

L&F News

WISHING YOU A MERRY CHRISTMAS AND A HAPPY NEW YEAR

■ TIM DUNCAN, DIRECTOR



As the year draws to a close, we reflect on what has been a very busy year for Lambert & Foster and Bloomfields with continued expansion and growth of the business. We are grateful for your continued support and whilst there may be uncertainty ahead in 2019, we are optimistic for another vibrant year where we will continue to offer good, honest and trusted professional advice to all our clients. May we wish you a Merry Christmas and a Happy New Year. We will once again be making a charitable donation in place of sending Christmas cards.



SUCCESSFULLY SOLD FORGE FARM, BRIGHTLING

■ TED HANDLEY, CHARTERED SURVEYOR



I am very happy to report that Forge Farm, between Brightling and Burwash in East Sussex, has been successfully sold by Lambert & Foster through their Sussex Office.

Forge Farm is an amazing High Weald farm, extending to 66 acres with a mixture of woodland and pasture land. It is in Organic Stewardship but the pasture, especially near to the stream, is alive with naturally occurring orchids.

There are the remnants of the old barn and milking byre. There is a modern Dutch barn and lean-to. It was rumoured that the foundations of an old iron masters house were still visible in the copse near the road. However, I never found them!

Fortunately, when instructed to sell there were potential buyers in the "wings". They just fell in love with it and have just completed on the sale. There are now some very contented sheep grazing the land.

So what did we sell it for? Well, I cannot tell you. The seller is very happy. The buyers are chuffed to bits and Lambert & Foster think we did a good job. Happy days!



THE POWER OF ONLINE PORTALS

■ GILL WEAVERS, ESTATE AGENCY MANAGER (SUSSEX OFFICE)



When the web was launched 27 years ago on the 6th August 1991, who would ever have realised how much it would change all of our lives with instant access to "the whole world" at our fingertips. This in itself provides challenges in the agency world as the potential purchaser now has greater choice, no longer relying on the traditional tools of the brochure and window displays, indeed often they will never even visit the estate agency office or call but simply place an online enquiry.

First impressions are important and we should never underestimate the value of effective well written content and good photography which entices the buyer to enquire further and make that first appointment to view. It is only then that we as the professional can take over in person, building a relationship with the purchaser and ultimately achieving a successful sale.

Photographs need to be creatively taken and presented in a sharp and effective way, taking the buyer through a journey of the house. They should be regularly updated, incorporating seasonal changes, a blue sky and sunny day in the middle of winter indicates immediately to the buyer that a property has been on the market for a long time raising questions as to why.

We must think of the online presence as our brochure and I believe our presence on it is one of our most effective marketing tools! Never underestimate the power of the web!



BLOOMFIELDS ARE THE 2018 RUNNER-UPS AT THE RURAL BUSINESS AWARDS

What an amazing evening we had at Denbies Wine Estate, Dorking on 23rd October 2018. We were delighted to accept the Runner Up prize for Best Rural Professional Services Business in South East England, having just been pipped to the post by a business communications company .

A huge well done to the Bloomfields team whose hard work and dedication has resulted in such a great achievement for the company. And of course, a big thank you to all our clients who make this possible.



USE OLD FIGURES!

TOM OGDEN, DIRECTOR

A consultation from Central Government on 24th October has told us to use figures from 2014 to consider housing, and not 2016. Why? Because it appears the use of the 2016 figures would result in less houses coming forward than the 2014 figures (which would see several local councils removing housing sites otherwise considered for allocation!).

This consultation comes ahead of forecast change to the National Planning Policy Guidance expected at the end of January, giving the Government time to back pedal! This is welcome news for house builders and landowners (and for some councils who probably don't want to further prioritise sites!).

ONWARDS & UPWARDS

L&F Bloomfields and Lambert & Foster Drawing Technician Rob Adley ACIAT is pleased to be attending his graduation from the University of Kent in November this month, following his completion of a Higher National Certificate in Construction Management. Rob is also currently working towards his Associate Designation with the Royal Institution of Chartered Surveyors and his TCIAT designation with the Chartered Institute of Architectural Technologists. Congratulations Rob!



LARGE REAR EXTENSION

BETH WATTS, ASSOCIATE PLANNER

As well as potentially making permanent the permitted development right to change the use of a B8 storage or distribution centre to a dwelling house as discussed by my colleague Sam, the government are also looking to make permanent a householder permitted development right.

Currently there is a permitted development right which allows a house to extend to the rear up to maximum of 8 metres for a detached house or 6 metres for an attached house, subject to a number of criteria. This right runs out on 30th May 2019 but this consultation indicates that the government wish to make this large rear extension a permanent permitted development right.

Bloomfields has had great success with the use of the larger rear extension permitted development right both alone or in conjunction with an application to maximise what a client can achieve with their home. The potential permanence of this right is greatly welcomed.



ANNA TOWNER... MORE THAN A LETTINGS MANAGER

L&F Cranbrook office was delighted to see one of our own exhibiting her stunning, original artwork at The Grierson Art Gallery in Sevenoaks. Showcasing her work alongside two other established artists, the event was well attended and a great recognition of her talent. Anna's most recent work includes vintage and modern ladies, all represented in her own unique artistic style.



KIRKLAND
DRIVING YOUR GROWTH
07.12.2018
AUCTIONEERS **Lambert & Foster**



KIRKLAND MACHINERY ANNUAL FRUIT GROWERS' OPEN DAY AND MACHINERY AUCTION

■ ALAN MUMMERY, DIRECTOR



Our first sale on behalf of local agricultural and viticulture machinery specialists Kirkland UK was held as part of their annual open day at their premises at Griffins Farm, Sutton Valence, Maidstone. It proved to be a great success for the hosts and their clients who were invited to include machinery in the sale. The lots from Kirkland comprised trade in and yard stock with very realistic price expectations as well as selected lots from their client base which included mainly fruit and vineyard machinery.

