

[REDACTED]

From: [REDACTED]
Sent: 16 March 2017 14:04
To: Miriam Nicholls
Cc: Simon Davis
Subject: Re: AL/8/17/PL

Dear Mrs Nicholls

Rod has asked me to reply to this as I'm the one who organises the lettings on the properties.

I had forgotten that The Old Stables was registered with
<http://www.selfcatering-directory.co.uk/uploads/estate/selfcatering/self-catering-25016.htm>
from 11 March 2016. I have had enquiries for The Sail Loft through this site but nothing for The Old Stables.

People normally search for self catering/accommodation in a location not for a particular property. They scroll down to find something they like and what is available.

The Sail Loft is a completely different property, being in a town, a tourist town, with a gorgeous view, places to walk to, things to do, buses, trains, etc.

There is no local website for Aldingbourne covering tourism.

Type in self catering Aldingbourne and Airbnb comes up first and then the link to The Old Stables, with the website I forgot to mention above comes up on the first page.

Type in Arundel and one gets a mixed welcoming selection of things to do, places to stay but with Aldingbourne nothing exciting.

I am going through the source of my bookings for last year for the Sail Loft. But of course people will be searching more for a tourist town and places and things to do first, so I feel one can't compare The Old Stables with The Sail Loft.

A major point to take into consideration is that the commission for Amberley Cottages is far, far greater than that for Airbnb. I always block out Goodwood dates knowing that I shall book through Airbnb or from Arundel.org site thus saving on the 17% plus VAT that Amberley charges. When The Sail Loft has been booked I have always given people the choice for The Old Stables but they aren't interested especially during the Goodwood events, they want something with bars and restaurants.

Thank you for looking into this.

Best wishes
Frances Newman

-----Original Message-----

From: Miriam Nicholls <Miriam.Nicholls@arun.gov.uk>
[REDACTED]

CC: Simon Davis <Simon.Davis@arun.gov.uk>

Sent: Thu, 16 Mar 2017 13:12

Subject: RE: AL/8/17/PL

Hello Mr May

Thank you for this information, which I will look through.

I thought it would be useful to try to find your other property, The Sail Loft, which I understand you have let successfully. I simply typed The Sail Loft Arundel into a search engine. The results are below. I would suggest that this

bears out our view that you need to be advertising your property in more than one location. Maybe you could also let me know the source of the bookings for The Sail Loft please?

I will look at your extra information and made any additional comments on your application.

Regards

Miriam

The Sail Loft | Holiday Cottage Sleeps 2 | Aru

<https://www.amberleyhousecottages.co.uk/.../The-Sail-Loft/43>

The Sail Loft. The Sail Loft holiday accommodation for two in views perfect for Arundel Castle ideal for bars and restaurants

The Sail Loft | Visit Arundel - The Arundel W

www.arundel.org.uk/details/the-sail-loft ▼

The Sail Loft is a great little Sussex getaway by the River Arun in the lively town of Arundel. Arundel Castle, Cathedral, great resta

The Sail Loft, Arundel - Flats for Rent in Arun

<https://www.airbnb.co.uk/rooms/6223648> ▼

★★★★★ 5/5 · 20 Reviews

The Sail Loft is in a peaceful location in the centre of Arundel Arun. Very comfortable kingsize bed in a light and airy loft room

The Sail Loft Arundel | Facebook

<https://www.facebook.com/sailloftarundel> ▼

★★★★★ 4.8/5 · 4 ratings

The Sail Loft Arundel, Arundel, United Kingdom. 61 likes · 3 here. Unique peaceful, comfortable, riverside, self catering...

The Sail Loft: The Sail Loft - Arundel - 19028

www.homeaway.co.uk > ... > South East England > Sussex > W

The Sail Loft, Arundel: Holiday cottage for rent. View 24 photos
traveller protection with the manager 3616770

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Visit Arun's web site at www.arun.gov.uk

Visit our Business Partnership web site at www.arunbusinesspartnership.co.uk



Save the environment - think before you print.

Sent: 16 March 2017 12:50

To: Miriam Nicholls

Subject: AL/8/17/PL

Dear Mrs Nicholls

With reference to our telephone conversation earlier today please find attached the following information

- Stats for The Old Stables views/enquiries
- Yearly running expense The Old Stables
- Info re Airbnb
- Stats for Easter Cottage views/enquiries
- Layout plan for the farm

I am not sure of which you have already have, as you can see we are somewhat out of pocket already and the running costs even if we were to have a few bookings for Goodwood they would not even cover our costs.

Making the tourist not viable.

Kind regards

Rod May

<http://www.arun.gov.uk>

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