



Summary of the Marketing Exercise carried out on:

The Scout Hut
Meyrick Road
Havant
Hampshire
PO9 1NN

10 July 2015

The logo for Henry Adams, featuring a stylized blue triangle icon above the company name "Henry Adams".

Henry Adams

Henry Adams LLP, Rowan House, Battins Lane, Chichester, West Sussex PO19 1UA
01243 533633 james.pugh@henryadams.co.uk henryadams.co.uk

Residential / Commercial / Rural / Development / Auctions

1. Instructions

We have received instructions from our client Havant District Scout Council to support where possible the purchaser, B J Smith Builders Limited in their planning application.

This report summarises the marketing campaign undertaken by Henry Adams for the Scout Hut on behalf of Havant District Scout Council.

2. The Marketing Objective

Henry Adams were instructed by Havant District Scout Council to market the Scout Hut, Meyrick Road, Havant with the primary objective of ensuring that the site was fully exposed to the market and that a sale would be achieved at the best price reasonably obtainable and to comply with Section 119 of the Charities Act; all within an agreed timescale.

3. Marketing Strategy

The land was marketed for a period of just over 5 weeks by Informal Tender in accordance with the Marketing Strategy table set out below:

DATE	ACTION
Mon 2 March	Sale Board erected
Mon 2 March	Particulars sent out to interested parties registered on Henry Adams mailing list
Weds 11 March	Advert in West Sussex Gazette
Thurs 12 March	Advert in Chichester Observer
Weds 18 March	First block viewing 10am to 12 noon
Weds 25 March	Advert in West Sussex Gazette
Thurs 26 March	Advert in Chichester Observer
Weds 1 April	Second block viewing 10am to 12 noon
Tues 7 April	Tenders submitted by 12 noon

The sales particulars, a copy of which is enclosed at Appendix 1, were prepared by Henry Adams and approved by Havant District Scout Council. The marketing commenced with the sales particulars being circulated on 2 March 2015 to developers, house builders and investors on the Henry Adams Database which presently totals 499 individuals and companies.

In addition, a schedule of advertising was organised which included local publications in the Chichester Observer and West Sussex Gazette. A copy of the advertising is enclosed at Appendix 2.

The site was marketed on two websites to enable as much exposure to the market as possible. The site was advertised on Rightmove as well as Henry Adams' own website.

A 'For Sale' board was erected on the site on 2 March and was changed to 'Sold' upon the issue of the Memorandum of Sale to the successful party. A photo of the board erected can be found in Appendix 2.

To enable interested parties to walk the site we arranged two block viewings to take place. These were attended by five parties.

A detailed Information Pack was produced which contained the items listed below. The Information Pack was available upon request in order to track the levels of interest.

The pack contained the following items and a 'screen grab' of the web page for the Information Pack is enclosed at Appendix 3:

- Sales Particulars
- Asbestos Report
- Asbestos Plan
- Financial Proposal Form
- A CAD Drawing of the site

A record was kept of all enquiries and those who asked for additional information. A total of 19 individuals requested further information or the Information Pack. Enquiries came from four sources with Rightmove and our mail-out being the most popular. A copy of the Summary Sheet of interested parties is enclosed at Appendix 4.

The land was marketed by Informal Tender with a tender date of Tuesday 7 April 2015 by 12 noon.

4. Summary

Based on the above, the site has been fully exposed to the market. This has included advertising in local newspapers, on websites, on a 'For Sale' board locally and via a mail-out. All enquiries have been logged and all offers received forwarded on to Havant District Scout Council for them to review and make their decision.

We are happy to discuss any of the above with any party associated with Havant Borough Council in connection to the Scout Hut.

Please note neither the whole nor any part of this document or any reference thereto may be included in a published document, circular or statement or published in any way without the written approval of Henry Adams LLP as a formal context in which it may appear.