Battling the wind and rain, a hardy company of buyers competed for a very high quality entry. Sales peaked at £37,000 for the 2103 Antonio Carraro MACH 4 cabless tracked Alpine tractor selling to a local farmer. Other sold lots included an MF6490 4wd tractor on a 58 plate sold for £22,500, a 2008 John Deere 5515F £10,500, a 2002 JCB 30D Teletruk forklift £11,800 and a vintage Ford 4000 £3,000. Amongst the machinery items a Vintage Morris Minor reached £875, an Orvin picking train £1,100 and an Orvin 1.8m mower £1,500.

We were delighted to be invited to work with Scott Worsley and his team at Kirkland UK. This specialist sale moved away from a traditional collective auction and farmers and vineyard owners came to this sale confident that there was a good offering of quality lots and bid accordingly. We hope to refine the format for future sale at Kirkland again throwing entries open to their clients who are seeking a good outlet for their surplus kit.

BENENDEN HOSPITAL CHOSE LAMBERT & FOSTER



The Cranbrook lettings department were delighted to be asked to tender and subsequently win the contract to take over the management of the Benenden Hospital properties. This large listing ranges from 1 bed flats to substantial Grade II Listed houses. It has been a pleasure working with an establishment which provides such wonderful care to our community and employment for local people. This adds to Cranbrook Office's extensive portfolio of properties covering areas as far afield as Faversham and Rye.



MISTLETOE & WINE?

■ SUE CARTER, MAYFIELD



Well, maybe not the mistletoe but mulled wine and seasonal nibbles were available at the Mayfield Late Night Shopping event, which Lambert & Foster and Bloomfields were happy to support on Friday 30th November 2018.

The office was suitably decorated and clients old and new were invited to join the staff in celebrating the late night event. The street entertainment included carol singing and of course, the big switch on of Christmas lights in the High Street.



COVERED AREA ALLOWED FOR FRUIT TRAY ASSEMBLY AND THE COMPACTION OF WASTE

■ TOM OGDEN, DIRECTOR



Approval has been obtained to erect a building of over 900 square metres between two existing buildings. This will provide an area to house workstations to assemble fruit trays and boxes which will form part of a larger fruit packing line. The building, which is also designed to accommodate a waste compaction unit, will serve the growing need of our client's business, whilst helping to reduce vehicle movements to and from the site.



COMMERCIAL REDEVELOPMENT TO SUPPORT THE CREATION OF NEW HOMES

■ SAM FINNIS, SENIOR CHARTERED TOWN PLANNER



Following the recent 2018 Budget the Ministry of Housing, Communities and Local Government (MHCLG) has also taken the opportunity to announce a consultation on new planning reforms. The consultation proposes crucial changes to the planning system and permitted development rights – promoting residential use through conversions and extensions.

Many will be aware that Permitted Development (PD) rights currently exist to change B8 (storage/ distribution) use under 500m² to C3 residential use. This right is temporary, however, the consultation now seeks to amend this temporary restriction and make the change of use permanent.

Additionally, the consultation also seeks comment on the provision of Prior Approval Rights for demolition and replacement of commercial buildings for redevelopments as residential. This is potentially great news for developers who wish to convert storage spaces and demolish other commercial buildings to create dwellings!

A FRIEND IN THE BUSINESS

■ ALEC COX, ASSOCIATE DIRECTOR



Those of us who have been connected to the property market for many years will have seen a number of ups and downs but I am quite sure we will all look back at this pre-Brexit period as being the most demanding. This prolonged period of uncertainty, despite some underlying positives in the economy, has brought market activity to seemingly low levels for many buyers and sellers.

Buyers complain that there is nothing on the market. Sellers complain that there are no buyers. It's understandable why they should do so but both sets are wrong. There are in fact excellent properties on the market and there are certainly enough buyers. It's just that there aren't as many as we have become used to over the past half-decade nor are some buyers and sellers quite as realistic as they could and should be in these testing times.

Waiting for Brexit to be over is certainly deterring some movers but how will doing nothing help? The market is unlikely to shake off its torpor quickly after 29th March 2019. The effects of Brexit will, no doubt, linger on until some stability and acceptance has returned but some people can't wait a year or two for something to happen before they move and nor should they.

By and large, governments and politics do not determine the property market. People do. So our advice, as ever, is to do what is right for you and your family in the near-to-middle term and not try to anticipate the market too much - especially in these uncertain times. We are in a period without precedence but the two handmaidens of a successful sale - good presentation and accurate pricing - still apply. Get those two things right and the market will love your property and you will have moved out quicker than you can say Michel Barnier.

Over the years we have moved thousands of people in all sorts of personal circumstances - many of them happy but some of them not so but every single one of those moves was important. Call us about your house move. You will then find out what having a friend in the business really means. You see, good estate agency isn't about economics or politics. It isn't even all about property but it is all about people.



FIRST RELEASE OF STUNNING NEW HOMES IN PADDOCK WOOD

The Mascalls Grange development of new homes has been now been released. Lambert & Foster are working with Charles Church to help secure sales for the range of 1, 2, 3, 4 and 5 bedroom homes. Prices start at £387,950 and the properties can be found on our website.



PROPERTY PROFESSIONALS FOR OVER 100 YEARS

www.lambertandfoster.co.uk

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