

## Welcome to readers of the Estates Gazette & Property Week, Estate Agents, Surveyors and Developers !

**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](mailto: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 well as London and Birmingham based agents. We have for many years co-operated with an ever growing list of national agents. We do however hope that where you have instructions that are un-economic for you to carry out you will ask us to undertake these on your behalf. Except on very rare occasions we do not work as joint agents, we do not believe this works in our clients' interest...sorry!

As you will see from our web site [www.centre-p.co.uk](http://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.

[reception@centre-p.co.uk](mailto:reception@centre-p.co.uk)

Rental Evidence ... we are very happy to help! 'We continue to provide out-of-area agents with rental evidence. We are very grateful to those who have improved their communication skills over recent months and who are now e-mailing us such requests or at least telephoning with sufficient information to ensure we can be helpful. We only now occasionally get trainee surveyors on the phone who do not know full details of the property they wish to discuss! It does still happen, as illustrated by a surveyor from one well known London agency who phoned on 21st November on behalf of her boss ... she knew the address of their client's property in the High Street, Banbury, but didn't know the name of their clients (honest!)."

**OUTLOOK December 2005"**

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](mailto: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*



*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](mailto: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**

## **BANKIER SLOAN**

Centrepoint, Chapel Square,  
Deddington, Banbury, Oxon  
OX15 0SG. Tel: Deddington  
01869 338866, Moreton-in-  
Marsh 01608 652888,  
Coventry 02476 545556,  
Brackley 01280 700756,  
Mobile: 07831 338111,

[www.centre-p.co.uk](http://www.centre-p.co.uk)