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Business is **booming** and bucking the Brexit trend!

Regional and local investment continues to grow

Charles Darrow see growth in business sales around the region and market confidence remains high.

Team growth signals a bright future

We welcome expert local hotel and leisure agent, David Jenkins to the Charles Darrow team.

Stores behind petrol station demand

Charles Darrow has a long list of buyers waiting to buy petrol stations and demand is high.

In a year of parliamentary flashpoints, it was one of the UK's most divisive and controversial events that left other news stories standing in its wake: Brexit.

Over six months on from Britain's historic decision to leave the EU, no one really knows just how Brexit is going to affect our trade, economy, growth or investment, but in terms of the domestic and commercial property market, business is booming.

At Charles Darrow, we saw a sustained period of market growth in the first half of 2016, with the interest in business sales and transfers across the region increasing. Buyers weren't put off by Brexit and saw the potential to invest, especially here in the South West where the market is so large.

In fact, the second half of 2016, was a sharp contrast to popular belief. After the Referendum vote, business has actually

grown and we've seen continued investment all over the region, with the growth in property auctions being particularly strong.

Director, Jon Clyne, commented, "Despite the political turmoil in the country and the current uncertainty over Brexit, property has, once again, proven to be a safe haven and buyers have taken a positive view and committed to purchasing."

The economic unpredictability does cast a bit of shadow, but far from the forecast doom and gloom of a Brexit result, the South West, and the UK in general, has yet to see any major downturns.

Though it's still too early for any real data to know what the full impact of Brexit will be, for now, it's 'business as usual', especially in commercial property and business sale where we're seeing a resurgence.

Team growth signals a bright future

The future's looking bright for Charles Darrow as, even some months after the Brexit result, we took the opportunity to expand our team. Expert local agent, David Jenkins decided to continue his extensive career and joined us to oversee the growing market for sales of hotel and leisure properties.

As our portfolio of these types of businesses has grown significantly, David has come in to be the driving force behind our commitment to become the market leader in selling hotels and leisure businesses.

David said "I'm delighted to have joined Charles Darrow and I'm looking forward to helping them in the hotel and leisure sector. The company has so much drive and passion for helping their clients get the right buyer for their businesses and I feel it's the right fit for both them and me."

David has vast experience in this area and has been in the sales



Paul, David & Jon

process for hotel and leisure properties across Devon for the last 35 years, so he knows a thing or two!

Director Paul Heather said "David is a welcome addition to our team. He has got so much experience in his sector and comes with a huge array of contacts. His phone hasn't stopped ringing since he joined us and his efforts are already paying dividends."

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Why Use Us?

- A brand new approach to commercial property
- Unrivalled website & unique social media coverage
- Highly skilled team of property professionals

Regional and local investment continues to grow



Strathmore Apartments

Well before the referendum, Charles Darrow experienced growth in business sales around the region. Sales and investments in 2016 were flourishing, especially in South Devon and particularly after the completion of the South Devon Highway and the Torre Abbey Sands development late in 2015.

When regional investment is secure, local investment isn't too far behind. As leading commercial property specialists, 85% of Charles Darrow trade is business transfers and we oversaw the sales of several pubs, hotels and guest houses in the region, including the popular boutique Devon Court Hotel which also saw significant further investment from the new owners.

There's also no shortage of investors and developers looking at properties for sale to keep the auction houses busy. Auctions are a fast-growing area for Charles Darrow and some key highlights for us have been Strathmore Apartments - a block of 28 investment apartments which actually sold pre-auction for a sum well in excess of the £850,000 guide price.

Other sales that left the guide price in the shadows were The Silver Birch Guest House in Looe and 15, The Quay - a harbourside domestic and commercial property in Brixham. Again, both sold for well over their guide prices, with each receiving multiple bids. Taking these sales into account, we can honestly say that market confidence remains high.