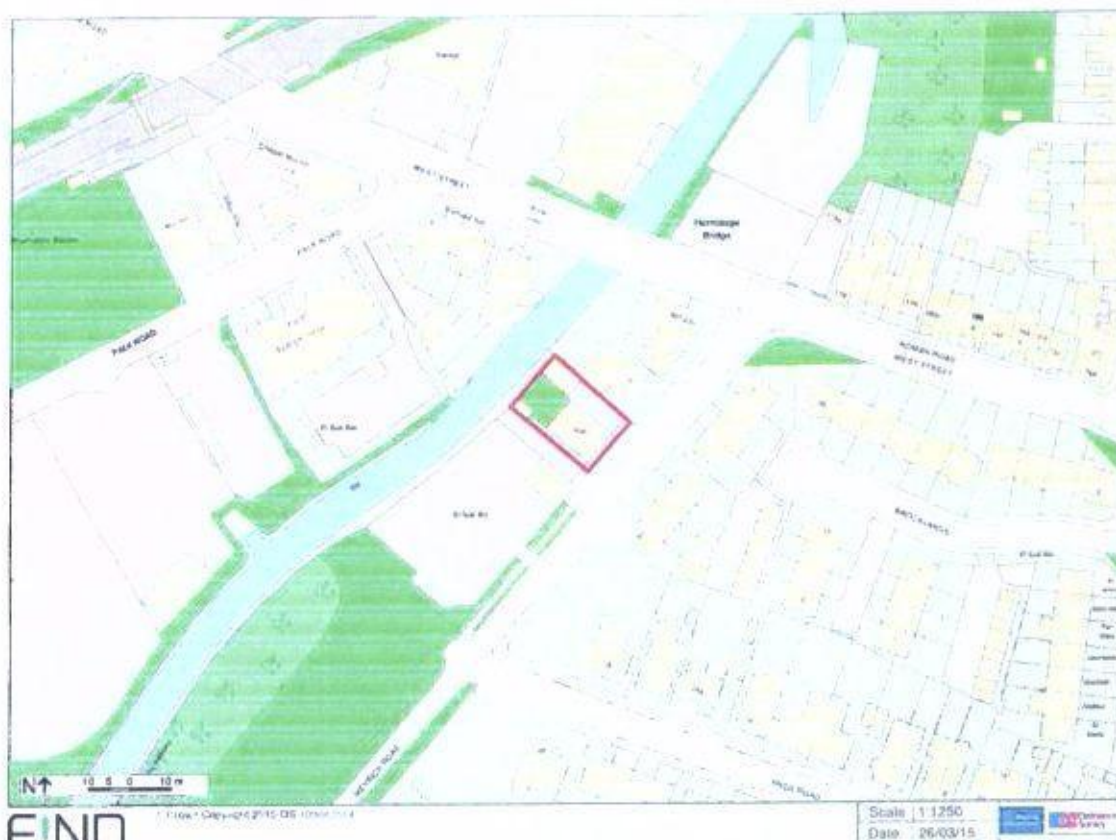
The report is for the party to which it has been addressed and should only be used within the context of the instructions under which it has been prepared with regard to the assumptions set out herein. The report may be disclosed to other professional advisors assisting in respect of the site and of course to Havant Borough Council.

Appendix 1

Copy of Sales Particulars

Scout Hut, Meyrick Road, Havant, Hants PO9 1NN

Residential development opportunity Subject to Planning Permission
For Sale by Informal Tender



GUIDE PRICE: £125,000

- ▶ Total site area approximately 0.1 acres (0.04 hectares)
- ▶ The site is considered suitable for residential development, subject to planning permission
- ▶ Offers will be considered on a Conditional and Unconditional basis
- ▶ **Offers by 12 noon on Tuesday 7 April 2015**

Henry Adams LLP, Rowan House, Baffins Lane, Chichester, West Sussex PO19 1UA
01243 533633 james.pugh@henryadams.co.uk henryadams.co.uk

Residential / Commercial / Rural / Development / Auctions

Henry Adams LLP is a limited liability partnership registered in England and Wales. No. 01308996. VAT No. 846 2445 12.
A list of our members and partners is available for inspection at our registered office at Rowan House, Baffins Lane, Chichester PO19 1UA.
Regulated by the RICS (Royal Institution of Chartered Surveyors)

SITUATION

Havant has a variety of shops (including a Waitrose), a sports centre, arts centre, tennis club and a mainline railway station which connects Portsmouth and London is a short distance away. The site benefits from further transport links via the A27.

