

Our Ref: LM/260718
26th July 2018



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Dear Lauren

Re: Report – 8-9 and 10 North Street Arcade, Havant, Hampshire

Further to our marketing report dated 14th May 2018, I write to report with an update on our marketing activity. I can confirm that all marketing has continued as per the activities outlined in the original report and this report is to show any further interest we have had on site, along with addressing the comments raised by Lewis Ford in relation to the report not complying with the minimum process.

With regards to point raised by Mr Ford in relation to the marketing period of Unit 10, it is acknowledged that the unit has not been marketed for a period of 6 months. As notice had only just been provided by the current tenant there was no possibility of this. Notwithstanding this, as stated in my original report instructions have been received on a regular basis, with tenants not committing to a new lease. This is a clear indication of this. Furthermore, as a result of our marketing since the report was completed, both units have continued to have been marketed extensively and I can confirm the following interest received and the outcomes occurred.

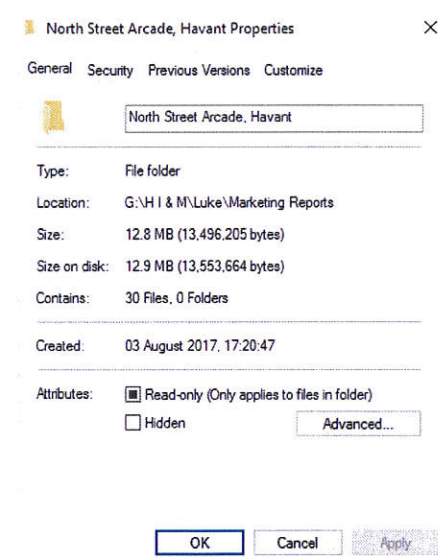
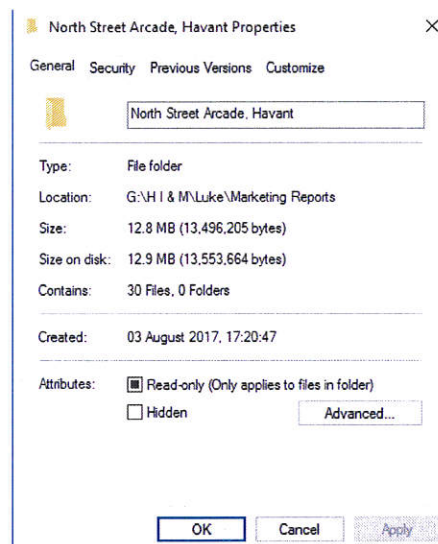
Date	Applicant	Outcome
09/06/18	Pal Bhinder	Details sent for both units, but no further response.
02/07/18	Natasha Scales	Medical practitioners. Details sent for Unit 8-9 along with other properties in the surrounding area, but no further response.
16/07/18	Natalie Earwalker	This is a music studio applicant. Details sent for both units, but no further response as yet.
16/07/18	Jackie Scott	This is a legal conveyancer applicant. Details sent for both units but advised currently considering other options.
24/07/18	Holly Turner	This is a gym applicant. Details sent for both units, but no further response as yet.

Based on the above, it is apparent that interest continues to remain limited and no proposals have been presented for consideration. This is unlikely to improve, whether or not both units have been marketed for a 6-month duration. The reasons for this are clearly outlined in my original report.





Reference has been made to the photos of the marketing board not being dated. To comply with what is required see below the photos contained in the initial report, clearly showing the date they were taken.



