

Residential Rural Commercial

Prime & Country Property Marketing

Clee Tompkinson Francis are pleased to announce the launch of a new in-house department - Clees Prime & Country - to provide a specialist marketing service to sell the best of town and country properties.

Clees Prime & Country will provide targeted advertising in quality periodicals, newspapers and the web to ensure the best possible marketing profile.

The new department operates in conjunction with the Clee Tompkinson Francis estate agency arm through 12 offices selling in all the 6 South Wales counties. Many of the partners and staff, including specialist Chartered Surveyors work closely with the Prime & Country Team, to provide advice and information on all property related matters throughout Wales.



The decision to provide a specialist marketing department is yet another step forward in the modern market place. Although Clee Tompkinson Francis firmly have their feet in the rural arena, having sold many farms and smallholdings since 1972, it is considered opportune to better promote prime rural and town properties. Our internet marketing attracts buyers from across the region and far beyond

" We aim to provide a bespoke service, specifically tailored to suit the property. Advertising can then be focused to ensure maximum coverage within the target market. We operate a "no sale, no fee" structure with competitive rates.

If you are selling anywhere in "Clees Country - South Wales" – use the Prime agent!" - Delyth J Davies, - Partner in charge of the Prime and Country Team.

For a free marketing appraisal, advice or discussion contact Clees Prime & Country - 01267 230645 or visit www.cleesprimeandcountry.co.uk.

Property Sales, Lettings & Surveys Across South Wales

To obtain further copies of this newsletter, to join our newsletter register or to request further information regarding any topic in this newsletter please contact us either:-

By email at newsletter@ctf-uk.com

Telephone 01792 865042/ 01267 230645 .

Via your local office

We can advise on most land & property issues across South Wales so why not ask for our assistance. Our Legal & accountancy links provide additional specialist support.

Property Advisors

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For Property Advice Across South Wales & The Borders

Welcome to our Summer 2010 newsletter

Highlighting a number of topical land & property issues which we hope you find of interest. In an ever changing world we all need to keep up to date!

Opening of new Swansea Office

Clee Tompkinson Francis have opened a new office at 19, Walter Road Swansea incorporating Foote & Halfpenny Surveyors. The Directors & staff at Foote and Halfpenny remain to form the core of the new venture. This move adds a flagship office to Clees 12 office group plus 2 livestock markets and furniture saleroom. Clees now have 7 offices serving the Swansea bay region – carrying out a range of agency, letting and professional work.

David Davies, Clees Managing partner said. "We are delighted to be joining forces with Foote & Halfpenny - one of the best respected property agents & surveyors in Swansea. We believe they have the same independent professional approach as ourselves and bring a wealth of experience and contacts to the venture. Swansea will compliment our current operation with greater involvement in the City centre and commercial sector. David Foote & I trained together in the 1970s and I have known the other Directors Derek Wilcox & David Bibby professionally for over 20 years."



Clee Tompkinson Francis Chartered Surveyors & Estate Agents was formed in 1972. and has become one of the leading independent estate agents and surveying firms operating throughout South Wales & the Borders. The company has 13 offices providing sales, lettings and professional property advice and 14 Chartered Surveyors with 2 building surveyors and many agency and mart based staff. Areas of expertise encompass all commercial, rural and residential property sectors.



Foote & Halfpenny Surveyors was formed in February 1984. David Foote specialises in commercial valuations and surveys. The residential & commercial agency department is run by David Bibby whilst Derek Wilcox is a building surveyor specialising in residential valuations and surveys including Expert Witness presentations and dispute resolutions. The 3 Directors join the existing team from Clee Tompkinson Francis.

The new office support staff includes existing personnel Jannine Jones and Julie Williams led by Chris Thomas as Swansea Sales Manager and Terry Thomas Morrison Sales Manager both from Clees. Between them they have a wealth of knowledge of the Swansea property market. Ring 01792 475332 to book your free marketing appraisal

Rating Revaluation 2010

If you occupy business premises, you are almost certainly liable to pay Business Rates. The rates that you pay are based on the Rateable Value of your property. From April 2010, the Rateable Value of your commercial building is due, in most cases, to increase.

