom Jones, Simple Minds and Travis.

But it's not just the Capital that has exciting new launches going on...



Lothian. Musical guests include The Kooks, Shed Seven and Sister Sledge.

East Lothian

Buck and Birch: Wild drinks and foraging specialists Buck & Birch have launched tours of their Macmerry distillery, with the opportunity to taste their locally-sourced spirits, liqueurs and cocktails.

Whitehill Kirk: This popular getaway destination recently launched a 'lifestyle hub', with new restaurant The Orangery – put it on your 'to-visit' list this January.

An exciting new-build development at Gullane will launch in Summer 2022, offering a mix of family homes.

Fife

Haar: Dean Banks' original brasserie has moved to its new home in St Andrews, with a brand-new setting in Golf Place. If you missed this the first time around, now is your chance to enjoy Scottish dining at its finest.

The Wee Coorie Larder: An exciting new farm shop has opened at the Stewart Resort in Cameron, close to St Andrews, and is the perfect place to stock up on locally-sourced food and drinks.

Midlothian

The second Out East music festival will be hosted in Dalkeith Country Park this August, after relocating from its original home in East

West Lothian

A series of new-build housing developments have recently been announced, which will be released in 2022. An extension of the popular Heartlands development will ensure 2000 new homes, commercial space and retail and leisure facilities, making this area one to watch in the coming months.

Nelson Park: This Armadale park is undergoing major improvement works in 2022, to become part of The Queen's Green Canopy, celebrating the Jubilee. With new trees planted, along with new pathways and a seasonal wetland area, the improvements are sure to be a boost to the local area.

New Year, New Plants

Dobbies' houseplant expert talks us through the greenery we should be adding to our homes this January



Once the festivities are over and the decorations have been taken down, our homes can suddenly feel quite empty, making us look for ways to fill the space.

Houseplants are a fantastic way to bring some joy back into our homes after the festive period, and have a range of benefits that go way beyond their appearance.

Claire Bishop, Senior Houseplant Buyer at Dobbies Garden Centres, is a huge advocate for introducing greenery into our homes in the new year and breathing life into our spaces. Here she outlines why houseplants are so important and how they can transform your home.

Image to left: Rare plant apothecary from Dobbies Garden Centres featuring Philodendron painted lady (limited edition), £49.99; Monstera variegata (limited edition), £299.99; Calathea fusion (limited edition), £59.99; Syngonium podophyllum albo variegata, £44.99; Calathea ornata, £29.99; Lisbon pots, from £5.99 to £12.99; Leon white pot, £8.99; Retro gold pot, £4.99; Cylinder groove green vase, £21.99; Angelina wall decoration £19.99; Fiesta velvet cushion £14.99; Pink velvet cushion.



Image above left: Calathea wavestar £29.99; Phlebodium aureum blue star £14.99; Cissus rhombifolia £26.99; Tillandsia usneoides £14.99; Calathea makoyana £16.99; Hedera white variegated £4.99; glass vase, £29.99; stoneware vase, £9.99
Image above right: Spa products from Dobbies: Cissus rhombifolia £26.99; Tillandsia usneoides £14.99; glass vase, £29.99



Bring the outside in

Introducing houseplants into your home décor is a great way to bring the outside in and feel the benefits of the outdoors, even if you don't have a garden. Not only that but decorating with houseplants is a trend that's showing no signs of slowing down in 2022.

Whether you're looking to incorporate some fresh foliage into your bathroom décor, searching for the perfect standing houseplant to fill a corner of your lounge, or are hunting for some new succulents to style a plant #shelfie, there are plenty of ways to level up your interiors with stylish greenery.

Proven mood-boosters

Houseplants are proven to make people happier, with many variations known for their mood-boosting qualities. Not only do houseplants brighten up spaces with their lush, colourful appearance, they also give people a sense of purpose and boast calming effects. Houseplants are a fantastic investment in January in particular, with Dobbies encouraging

people to embrace #NewYearNewPlants to elevate their moods naturally with houseplants. As a natural stress reliever, houseplants can be particularly useful for people working from home, with plenty of variations suitable for styling in a home office to bring a sense of zen.