The Quay, Brixham

News Bites

Charles Darrow help to grow convenience store chain

Charles Darrow have helped grow Central Convenience Stores in Exeter by arranging the opening of two new shops. After being tasked by their Commercial Director, Tony Start, to find more businesses in the area, we were delighted to help achieve their vision.

Sylvania Stores, Exeter, was sold by Mills & Sons of Clyst St Mary, while Matford Service Station, Exminster was sold on behalf of the Eveleigh family, who previously owned a number of garages across Exeter. The Matford Service Station was the subject of an intense bidding war having been set an initial guide price of £1.5million.



Sylvania Stores

Charles Darrow Director, Paul Heather said: "Central Convenience Stores is aiming to increase their presence in the south west, and the chain are going from strength to strength."

Central Convenience Stores Commercial Director, Tony Start added: "We're delighted to be adding more stores in Exeter. We've established a really positive relationship with Charles Darrow, which we can tailor towards our business needs."

Stores behind petrol station demand

The demand to buy petrol stations in the South West has never been higher and Charles Darrow appears to be a popular choice to help accelerate this trend. With a sizeable list of buyers waiting, demand is currently outstripping supply.

The high demand is down to several reasons, but mainly because petrol prices – and more importantly fuel margins - have remained fairly stable over the past 18 months. Even if there is a fluctuation in petrol prices, you won't drive customers away if you're forced to hike the price of fuel.

As profitable operations, forecourts are quickly moving on from just providing a top-up for the fuel tank. Convenience stores are only going to become more popular as people's lack of time becomes greater, which in turn, will only spark more interest in the forecourt sector.

Here at Charles Darrow, we've been inundated with multiple bids for the forecourts on our books.



Matford Petrol Station, Exeter

Spar and Subway opens in Kingsbridge

A new Spar convenience store, incorporating a Subway outlet, is set to open early this year in Kingsbridge, following the sale of The Quay public house in Fore Street. And Charles Darrow was tasked with finding buyers for the Grade II listed building.

Kingsbridge resident and convenience retailer, Julian Hollis, quickly agreed terms on the ground floor leasehold, while a sale was completed for entire building. Julian, who has been looking for a site in Kingsbridge for many years, intends to open early in 2017.

The Quay received planning permission this year to convert the upper parts into residential accommodation which will be implemented by the freehold purchaser, a regional specialist in the complexities of converting listed buildings.

Charles Darrow Director, Jon Clyne said: "This building is the gateway to Kingsbridge and was in desperate need of investment for the good of the town".

The freehold of the property was sold off an asking price of £425,000, while the overall investment in the building will total more than £1million.

The Wild Fig still number one in Totnes

Popular café & delicatessen, The Wild Fig, located on Fore Street, has recently been sold by Charles Darrow. New owners, Mr and Mrs Dornheim are an experienced and passionate foodie family, who have been overwhelmed by local support. The Wild Fig is a popular daytime restaurant focusing on gluten free & vegetarian produce which the Dornheim's are keen to continue.

The family are enthusiastic about offering patrons a warm & friendly coffee shop, restaurant & delicatessen and have made subtle improvements to the premises while continuing to produce home cooked cakes, lunches and well-known best sellers such as "Chili Hot Chocolate".

James Sanders, sales negotiator at Charles Darrow, said: "We received a great response from our unique marketing and social media campaign to find buyers. Now, The Wild Fig continues to be a fantastic, family run business and we wish them all the best"



New rates hand boost to many businesses, but not all!

NEW business rates set to be introduced by the Government have been hailed as good news for businesses across the south west – in the main.

The revaluation of business rates is designed to ensure fairer bills for businesses as part of creating an economy that works for everyone. All non-domestic properties are given a rateable value which is based on the yearly rent the property could have been let for on the open market on a particular date.

The new rates have been set to reflect changes in the property market and it is claimed that a recent consultation shows the majority of businesses will be better off by the changes. The news comes as another welcome boost for the commercial property market after the Government announced the biggest ever cut in business rates from next April.