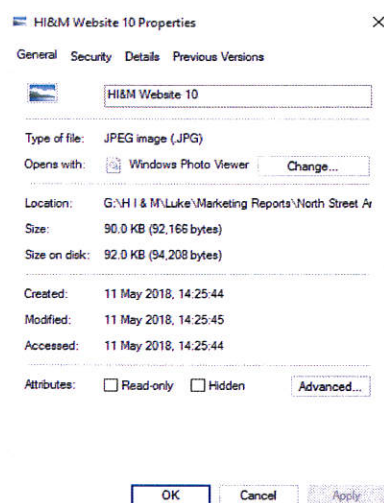
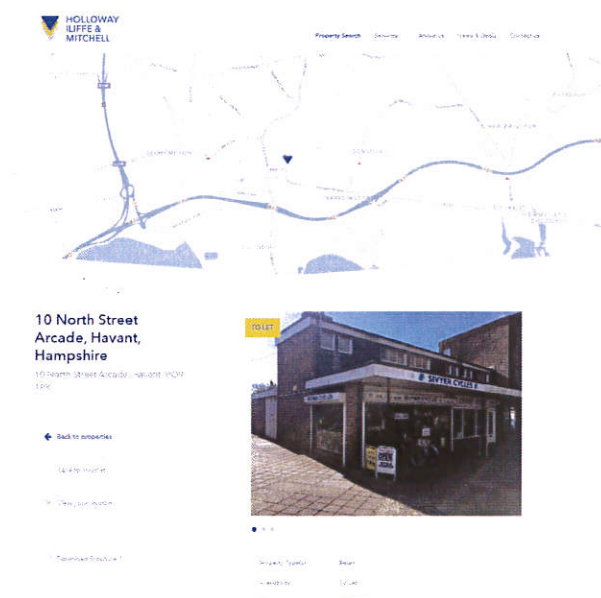
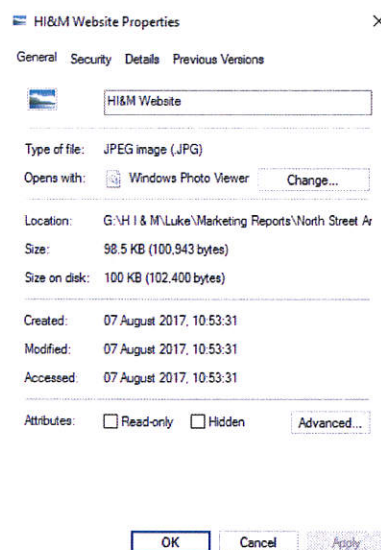
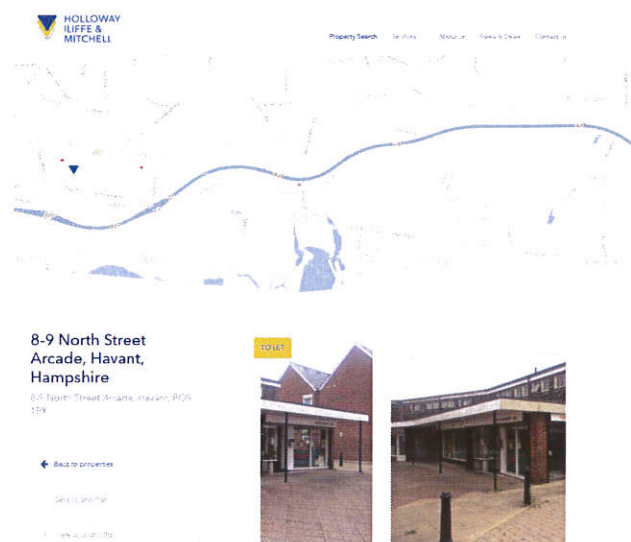
Additionally, reference has been made to no photos being included for a marketing board for Unit 10. Addressing this point, the unit is currently tenanted. In order to limit the impact on the current tenant's business, it was agreed that no board would be erected. Notwithstanding this, any enquires received from the marketing board of Unit 8&9, will also be directed towards Unit 10. As such, there is limited benefit of having and additional board.

With regards to Mr Ford's comments relating us not marketing in the local press, in response it is not current practice to advertise through this method. We receive a much better coverage elsewhere,, such as online exposure which would not be received through advertisements in the local press. As such we maintain that the decision not to market on this basis is correct.

Reference has been made to the evidence of the screenshots of the marketing online not being dated. For avoidance of doubt, the date of the screenshots for Unit 8&9 is the 7th August 2017 and the date of the



screenshots for Unit 10 is the 11th May 2018. To confirm this, see below the screenshots of marketing of the Holloway Iliffe and Mitchell website, clearly showing the date they were taken.



We trust this is sufficient for your purposes for the time being and addresses the comments raised by Lewis Ford in relation to the report not complying with the minimum process. However, should there any other questions relating to the information we have provided, then we would be more than happy to discuss further or clarify.

Yours sincerely

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