Air purifiers

Another reason Claire loves houseplants is their air purifying qualities. Certain plants such as calathea and monstera are natural air purifiers, making them perfect for air-conditioned homes and smaller spaces. Houseplants are also known for their ability to increase moisture in the air and get rid of chemicals by absorbing them and then breaking them down. This makes houseplants particularly good for the bedroom and home office.

Not your average garden centre, Dobbies has a wide range of new houseplants, guaranteed to brighten your indoor space and breathe life into your home this January. Find out more at www.dobbies.com



Candlestick, £14.99, hm.com

The 2022 Colour of the Year:

Very Peri

For the first time ever, Pantone's Colour of the Year 2022 is a brand-new colour. Very Peri is a rich violet hue with red and periwinkle blue undertones. Described as conveying a "spritely, joyous attitude and dynamic presence", this luxe shade will add richness and depth to your interior style.



Chukka table lamp, £116, pooky.com



Original Style Winchester Metropolitan Field Tile in Heath, from £1.58 per tile, styleideasdirect.co.uk



Amy sofa, £993.85, darlingsofchelsea.co.uk



Ripple cushion in lavender, £92, Jonathan Adler at sweetpeaandwillow.com



Kitchen cupboards in premixed Aubusson Blue and Emperor's Silk, POA, anniesloan.com



A New York state of mind

New Yorker Liz Engelsen shows us around the Stockbridge home she's lovingly renovated in her distinctive style, bringing a touch of the Big Apple to Edinburgh

Back in 2014, chief marketing officer and interiors entrepreneur Liz Engelsen relocated from New York to Edinburgh's leafy Stockbridge. After a difficult search, Liz, along with her husband Tony and their son Oliver, found the perfect Victorian flat to call home, and since moving in back in December 2016, Liz has created a stylish space, sharing the progress online along the way.

Thank you for showing us around your beautiful home. How did you find the property, and what was your experience like of buying in Edinburgh?

We were looking from the moment we moved to Edinburgh in 2014, but it took us two years to conquer the market. It took me a bit of time to understand how the Scottish market works – I had never come across the concept of 'offers over', and I'd owned three previous properties. I think we bid on eight places before we landed our flat, it's super competitive in Stockbridge, especially if you

want a main door property. We scanned the ESPC website literally every night – it was a huge time saver as we didn't need to go to individual agents' websites.

I quickly learned that we couldn't wait for an open house viewing to be announced, as Stockbridge properties were selling in three days! We even took a cue from Kirstie and Phil, and wrote letters to homeowners on the streets we really liked.



It sounds like a competitive search! Were you very specific in what you were looking for?

We had our 'dream list', which was completely unrealistic for our budget – after a few weeks of viewings, we had a reality check. Like most buyers, we had a long list of requirements

that ultimately got narrowed down to two items: Victorian charm, and a main door property.

So tell us, did you find what you wanted in the end?

We had missed out on two other properties on our street, so we were already familiar with the style. When this one came up, I knew it was ‘the one’ instantly – it had so much potential and unlike the others, it had a third bedroom and second bathroom. I think I screamed to my husband “We need to win this one!”. It did stretch our budget, but it was worth it.

I just adore all of the original character features of Georgian and Victorian properties. We rented a large Georgian property, but unfortunately our budget wouldn’t stretch far enough, so Victorian it is. It’s still full of charm, just smaller room sizes!

How different is living in Edinburgh to New York?

Edinburgh is full of character and charm, and New York is full of energy and grit. It’s one of those cities that everyone dreams of living in (I think), so you have a lot of people moving in and out on a regular basis. It makes for a huge, competitive rental market, but there is also an appetite to buy. Our home in Edinburgh is a complete contrast to my previous apartment in NYC, which was open plan and contemporary. What they do have in common is colourful décor and a vibrant neighbourhood full of independent shops, cafes, bars and galleries.

Did you always know you wanted to renovate, or did your passion for interiors come after putting your own stamp on this place?

