



OUR NEWS

SUMMER 2019

Property Sales | Lettings | Management



SALES UPDATE

LETTINGS UPDATE

MANAGEMENT

Estate agents don't just sell houses, they move people. Moving anything can be complicated and fraught with difficulty and consequences. It takes planning, patience, knowhow, experience and resolve. It means expecting the unexpected, problem solving and the highest level of tact and diplomacy. We arrange for lots of moving parts to end up where they should be on the dates they are supposed to be, shepherding viewings, negotiations, contracts, surveys, mortgages, gazundering, false starts, disappointments and eventual triumphs. You may not think it's worth paying for a shepherd at the beginning but when it has been raining for weeks, the quad bike has broken, the fox has snatched the lamb and the ewes have broken free then the shepherd is a must!

Kate Porter – Sales
www.countryhousecompany.co.uk

The UK rental market has been dominated, during the first six months of 2019, by the fluctuating economic climate due to the uncertainty caused by the Brexit negotiations and the introduction of The Tenant Fees Act. Here in the South of England the letting market continues to be active with demand outstripping supply. We currently have properties available across the region including a fully furnished town house, a large family home in an exclusive setting, barns that have been converted to a high specification, and delightful estate houses. The monthly rentals range from £900 through to over £5,000. The introduction of the Tenant Fees Act 2019 is significant for landlords and agents so we have explained it further in this newsletter. As new legislation is rarely straight forward, it emphasizes the importance of using a professional letting agent.

Claudia Hunt – Lettings
www.countryhousecompany.co.uk

Managing expectations is an important aspect of property management. We ensure that both the tenant and the landlord are aware of their obligations and responsibilities before the tenancy starts. These are also clearly detailed in the tenancy agreement. Yet during a tenancy, even with the best of intentions from both sides, disputes can arise and essential maintenance overlooked. If we fully manage a property, we issue each tenant with Tenant Guidelines clearly showing what their responsibilities are. During our regular management visits, we ensure that the tenants are aware of their responsibilities and that they are complying with the terms of the tenancy agreement. They also ensure that regular services are carried out and safety certificates issued. Our Full Management service helps prevent misunderstandings that could result in costly and time-consuming disputes at the end of a tenancy.

Marishelle Gibson – Management
www.countryhousecompany.co.uk

Tenant Fees Act

The Tenant Fees Act 2019 came into effect on June 1st. This means that landlords and agents are no longer able to charge tenants for a range of administration fees and that tenancy deposits have been capped at five weeks rent.

The legislation under this Act will apply to all tenants entering into Housing Act Tenancies; the most common being Assured Shorthold Tenancies, licences to occupy and many student lets.

The Tenant Fees Act 2019 will apply to new tenancies signed on or after 1st June 2019 and renewals of tenancies. As from 1st June in addition to rent, lettings agents and landlords can only charge tenants (or anyone acting on the tenant's behalf) the following permitted payments:

- Holding deposits (a maximum of 1 week's rent)
- Deposits (a maximum deposit of 5 weeks' rent for annual rent below £50,000, or 6 weeks' rent for annual rental of £50,000 and above)
- Payments to change a tenancy agreement eg. change of sharer (capped at £50 or, if higher, any reasonable costs)
- Payments associated with early termination of a tenancy (capped at the landlord's loss or the agent's reasonably incurred costs)
- Utilities, communication services (eg. telephone, broadband), TV licence and council tax
- Interest payments for the late payment of rent (up to 3% above Bank of England's annual percentage rate)
- Reasonable costs for replacement of lost keys or other security devices
- Contractual damages in the event of the tenant's default of a tenancy agreement and
- Any other permitted payments under the Tenant Fees Act 2019

The Act also states that agents and landlords don't have to pay back any fees they have charged a tenant before 1st June 2019. So, if an agent or landlord requires a tenant to pay a fee linked to a contract that started before the ban came into force, such as check-out or renewal fees, they can continue charging those fees until 31st May 2020.

As with all legislation it is not straightforward so please do call The Country House Company if there is any aspect of this you wish to discuss.

Please call us on 02392 632275

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...



A beautiful home...

