

Welcome to all who occupy, own, or give advice relating to, Industrial, retail or office property.

BANKIER SLOAN produces a monthly newsletter, "OUTLOOK" sent by e-mail. If you wish to receive this please write to reception@centre-p.co.uk writing the words YES PLEASE in the subject box. You will automatically be added to the circulation list. **BANKIER SLOAN** welcomes the chance to assist established and new clients.

As you will see from our web site www.centre-p.co.uk we have dealt exclusively in commercial, industrial and retail property in North Oxfordshire and surrounding areas since 1984. For further information relating to Available Properties, and the service we provide to many local and regional based companies please spend a few minutes viewing our web site. We always welcome constructive comment and we look forward to hearing from new and established clients, from their agents and professional advisors.

The following are extracts from recent issues of **OUTLOOK**, our monthly e-newsletter.

Energy Performance Certificate Update: *I was not surprised that my comments generated interest last month! I am grateful to those who thanked me for my research in this matter. If you missed it first time round please send an e-mail to reception@centre-p.co.uk writing Energy Certificate in the subject box and you will receive my opinion as to why you do not*

need a certificate for many industrial properties, whatever the size. My opinion was supported by many including one interesting comment from a company who are "Low Carbon Energy Assessors". They wrote:- "Your comments regarding the designation of unconditioned workshops or warehousing etc. were valid insofar as localised radiant or personal heating would still render the space as unconditioned. Any form of volume heater would invalidate this. A subsequent addition of volume heater would require the updating of the EPC (something which could be ensured under landlords consents)". Interesting note for my legal friends when preparing future leases ! – November 2008

OUTLOOK Circulation Numbers: *Earlier this year we 'culled' our distribution list, and removed 543 names for a variety of reasons. Some readers may be interested to know that this issue is being e-mailed to 3,256 addresses, and will be posted to a further 57. Our list is made up of developers, investors, tenants, agents, local authority members, retailers, major space occupiers...in fact most of the important people 'in property' across our geographical area of work. Thank you all for reading our rambling notes ! - November 2008*

Market Value v Bank Valuation. Many readers of Outlook will be interested that on behalf of clients we have completed the sale of a property in Thorpe Close, Banbury which we have been promoting for the last couple of months (ground floor 2,400 sq ft, first floor purpose built offices 600 sq ft). The agreed sale price was £337,000. You might assume therefore that this was the 'Market Value'. With the price agreed the purchasers understandably went to their bank who instructed a firm of surveyors, who valued the property for bank purposes at £300,000. I tell you this not because I have any criticism of those involved in the valuation but that this is the usual sort of discount one sees between a Market Value and a bank valuation. Valuers acting on behalf of a bank are understandably cautious. **OUTLOOK July 2007**



Ian B Sloan FRICS

Payment of Rates on Empty property. *Sorry, I know this is here for a third month running....but many people still haven't started to use this simple method to avoid paying 100% Empty rates for months on end. In September 35 enquired, in October 62, so I thought I'd give you another chance. If you want our notes on how to restrict your rates please e-mail reception@centre-p.co.uk writing EMPTY RATES in the Subject Box and we'll send you our briefing paper. – November 2008*

"Your newsletter is great, keep up the good work" ...Birmingham agent June 2006. "You are incredibly helpful. I wish all agents were as open as you" ...R. D London Sept 2006. "Your guide to leasing property proved invaluable. Please keep sending me Outlook" ... J.T Banbury April 2007. "Love it" M.M Stratford Nov 2008

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