The move is said to be worth £6.7 billion over the next five years and some 600,000 businesses across the country will pay no business rates at all. And for the small number of business which face an increase in bills, any rise will be capped at five per cent in the first year for small properties.

Indeed, the revaluation of business rates means some shops, pubs and petrol stations in rural areas will benefit from an increase from 50 per cent to 100 per cent of rates relief, representing a saving of up to £2,900 a year. Given that business rates represent the second-largest fixed rate cost for the convenience store sector, the 2017 revaluation and associated relief scheme is important for retailers.































Charles Darrow believe the Government's long-awaited intervention will prove significant in helping businesses next year. The government is putting in place exceptional measures to help businesses with the 2017 business rates revaluation through the transitional relief scheme.

In essence they are providing the same transitional relief to small and medium businesses as was provided at the previous business rates revaluation in 2010. Charles Darrow do, however, sound a note of warning against the new rateable values, with recent figures from The Association of Licensed Multiple retailers stating that Pubs in particular appear to be bearing the brunt of rises, with an average rise of 15% across the UK – despite other industries seeing a substantial reduction.

Business rates for pubs are calculated differently to other businesses, as they take account of trading potential, as well as site value, which has been a central issue and argument for many trade bosses. ALMR are calling for transitional relief on rates, similar to that being recently offered to broadband providers – when the new ratings kick in in April.

We believe, whilst in the main this is good news, the new rating valuations is still an attempt to force a 'one size fits all approach', an argument that is very much flooded and will rumble on for the foreseeable future....watch this space

Sold & Let throughout the South West in 2016

<p>Catering Provision £5,000 p/a</p>  <p>LET</p> <p>Devon</p>	<p>Public House £195,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Public House £12,000 p/a</p>  <p>LET</p> <p>Devon</p>	<p>Guest House £250,000</p>  <p>SOLD (AUCTION)</p> <p>Cornwall</p>	<p>Investment £200,000</p>  <p>SOLD (AUCTION)</p> <p>Devon</p>
<p>Guest House £299,950</p>  <p>SOLD</p> <p>Devon</p>	<p>Vacant Shop £10,000 p/a Leasehold</p>  <p>LET</p> <p>Devon</p>	<p>Petrol Station £1,500,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Cafe/Restaurant £39,950 Leasehold</p>  <p>SOLD</p> <p>Devon</p>	<p>Industrial Unit £20,000 p/a Leasehold</p>  <p>LET</p> <p>Devon</p>
<p>Post Office £49,950 Leasehold</p>  <p>SOLD</p> <p>Devon</p>	<p>Public House P.O.A</p>  <p>SOLD</p> <p>Cornwall</p>	<p>Public House & Restaurant £675,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Guest House £375,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Vacant Offices £8,000 p/a Leasehold</p>  <p>LET</p> <p>Devon</p>
<p>Guest House £410,000</p>  <p>SOLD</p> <p>Cornwall</p>	<p>Caravan Park £695,000</p>  <p>SOLD</p> <p>Cornwall</p>	<p>Convenience Store £35,000 Leasehold</p>  <p>SOLD</p> <p>Devon</p>	<p>Convenience Store £59,950 Leasehold</p>  <p>SOLD</p> <p>Devon</p>	<p>Investment/Development £220,000</p>  <p>SOLD (AUCTION)</p> <p>Devon</p>
<p>Post Office £340,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Convenience Store £210,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Guest House £325,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Guest House £350,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Vacant Offices P.O.A Leasehold</p>  <p>LET</p> <p>Devon</p>
<p>Takeaway £55,000 Leasehold</p>  <p>SOLD</p> <p>Devon</p>	<p>Convenience Store £499,950</p>  <p>SOLD</p> <p>Devon</p>	<p>Hotel/Public House £685,000</p>  <p>SOLD</p> <p>Cornwall</p>	<p>Development £200,000</p>  <p>SOLD</p> <p>Devon</p>	<p>Petrol Station £1,400,000</p>  <p>SOLD</p> <p>Cornwall</p>

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