DESCRIPTION

The site is situated off Meyrick Road. The site is broadly level and is square in shape. There is an existing structure on the site which was used as a Scout Hut. The boundary to the west is shared with an electrical sub-station and to the north a stream creates the boundary. Total site area approximately 0.09 acres (0.036 hectares).

PLANNING

The site lies within the settlement policy boundary of Havant, in a sustainable location. Offers are being sought on a Subject to Planning basis with offers also being considered on an Unconditional basis. Information on relevant planning policy can be found by visiting www.havant.gov.uk.

LOCAL AUTHORITY

Havant Borough Council
Public Service Plaza
Civic Centre Road
Havant
Hants PO9 2AX

Tel: 02392 446019

METHOD OF SALE

The freehold interest is offered by way of **Informal Tender**.

Offers should be made on the interested parties' own letterhead and submitted in an envelope clearly marked 'Offers for the Scout Hut, Meyrick Road, Havant' which must not bear the identity of the bidder. Please note email offers will not be accepted.

Offers to be received by 12 noon on Tuesday 7 April 2015 and should be submitted to Henry Adams LLP, Rowan House, Baffins Lane, Chichester, West Sussex PO19 1UA.

Please note the vendors reserve the right not to accept the highest or indeed any offer.

The successful purchaser will be expected to exchange contracts within four weeks of receipt of legal documentation with a completion date to be set two weeks thereafter.

Prospective purchasers in making an offer for the site confirm the following:

- That the offer is made with full knowledge of the contents of the Information Pack
- Whether the offer is made with Board approval and if not, the time required to obtain approval
- How the purchase is to be funded and what, if any, arrangements need to be made to secure the funding
- Any other conditions the offer is subject to
- If your offer is Subject to Planning then please provide a copy of your scheme

Please note the vendor wishes to retain the commemoration stone in the front elevation. In addition to this, the vendor requests the two paintings on the inside pillars of birds are photographed for preservation.

SERVICES

We would anticipate that all necessary services will be located on the site due to the scout hut being in use. We do not however hold any information in this regard and urge purchasers to make their own enquiries.

TENURE

The site is freehold with vacant possession upon completion.

INFORMATION PACK

There is an Information Pack held online which an asbestos report. A copy of the link to the Information Pack can be provided upon request.

