

SF/WP

19th June 2013

Mr I Tainsh
Creag Mhor
Cornaigbeg
ISLE OF TIREE
Argyll And Bute
PA77 6UZ

Dear Mr I Tainsh

Re: Chester House, 69 High Street & 2c Maltravers, Arundel BN18 9AR

Please find below a brief summary of our valuation and marketing report for 69 High Street and 2c Maltravers, Known as Chester House, Arundel.

Mr G Tainsh purchased 69 High Street as stunning residential apartment, and 2c Maltravers as unused (at that time) commercial unit (previously a coffee shop) in May 2006 at £400,000. The market as we all know then dropped 10% in 2007. We have since then seen some recovery and stabilising in prices but we are not back (nor will be for some time to come) at the height of the market prices.

We started marketing in July 2012 at £550,000. At that time the marketing price was requested and set by Mr George Tainsh, and we were happy to test the market at that price although in discussions had recommended coming under the 4% stamp duty.

We went live with the property on 25/7/12

On the 10/8/12 Susan (Sims Williams Partner) had in-depth conversation (saved on computer log) with George recommending again that the property needs to be under the 4% (i.e. under £500,000) as we have had no viewing requests. The feed back we were getting was that property as a commercial unit did not stack up on the figures. We talked through the possibility and recommended the of change of use and reverting 69 High Street back to residential.

In 2012 we only had 2 viewings neither went on to offer.
Rose, still looking
Mole, still looking

January 23rd 2013 we had price reduction to £495,000.
At that time Susan valued the property at £450,000 and Probate Open Market valuation at £400,000 (letters below).

February 2013 we were instructed to reduce the price to £475,000 and went on joint contract with Commercial agent Spratts

2013 we have had 10 viewings including 3 revisits

Chatteron-Crosse viewed 4 times but went on to purchase a different Maltravers Street at £485,000 property through us that has now exchanged Boyle has gone on to get offer accepted at £425,000 through us on a property in King Street

Fallner has got an offer accepted through us on another commercial property (12 High Street shop, 2 flats, & parking all providing a current income of £29,600 per annum) at £480,000

Ali has offered on another Arundel property with us but not accepted

Pace viewed and is interested set to revisit the property with his father. His interest could go either way as the property works for his business (staff Training) and for his father, he would like a single storey home and Mr Pace lives next door at Sefton House.

Dr Smith is interested, subject to selling and now on the market himself, as a commercial property for his business

Mr Stewart & Ms Doyle are viewing this afternoon.

I am not aware of any viewings generated from Spratts.

We have a situation where we are marketing a commercial property, currently not being used as the property is empty and therefore no tenant and no business to be sold. This is having a detrimental effect and the basement (2c Maltravers St) has no opening windows and offers restricted natural light. This part of the property has yet to be completed. We are estimating the final cost to be in and around £10,000 to dry line put in a stair case and have the property signed off through building regs. We need to apply for change of use to residential. This allows us the option to market the property as a residential or commercial property thus allowing us to obtain the highest offer possible in the current market.

I trust that the above summary provides you with some understanding of the difficulties of marketing a fully commercial property which is still in need of completing. However if there are any additional points you wish to discuss please contact me.

Yours sincerely

Susan

Susan Flatley
Partner