...in a unique conservation environment

Beautiful in every way because the homes available to rent in Biddenfield Park, Shedfield are not only beautifully appointed but are also part of the special and different Pig Shed Trust; a conservation charity which owns and manages the Biddenfield Estate. Through a series of happy accidents, Biddenfield managed to avoid much of the agricultural intensification of the last 50 years and is still home to a wide variety of wildlife, including some rare insects. The land is a complex mixture of ancient woodland, grassland and ex-arable fields, now being managed to create food and shelter for the wildlife which lives there.

The old farmhouse and barns have been renovated and converted to provide beautiful homes, each finished with top of the range appliances, fixtures and fittings and underfloor heating through a cost and energy efficient air source heat pump. The rental income from these lovely houses ensures that Biddenfield and its wildlife will continue to flourish, well into the future.

A 2 bedroom property is currently available at £1,500 pcm for full details call

Claudia on 02392 632275 or see www.countryhousecompany.co.uk



Summer fun...

The summer season of fetes, festivals, county shows, outdoor theatre and opera is in full swing and The Country House Company is delighted to be involved in many of them. So, keep your eyes open for our signs across the region promoting the various events and then enjoy the fun!

Rogate Village Fete - 8th June

Longhope Opera - 30th June

East Meon Cricket Party - 29th June

Meonstoke Village Fete - 6th July

Hambledon Dog Show - 29th June

Petersfield Shakespeare Festival - 12th-28th July

Sheet Summer Fete - 29th June

Legislation updates...

- 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

Hambledon Guide price **£685,000**
Unique and versatile 4 bedroom home with stunning outlook across the village and over the South Downs National Park. EPC F



FOR SALE

Swanmore Park Guide price **£585,000**
Charming, light and spacious 3 bedroom converted coach house within pretty courtyard setting with large private mature garden. EPC F



FOR SALE

Hambledon Guide price **£550,000**
Pretty semi-detached cottage offering spacious accommodation, private parking and south facing rear garden. EPC D



FOR SALE

TO LET

East Meon Guide price **£1,150,000 or £4,000 pcm**
Immaculate detached 5 bedroom property situated within approx. 1 acre of private mature gardens within the exclusive Leydene Park. EPC D



TO LET

MANAGED

Swainshill **£2,150 pcm excl**
An attractive, well presented farmhouse in an enviable, tranquil setting with wonderful, rural views. EPC D



TO LET

Midhurst **£2,000 pcm excl**
Lovely furnished 3 bedroom town house with Kitchen/Dining Room and elegantly furnished Drawing Room with open fire (decorative only) EPC E



TO LET

West Meon **£2,300 pcm excl**
Wonderful 3 bedroom rural farmhouse with enclosed garden and lovely rural outlooks. EPC E



TO LET

Biddenfield Park **£1,500 pcm excl**
Stunning 2 bedroom property finished to a high specification with open plan living accommodation and views over adjoining conservation area. EPC C



TO LET

Hawley **£1,175 pcm excl**
Recently refurbished 2 bedroom character stone cottage with private garden and great access for commuting. EPC C

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 Company."

"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

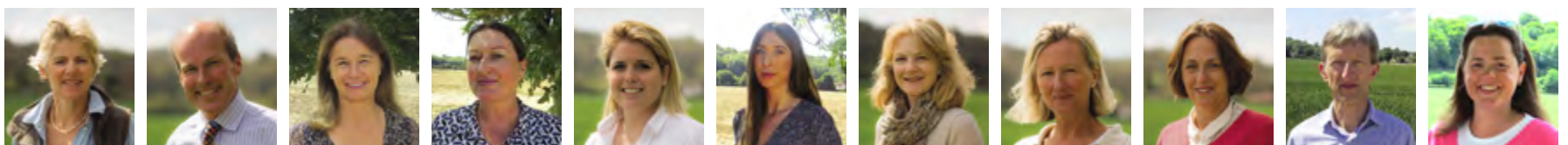
We provide a thorough, professional service for property owners considering letting their properties. We do this with attention to detail, letting and managing property for UK based landlords, overseas landlords and the landlords with portfolios.

**Please call Claudia Hunt on
02392 632 275**

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.

**Please call Marishelle Gibson on
02392 633 025**



Meet the team...

"The experts you can trust..."



02392 632 275