VAT

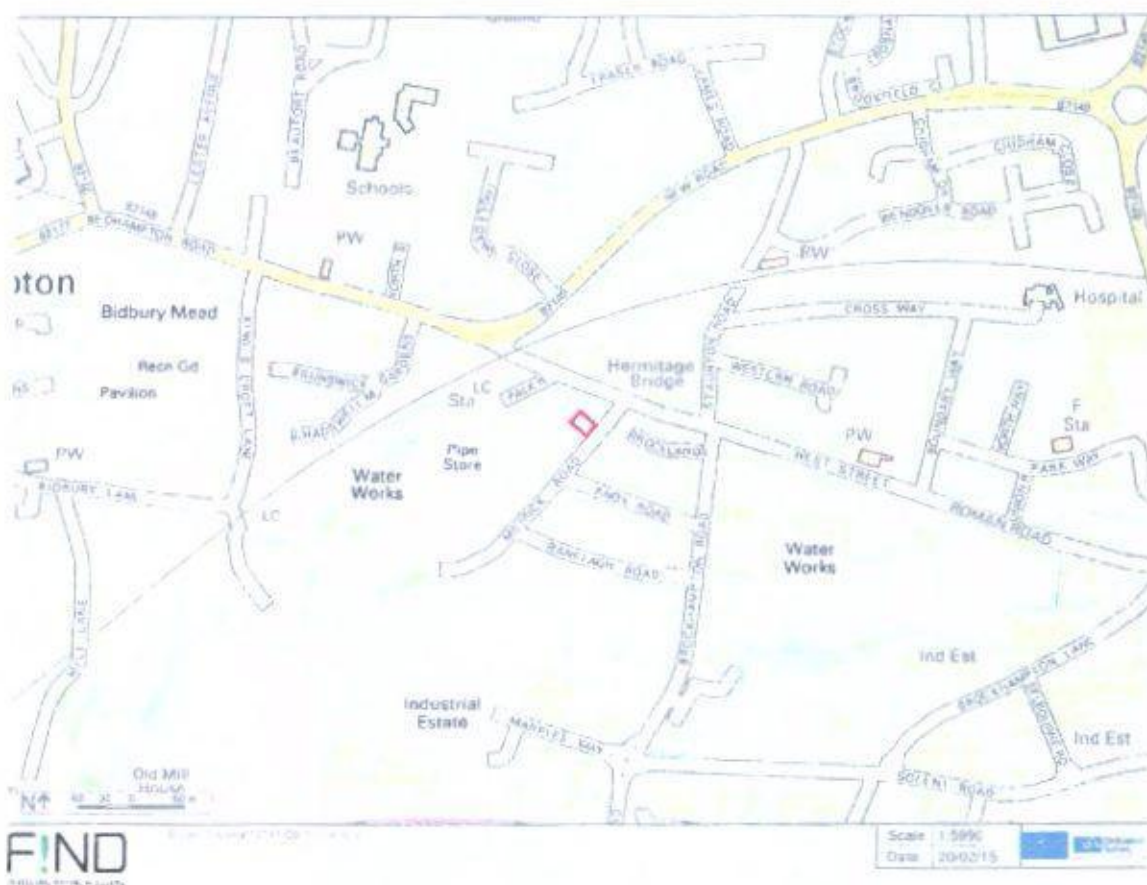
The vendors do not intend to charge VAT on this purchase price unless there is a change of taxation legislation prior to completion.

VIEWING

Due to the site being padlocked we have arranged for two block viewing mornings to take place. Details of these can be obtained through either James Pugh or Martin Curry: (james.pugh@henryadams.co.uk) (martin.curry@henryadams.co.uk)