It may not be immediately obvious from your New Rates Bill in April 2010 that there has been a significant increase in the Rates that you pay. It is, however, important to remember that the new Rateable Value assessment will be the basis upon which your Rates are calculated up until 2015.

If the Rateable Value Assessment is too high, this will result in you having to pay much more in Rates over the next 5 years than you should. If you are unhappy with your New Rateable Value Assessment, there is an Appeal Process which can be instigated anytime after April 4th 2010 which will allow your Rateable Value Assessment to be questioned and, if wrong, recalculated.

If you require any general advice regarding your Rates or would like some initial advice as to whether your New Rateable Value Assessment is reasonable, please feel free to contact David Foote Swansea Office Tel 01792 475332.

Agricultural land demand remains strong

The market for commercial farmland continues to defy the overall property market with Clee, Tompkinson Francis reporting strong demand and sales in the past year.

30 acres of hill land in Ystradfellte were recently offered for sale at auction by Clee, Tompkinson Francis. After fierce bidding the hammer came down at £145,000 or £4833 acre, an incredible price for the quality of land on offer. The winning bid for the land was made by a neighbouring farmer keen to expand. Further blocks of commercial farmland in the locality sold by private treaty have been met with bidding wars sending the agreed figure well over the guide price. Top quality farmland prices have reached a staggering £10,000 per acre.

However supply continues to remain tight indicating that neither commercial farmers nor lifestyle owners are under sufficient financial pressure to sell. Gareth Griffiths-Brecon office



Private water supplies under scrutiny

Farmers and landowners with private water supplies could be affected by the new Private Water Supplies Regulations 2009 that came into effect on 1 January 2010.

The legislation applies to water used for human consumption that is distributed to more than one dwelling from either a private supply or is taken in the first instance from the mains and then further distributed via a private supply network. For example if the mains supply to a farmhouse is routed to secondary dwellings like holiday cottages or if a farm or estate has farm buildings with kitchen facilities for workers.

Local authorities have until 30th June 2010 to provide a list of private water supplies and a risk assessment on each must be carried out within the next five years. Sampling will then be carried out to check on water quality with the frequency dependent on the results of the risk assessment.

Although the onus is on the local authority to carry out the assessment the property owner will also be liable for the cost of the risk assessment and sampling, although these will be capped at £500 and £100 respectively.

Glastir agrivironment scheme

There are major changes ahead with the arrival of Glastir in 2012, the new land management scheme for Wales replacing four existing agrivironment schemes: Tir Gofal, Tir Cynnal, Tir Mynydd and Organic Farming Scheme. Farmers need to start thinking about how changes might impact on their businesses and what they will need to do if they wish to join the Glastir scheme.

Residential Letting Manager

The growing portfolio of managed property run by Clee Tompkinson Francis has led the firm to appoint a specialist lettings manager. We are pleased to confirm that Paul Williams, formerly of Flat Finders Swansea has joined us as our Residential Letting Manager. Paul has 20 years experience in Residential letting, both as an agent and investor.

Based in our Morriston Branch Paul is developing a Central Rental Office, tasked with supporting all Clee Tompkinson Francis office locations in all matters relating to residential letting.

Letting Environment

A continued adverse sales environment has led many vendors to become landlords. Often many are drawn to Residential Letting as a means of generating additional income to fund the mortgage of a vacant property. Equally many who consider letting are deterred by stories of damage caused by tenants in a property, which ultimately they may wish to sell. What vendors require is the correct advice and professional support when faced with these issues.

Clee Tompkinson Francis can efficiently assess the viability of your property in the letting market. We are experienced in local market conditions across South Wales and can offer an expert central rent office supporting all letting and management, capable of managing all routine and escalated issues.

