



OUR NEWS

SPRING 2019

Property Sales | Lettings | Management



SALES UPDATE

LETTINGS UPDATE

MANAGEMENT

In uncertain times it is important that you work with an experienced estate agency who will devote time and resources to promoting your property to as wide an audience as possible.

Online agents will simply charge an up-front fee to put a property on the internet but thereafter have no commercial interest in the outcome. Estate Agents market your property first, and only charge a fee on a successful sale - so they remain fully invested in the transaction until completion. Above all, selling houses is not about getting you through the starting gate, it is about getting over the finishing line and this depends more than ever on the skill of an experienced estate agent to price correctly, tie together all the strands and layers of a multi-home transaction and orchestrate a successful outcome.

Kate Porter Head of Sales
www.countryhousecompany.co.uk

The most recent hiatus in residential lettings surrounds the Tenant Fees Bill which will come into effect on the 1st June. The bill was essentially bought in to try to reduce and ultimately eliminate the practices of rogue agents; an aim we fully support. From the 1st June agents and landlords will be prohibited from charging fees to the tenant, other than a holding deposit, which will then go towards the full deposit or rent should the tenancy progress. There are to be some other permitted fees, that will have been clarified with the applicant; however, these are yet to be set in stone. So as always, our advice to landlords and tenants is that it is vitally important to deal with a professional agent who knows exactly what is and what is not permitted.

Kate Morton Head of Lettings
www.countryhousecompany.co.uk

We have noticed an increasing number of applicants wanting to live in houses that are fully managed. Our Management Service is essentially a service for our landlords to give them the peace of mind that their property is being taken care of 24 hours a day and complying with the very latest legislation. Our tenants currently in properties that are fully managed value the service; the tenant can be sure of a response when they call, they can leave the repair in the hands of an expert and they can be confident that any contractors who come to the property are qualified and reliable. Consequently, a property that is fully managed is often more desirable than other properties and is worth highlighting when marketing a property. Call us now if you wish to explore the possibility of having your property managed.

Marishelle Gibson Head of Property Management
www.countryhousecompany.co.uk

Top tips...

Top tips for selling or letting your home

Time spent in preparation is never time wasted. Even if you are simply exploring the possibility of selling or letting it is wise to start making small changes and alterations that can potentially add value to a house and at the very least increase the chances of a quicker transaction.

1. First impressions count

If you have a front garden, spend a little time sprucing it up. A few plant pots and a clear pathway make the front of your house more appealing and don't forget to clean your front door, it can make a huge difference. The first impression is also the last impression, so make it a good one!

2. Tidy hallways and entrance rooms

Hallways and other circulating spaces should be tidy and free of excessive furniture. The length and width of each room should be immediately apparent in order to give a good indication of size and space.

3. Clear worktops and declutter

Dirty or cluttered rooms can be an immediate turn off, so take some time to clean each room from top to bottom paying special attention to high impact rooms such as the kitchen and bathroom. You should also think about having a spring clean; if there's too much furniture, and things like children's toys and unused gym equipment lying around, it can make the property feel smaller.

4. Add a lick of paint

Neutral colours are appealing; a fresh coat of paint will brighten up your home and will allow would-be inhabitants to envisage themselves living in the space.

5. Crack out the toolbox

Straightforward DIY jobs such as filling holes in walls and checking for clogs in the guttering are easy to do. Getting any problems fixed before putting marketing the property is a smart idea.

6. Pay attention to the garden

Often houses in the country are desirable for the outdoor lifestyle. Focus strongly on the garden, particularly if yours is a family house as the children's lifestyle outdoors will be a significant factor. Now is the time to, mow, trim, plant, check fences and jet wash paths!

8. Clean windows

For better light but also because applicants always look out of them in each room to understand the aspect and orientation.

Follow us...

Our dedicated digital marketing team is focused on targeting the right audience for each property, nationally or internationally, alongside proven traditional marketing methods. Follow The Country House Company on Facebook, Twitter, Linked In and Instagram for regular postings on properties, competitions, offers, interesting updates, local events, opinions and much more...



Legislation updates...

We frequently mention the importance of being aware of changes in legislation. It is hard to keep abreast of the changes; many may seem insignificant. Yet not adhering to a change in legislation can lead to huge fines, criminal records or in some cases prison sentences. Ignorance is not a defence of the law! So please do call any of the team here if you need advice.

Here to help...

Sponsorship 2018/9

Being part of the regional business community, providing sponsorship and support for events and charities has always been a priority for our company. Here we focus on two of the organisations we have been working with for a few years; The Hampshire Food Fare and The Petersfield Shakespeare Festival.

Supporting Hampshire's Producers

Local producers in the county are fortunate to have the invaluable support and experience of Hampshire Fare available to them. A not-for-profit community interest organisation, Hampshire Fare has been working behind the scenes since 1991 to raise awareness of the range of food, drink and craft made in the region.

The Hampshire Fare website is packed with news, events and competitions featuring local produce. You can also use the online directory to search for shops and restaurants selling and serving local produce.

Every year the Hampshire Food Festival takes place across the county throughout the month of July. The line-up of over 60 events include farm tours, pop-up dining, cookery masterclasses and vineyard tours.