Henry Adams

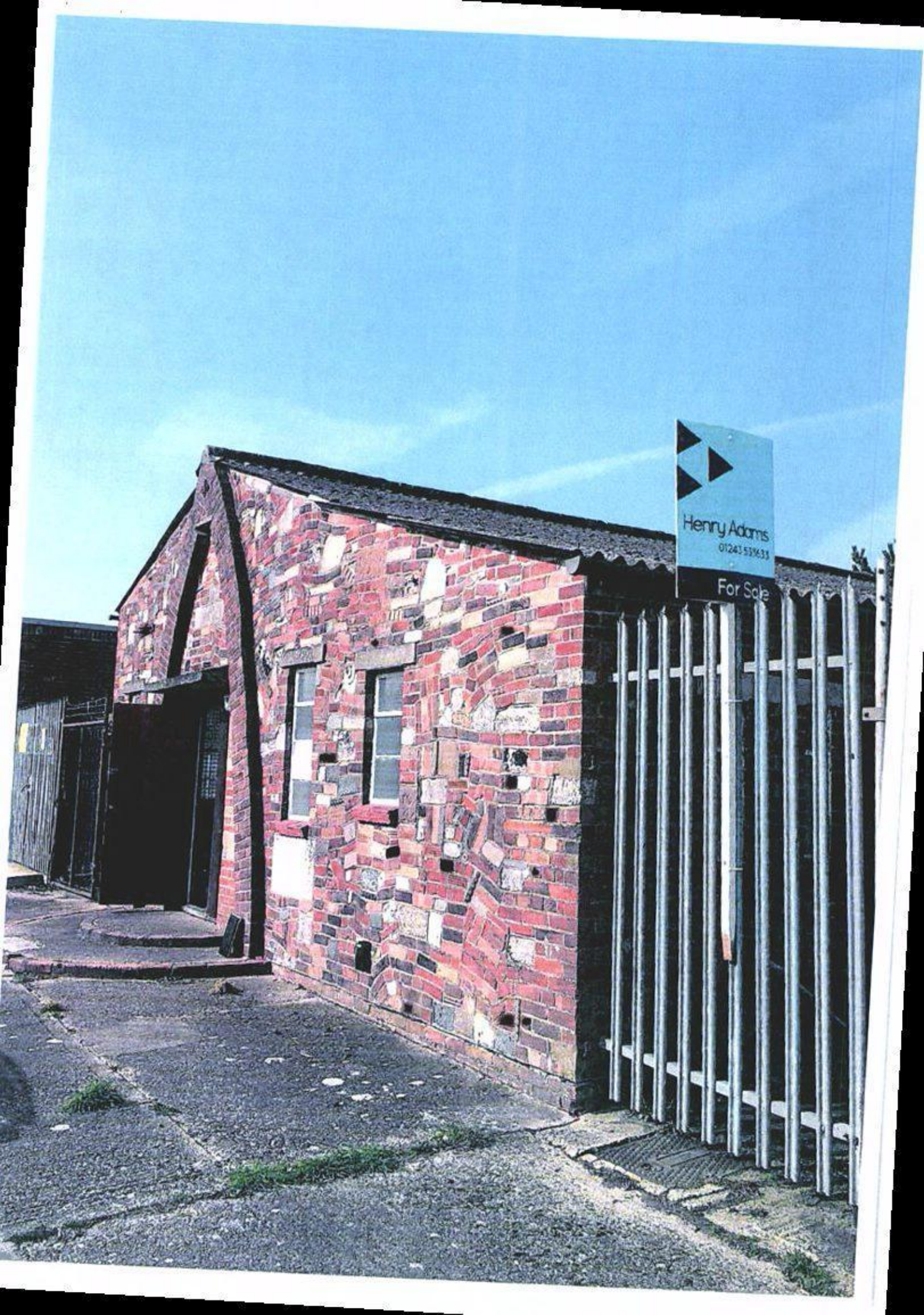


IMPORTANT NOTICE

CONSUMER/BUSINESS PROTECTION REGS 2008: For clarification, Henry Adams wish to inform prospective purchasers that these sales particulars have been prepared in good faith to give a fair overall view of the property. We have not undertaken a structural survey, nor tested that any of the services, appliances, equipment or facilities are in good working order. Any area, distances or measurements referred to are given as a GUIDE ONLY and should not be relied upon. If such details are fundamental to a purchase please contact this office for further information. All measurements are approximate and should not be relied upon for carpets or furnishings. Photographs within our detailed particulars/brochure may include lifestyle and or local views pictures. Also there may be internal/external photographs including chattels not included with the property for sale

Appendix 2

Copies of Relevant Advertising



Henry Adams
01243 539633
For Sale

Emsworth



NEW INSTRUCTION - A versatile, extended detached house situated in a sought-after residential location.

Externally the garden is of a surprising size and backs, in part, onto Southleigh Forest. The garage is also larger than one would expect measuring approximately 19'4" in width at it's widest. An early viewing of this versatile family home is highly recommended.



3 4 2 D

Guide Price £365,000
Emsworth : 01243 377773

Hainaker



NEW INSTRUCTION - Stylish and beautifully presented modern home built in 2012. 1,685 sqft including kitchen / diner, large reception room. Garage and parking space.

This attractive house forms part of a small development of houses in the desirable hamlet of Hainaker. Nestled at the foot of the South Downs and just outside the South Downs National Park, Hainaker is ideally located for easy access to Chichester and Goodwood.



2 4 2 C

Guide Price £410,000
Chichester : 01243 533377

Selsey



Detached luxury lodge within a private gated park, with 99 year lease and 10 year warranty for second home or holiday retreat, fully furnished to a high quality. Allocated parking, private patio and vineyard.

2 2 1 N/A
£125,000 Selsey : 01243 886788

Bracklesham Bay



A substantial, individual detached house of 3,140 sqft offering a variety of permissions and located just one row back from the seaboard. Currently arranged as two separate dwellings.

