

Matthew Pickup

From: Leanne Channon <LChannon@vailwilliams.com>
Sent: 02 February 2015 15:50
To: 'Matthew Pickup'
Subject: RE: 64 West Street, Havant

Hi Matthew,

Please accept my apologies for the delay in getting this across to you. Please see below:-

We were instructed to market 64 West Street Havant on a "To Let" basis in September 2013.

The marketing campaign therefore began which included:-

The erection of a marketing board to the property

Production of marketing details to appear on various websites, including the Vail Williams Website

Periodic advertisements in the publications, The Portsmouth News, Vail Williams' in-house Market View, The Commercial Property Register

Details of the property were mailed out to local occupiers.

From September 2013 until March 2014, we had had few viewings and very little interest. We therefore discussed the possibilities to market the property "For Sale", as well as to let in order to try and enhance its marketability. We also started to explore widening our target audience and to look into a change of use, either for D1 or prior approval for residential.

By April 2014, the landlords had decided to proceed with a planning application for prior approval for residential.

In October 2014, prior approval for residential was granted (Ref: APP/14/00849). We then undertook a mailing campaign to developers and investors. We had no interest from any developers or investors.

From the start of marketing, we have had a handful of viewings (around 10). The majority of feedback for why the property was not suitable was mainly due to its configuration (as there are 13 small rooms over 3 floors) and the typical modern day office occupier looks for more open plan.

I hope this helps but if you need any further information, please do not hesitate to contact me.

Kind regards

Leanne

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