Sign up for Hampshire Fare's e-newsletter via their website and be one of the first in line to hear about festival events and much more. Also look out for the Hampshire Fare team at events such as May's Alresford Watercress Festival where they will be handing out free Local Produce Guides and Hampshire Food Festival programmes.



www.hampshirefare.co.uk

The Petersfield Shakespeare Festival

The annual summer Petersfield Shakespeare Festival is dedicated to performing entertaining and accessible Shakespeare in a unique and enchanting open-air setting. Join us for a wealth of theatrical invention and contrasts in 2019:

Abyss	12th-13th July
The Comedy of Errors	17th-22nd July
Hamlet	24th-28th July



We look forward to welcoming you for plays and picnics at our increasingly popular and highly regarded festival. Our plays this year are poles apart but bound by the notion of identity and its psychological and physical manifestations: on the one hand we bring you Shakespeare's greatest tragedy, Hamlet, and on the other his funniest play The Comedy of Errors. Nestling in the middle is our contemporary offering: a world premiere of Laura Turner's Abyss.

Led by the talented, guiding hand of Artistic Director, Jake Smith, our professional company, drawn from near and far, will work at break-neck speed to present these three exceptional productions in just three weeks.

Contact us on enquiriespsf@outlook.com with any queries.

- EPC's
- Tenant Fees
- Electrical tests
- Gas Safety regulations



- Right to Rent
- Issuing Section 21's
- How to Rent Guide



- Legionella
- Data Protection
- And many more...



NEW TO THE MARKET

FOR SALE



Alton Guide price **£1,400,000**
Elegant 6 bedroom property offering immaculate accommodation within private mature gardens of approx. 1 acre. EPC D

FOR SALE



West Meon Guide price **£925,000**
Superb detached 4/5 bedroom residence with separate double garage and studio.

FOR SALE



Steep Guide price **£1,350,000**
Stylish detached 5 bedroom property set within private mature gardens with triple garage. EPC F

FOR SALE



East Meon Guide price **£1,300,000**
Immaculate detached 5 bedroom property situated within approx. 1 acre of private mature gardens within the exclusive Leydene Park. EPC D

TO LET

MANAGED



Soberton **£3,250 pcm excl**
Inclusive gardening. Elegant 5 bedroom family home within South Downs National Park with lovely countryside views. EPC D

TO LET



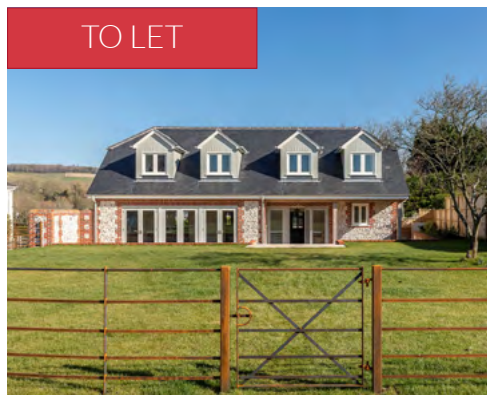
Hawkley **£1,250 pcm excl**
Recently refurbished 2 bedroom character stone cottage with great access to commuting links. EPC C

TO LET



Selham **£5,500 pcm excl**
Stunning 4 bedroom barn conversion with plenty of living/entertaining space. Short term.

TO LET



East Meon **£2,500 pcm excl**
Including gardening. Spacious and stylish 3 bedroom detached property well positioned with wonderful views. Gardening included. EPC C

TO LET



Bishops Sutton **£1,250 pcm excl**
Charming 3 bedroom semi detached cottage with good sized enclosed garden. EPC F

Fees apply to all Letting properties, please see our website for full details - countryhousecompany.co.uk



Our clients say...

"Self-evidently, selling one's house is not always plain-sailing, one needs good people behind one: for me The Country House team were superb. Quickly securing me a sale at the asking price, they then strongly supported me and/or applied a light touch when the sale process required it. Basically- on my side throughout! If you want friendly 100 % efficiency in your agents – and who doesn't – look no further than The Country House."

"We used The Country House Company as letting agents on recommendation and have not been disappointed. The staff have been a pleasure to deal with, helpful throughout the whole process, extremely professional and we would have no hesitation in similarly recommending them to others."



SALES

Good estate agency isn't about economics or politics, it's not even all about property; it's all about people. Our team of experts will work closely with you, identifying your ultimate goals and creating a bespoke service just for you using all effective methods to attract a different and diverse audience for your property.

**Please call Kate Porter on
02392 633 026**

LETTINGS

We provide a thorough, professional service for property owners considering letting their properties. We do this with attention to detail, letting and managing property for UK based landlords, overseas landlords and the landlords with portfolio's.

**Please call Kate Morton on
02392 633 020**

MANAGEMENT

We offer a full management service regulated by ARLA PropertyMark and RICS, managing each property as if it were our own, ensuring that they are safety compliant, regularly checked and that the tenants are able to contact a member of the team at any time.

**For full details please contact
Marishelle Gibson on
02392 633 025**



Meet the team...

"The experts you can trust..."



02392 632 275