3 3 4 C
Guide Price £495,000 East Wittering : 01243 612251

Bracklesham Bay



1 3 1 C
Guide Price £340,000 East Wittering : 01243 612251

Bedhampton



2 2 1 C
Guide Price £190,000 Emsworth : 01243 377773

Selsey



1 2 2 B
Guide Price £150,000 Selsey : 01243 886788

Hevenl



Residential development opportunity, subject to the necessary planning consents. Offers to be received by Tuesday 7th April 12 noon.
Informal Enquiry : Chichester : 01243 533377

Residential / Commercial / Rural / Development / Auctions

Visit your local Henry Adams office or view online for more information

henryadams.co.uk





or holiday

A substantial, individual detached house of 2,148 sqft offering a variety of permutations and located just one row back from the seafront. Currently arranged as two separate dwellings.

3 3 4 EPC C

Guide Price £495,000 East Wittering: 01243 672721

Selsey



1 2 2 EPC B

Guide Price £150,000 Selsey: 01243 606789

Havant



Residential development opportunity, subject to the necessary planning consents. Offers to be received by Tuesday 7th April 12 noon.
Informal Tender Chichester: 01243 533633

3377773

Commercial / Rural / Development / Auctions

Henry Adams office or view online for more information

henryadams.co.uk

 OnTheMarket.com



Appendix 3

'Screen Grab' of Henry Adams
Information Pack Web Page



Search by

[Sales](#)

[Lettings](#)

[Land/New Homes](#)

[Commercial](#)

[Rural](#)

Henry Adams

Search Office

Price Min Price

Search

[Min Bedrooms](#)

Area or postcode

Max Price

[View All Sales](#)

[Search](#)

[Residential](#) [Commercial](#) [Holiday Lets](#) [Rural](#) [Development](#) [Auctions](#) [Professional Services](#) [Investment](#) [About us](#) [Contact](#) [A to Z of our services](#)

Scout Hut, Havert

[▶ Brochures/scouting](#) [Download](#)

[▶ asbestos-report](#) [Download](#)

[▶ financial-proposal-form](#) [Download](#)

[▶ sale-particulars](#) [Download](#)

[▶ asbestos plan](#) [Download](#)



Get in touch

[Read more](#)

Customer reviews

Professional marketing backed up by consistent high standards through to completion. I was confident you would get the job done.

Mrs JH

Appendix 4

Enquiries Summary Sheet

Record of Activity

SITE: Scout Hut, Havant

Date	Developer/Name	Source	Sales Particulars Sent	Info Pack sent	Comments
02/03/2015	Mail Out				
03/03/2015	Peter Wislocki	Mail Out	Y		Interested and will make a bid
03/03/2015	Jason	Mail Out	Y		
05/03/2015	Jeff Wickens	Mail Out	Y	Y	Viewing 18th March 11.30am
09/03/2015	Anthony Thompson	Rightmove	Y	Y	
10/03/2015	Roger Kent	Rightmove	Y	Y	Viewing 18th March 10.00 am
13/03/2015	Damien Gaffney	Mail Out	Y	Y	
16/03/2015	Kevin Porter	Mail Out	Y	Y	
16/03/2014	Helen Brecher	Mail Out	Y	Y	
16/03/2014	Mr Wurs	Website	Y	Y	
16/03/2015	Emma Wallers	Website	Y	Y	Looking to use it as storage
24/03/2015	Paul Heather	Mail Out	Y	Y	Viewing 18th March 11.45
24/03/2015	Margaret Smith	Website	Y	Y	
26/03/2015	Nick Houghton	Rightmove	Y	Y	
26/03/2015	Ian Cooper		Y	Y	
30/03/2015	Mr Pete Keniston	Rightmove	Y	Y	
30/03/2015	Niall Brennan	Website	Y	Y	
31/03/2015	Andy Howe	Board	Y	Y	
02/04/2015	Richard Andrews	Rightmove	Y	Y	Office use
07/04/2015	Peter Russel	Rightmove	Y	Y	LM saying how the process would work