Contact Paul Williams Morriston 01792 795727

Swansea Property Auctions

Clee Tompkinson Francis now hold quarterly Property Auctions at the Ramada Jarvis Hotel, Swansea Enterprise Park, Swansea just 5 minutes off the M4 and with easy parking facilities.

We have successfully sold 1000s of properties by local auction since 1972. Last year we decided to hold regular auctions in Swansea to support our growing client and office base in the Swansea area. Our first auction was held in July with a 100% success rate (19 Lots). Our October auction returned an 90% success rate.

Our next auction will be held on 10th March 2010 which we anticipate will be another successful auction. Further auctions will be held in June September & December. Entries and general enquiries are welcomed.

Contact Property Auctioneer Nick Jones Ammanford Office 01269 591884 or your nearest branch.

Barn Conversions — time running out

Since the 1980's the conversion of redundant barns to dwellings has provided a boost to the rural economy, enhanced the rural landscape and provided modern homes in historic buildings that otherwise may have fallen into ruin.

For some time now, planning policies have favoured the conversion of redundant rural buildings to "commercial uses". Permission will be granted for residential use only when it can be demonstrated that there is no demand for a "commercial use". However, a lot of rural barns are in remote locations, with poor access and this will limit the market for potential alternative business uses, which may overcome the planner's "commercial use first" policy.



Government policy has changed recently and now emphasises the need for sustainable development. The likely outcome of this trend is that planners will in future, resist the conversion of redundant agricultural buildings, especially those located in more remote areas, because they are deemed unsustainable due the car based traffic they create. Many local planning authorities have not yet adopted the national policy into their own local plans and this provides a window of opportunity to add value to these assets before the avenue is closed off.

Owners of agricultural buildings should consider acting now to obtain planning permission for potential conversion to residential or other uses, before local planning authorities adopt the new national guidelines.

Clee, Tompkinson Francis can assist in this process by providing preliminary advice, carrying out a marketing campaign and submitting a written statement as to the commercial viability of the site if required. For further advice and a quote why not contact your local office now.

Contact your local office as local planning policy may vary.

Commercial EPCs

All commercial properties, if offered for sale or rent, now require an Energy Performance Certificate. This can only be prepared by a qualified Commercial Energy Assessor. The EPC will be generally be valid for 10 years. An EPC should be provided with the sales particulars or upon the first viewing whichever is the earlier. Failure to do so could lead to a fine.

A few buildings are exempt including places of worship, temporary agricultural buildings and work shops with low energy demands. Detached buildings of less than 50 sq m (550 sq ft) and buildings suitable for demolition or redevelopment could also be exempt.

A commercial EPC will not be required for a lease renewal, a lease extension, surrender or under a compulsory purchase order i.e. transactions that do not involve a new owner or tenant.

If you require further information please ring Colin Tait, Building Surveyor Tel 01639 646926

Road Schemes — Part 1 Claims

If there is a road scheme planned or underway in your area, you may be eligible for compensation, even if you do not have any land taken.

In certain circumstances, homeowners have the right to claim compensation for the reduction in value of their homes. The claims procedure is not straightforward and it is critical that you are represented by a company that has considerable experience in dealing with property compensation.

Q: How much will I get?

A: This will depend on the value of your property and its proximity to the road. We have negotiated claims from as little as £250 to £37,000.

Q: How much will it cost?

A: All of our fees are paid by the Highway Authority, Council or Welsh Assembly. There is NO COST to you, whether we are successful or not.

Q: Will I get to keep 100% of my compensation.

A: Yes. We at Clee Tompkinson Francis believe that it would be unethical to take any of your settlement.

Q: What should I do next?

A: It is important to instruct us as soon as possible. You simply contact your nearest office and we will send you a form to complete and return to us.

We have a dedicated team that will represent your interests and keep you advised on the progress of your claim at all times. For further information, please ring Adrian Evans 01837 810213