I’ve renovated a couple of times before and always enjoyed designing, finding the best flow and function and then creating a space that makes me smile. Studying Interior Design had always been a dream of mine – I considered a career change on many occasions during my time in NYC.



How would you describe the look you’ve gone for in your home?

I create spaces that make my family smile. It’s really important to feel happy, comfortable and inspired at home, and for me, that means using colour in unexpected ways and a modern twist on Victorian features. My favourite thing about our home is definitely my colourful, pattern-clashing en suite bathroom – everything about it just makes me smile, from the delicate tropical wallpaper to the bold, graphic upcycled vanity unit and the black industrial accents. It’s truly one of a kind, and I’m proud to say it’s even won a national award.



Can you talk us through the renovations you’ve done since moving in?

We completely renovated every inch of the property – there were some big jobs, like moving the kitchen, changing bathroom layouts, knocking down walls, closing up doorways and updating the electrical wiring and heating system. The initial renovation focused on making the space functional and safe, then we ran out of budget and have been slowly decorating room by room.

Our front door and entryway was my lockdown project and inspired me to launch a design service focused exclusively on the most ignored yet important room of people’s homes: the entry and hallway.



What would be your advice for those who are also thinking of renovating and redesigning their home?

Don’t worry about what anyone else thinks or says – it’s your home, so design it in a way that makes you happy. When renovating, make sure you have a healthy contingency budget, because things will go wrong.

And for those who are still holding out for their dream home, what’s your top tip for wannabe buyers?

Don’t give up. Buying can be an exhilarating and exhausting process. If you think a property is ‘the one’, then go for it, don’t hold back!

You can view more of Liz’s interiors and design inspiration on Instagram @liznylon.



Peppermint and eucalyptus triple wick candle, £30, frenchbedroomcompany.co.uk

A Fresh Start

Turn over a new leaf this January, with our pick of the products to help you and your home feel refreshed and revitalised.



Cleo striped throw, £49.50, oliverbonas.com



Various posters, from £8.95, desenio.co.uk



Gem diffuser, £67.99, dobbies.com



Pantry spray bottles, £2.50, matalan.co.uk



Hessian lamp, £10, Asda stores or george.com



Evelyn armchair in ivory boucle, £349, cultfurniture.com

My 9-to-5

Andrew Diamond, Partner and Head of Residential Property at Lindsays, and Chairman of ESPC, talks us through a day in his life.



Andrew Diamond
Partner and Head of Residential Property at Lindsays, and Chairman of ESPC

Where do you call home?

Aberdour, on the Fife Riviera. I originally moved there to be with my partner. We have since had three girls and it's a great place for them to grow up.

My day starts with...

My alarm goes off at 6:15am. Emma or I make coffee, which we have in bed and discuss plans for the day. We negotiate which of us is going to be responsible for waking which grumpy child at 6:45am, and we leave for work/school at 7:30am.

My main responsibilities are...

My main responsibility is as Head of the Residential Property Team at Lindsays. The Residential Property Team numbers around 50, across Edinburgh, Dundee and Glasgow. I am also Chairman of ESPC, and a Non-Executive Member of the Management Board at Lindsays.

A typical working day usually involves...

It's pretty rare to find two days the same. With 50 people, spread across estate agency and conveyancing teams in three cities, plus my role on the Management Board, there's always something demanding my attention! The ESPC team generally don't need my help on a day-to-day basis but there are monthly board meetings to prepare for and chair, as well as other matters.



I got my job...

When my former firm, MacLachlan & Mackenzie, merged with Lindsays in 2012. I had started my legal career as a trainee there in 1992, so the merger with Lindsays was the first time I'd had a "new job" for about 20 years.

I became Chairman of ESPC at the end of 2020 when our former Chairman, Gordon Kerr, decided to retire. I had been a Non-Executive Director of ESPC for a number of years prior.

The best part of my job is...

Being able to work with really good and talented people. I'm very lucky in that both at Lindsays and at ESPC, I'm surrounded by people I like working with, and who are extremely good at what they do.

My most memorable career moment is...

My long-suffering secretary, Denise, says that it is the day I decided to hire her. She knows everything, so she must be right!

After work I...

Enjoy spending time with Emma, our girls and our dog. There's lots to do around Aberdour, and I enjoy golfing and playing tennis – although not very well.

My favourite place to enjoy a drink is in my living room, with the fire on, looking back across the Forth at Edinburgh. We enjoy meals out too – A Room with a View is a local favourite, and I enjoy Dishoom in Edinburgh. For a real treat, I love Ballintaggart, near Grandtully.

If I wasn't in property, I'd have been...

I would have loved to have been a professional sportsperson and competed at a high level – not to be though I'm afraid. I am rapidly becoming eligible for seniors' and veterans' events though, so maybe there's hope yet.

What's the best piece of career advice you've been given?

When you encounter a problem, address it head on and with openness and honesty. The advice came from a colleague who was the second-year trainee ahead of me when I was a new first-year trainee. I'm not sure if at the time he was wise beyond his years, or just trying to save me from being fed to the wolves.

Your search starts here

Our property section highlights just some of the stunning homes now available with ESPC solicitor estate agents. Which one of them could be yours?



GOSHIELAW, BELMONT,

KELSO, TD5 7QY

OFFERS OVER £825,000

6  5  3  N/A 



A stunning family home set in 11 acres, including 6 acres of paddocks in glorious countryside near Kelso with panoramic views to the Cheviots. Currently operating successfully as an upmarket pet boarding kennels, this would equally appeal to buyers looking for an equestrian property, with adaptable stables and kennels within the modern agricultural building. This impressive six bedroom detached house lies on the outskirts of Kelso just a short 10 minute drive, with easy connections through to Edinburgh and within 35 minutes of Berwick.

VIEWING INFORMATION

Contact Hastings Legal & Property
01573 225999



FLAT 57, 1 DONALDSON DRIVE, EDINBURGH, EH12 5FA

FIXED PRICE £825,000



One of Edinburgh's finest addresses | Stunning duplex apartment | Set in 16 acres of communal grounds | Concierge | 2 parking spaces | Double height sitting/dining room | Kitchen | Utility | Principal bed with dressing & en-suite | Double bed 2 with en-suite | Bathroom | EPC C

VIEWING INFORMATION

By appt tel Agent 0131 587 5711

SIMPSON
& MARWICK

7/1 MARCHMONT STREET, EDINBURGH, EH9 1EL

OFFERS OVER £445,000



This beautiful first floor tenement flat comprises of a large open hallway, an immaculate bay window living/dining room and natural wood floors. The kitchen has a stylish finish with a gas hob and electric oven, integrated appliances, large pantry cupboard and a breakfast bar. Off the kitchen there is a utility room that offers further storage units along with a newly fitted boiler. There are two generous double bedrooms and a single bedroom. The recently refurbished fully tiled bathroom has a two piece suite and mains walk in shower with a rainwater shower head. Communal garden is to the rear of the property.

VIEWING INFORMATION

By appointment on 0131 253 2338

BlairCadell

12 SLATEFORD GAIT, EDINBURGH, EH11 1GW

OFFERS OVER £175,000



Forming part of a popular development in Slateford, this main-door flat accommodates a double bedroom, an open-plan living area, and a modern bathroom, and is accompanied by excellent shared facilities including a gym, a concierge service, landscaped gardens.

VIEWING INFORMATION

Arrange a viewing via ESPC Booking Calendar - click on Register To View & select your preferred time



59 MAIN STREET, NEWMILLS, DUNFERMLINE, KY12 8ST

OFFERS OVER £120,000



This two bedroom semi-detached house in Newmills lies close to the picturesque seafront and benefits from good amenities and transport nearby, making it appealing to first-time buyers, couples, professionals, and young families alike.

VIEWING INFORMATION

Tel Seller 07883124445



M

ake room for new possibilities in 2022

the engine yard

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BY 31 JANUARY
2022*



If you're looking to start the new year in the perfect city pad with space to thrive, grow, work and kick back, then look no further...

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Visit **placesforpeople.co.uk/theengineyard**

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Next to Places Gym

*T&Cs apply. See website for details.

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