

WE HAVE THE BUYERS...

DO YOU HAVE THE PROPERTY?

Wiltshire

Family re-locating with ponies. Looking for a period or modern farmhouse in Wiltshire with a minimum of 3 acres (would consider more land).

Up to £950,000

Contact:

Amy Parfitt 01373 455060

Ref: Buyer 1

Bath & area

Business looking to relocate either in Bath or surrounding area. Looking for a site with B class use. Would consider change of use.

£flexible

Contact:

Darren Woodyer 01373 4550606

Ref: Buyer 2

Street

Three/four bedroom semi or detached. Local family upsizing. Like the Goss Drive and Brookside catchment. Ready to buy.

£230,000 - £300,000

Contact:

Ian Smith 01458 840416

Ref: Buyer 3

Street

Four or more bedroomed house for family relocating from overseas. Ideally close to Millfield School. They like Wilton Close and Horseman Road.

Up to £700,000

Contact:

Ian Smith 01458 840416

Ref: Buyer 4

Cary/Bruton/Wincanton

One or two bedroom character property. Eager first time buyer with mortgage offer in principal. Waiting to get onto the property ladder. Ideally would like parking

Up to £170,000

Contact:

Arran Stokes 01963 350327

Ref: Buyer 5

Castle Cary area

Three bedroom house with two large receptions. Detached house. Must have parking and garden. Space is very important. Budget of £600,000 for the right property.

Up to £600,000

Contact:

Arran Stokes 01963 350327

Ref: Buyer 6

Shepton Mallet

Period property required within ten mile radius, village location. Highly motivated buyer, currently in rented accommodation and ready to purchase.

Up to £300,000

Contact:

Chris Sparey 01749 372200

Ref: Buyer 7

Mendip Villages

Locally based purchaser ideally require three bedrooms, happy to take on a project. Under offer through Cooper and Tanner.

Up to £200,000

Contact:

Laura Hector 01749 372200

Ref: Buyer 8

Keinton Mandeville

Needs to be within 10 mile radius for school catchment. Ideally with 1 - 2 acres of land, requires outbuildings or space to build one.

Up to £900,000

Contact:

Oliver Jenkin 01458 831077 Ref: Buyer 9

Ref: Buyer 9

Glastonbury

Period or cottage style property required. Must be detached and not surrounded by other houses, purchaser sold subject to contract

Up to £320,000

Contact:

Hayley Browning 01458 831077

Ref: Buyer 10

Warminster

Single lady downsizing and sold through us. Looking for a two bedroom up together house in town. Ready to view and buy.

Up to £190,000

Contact:

Linda Cox 01985 215579

Ref: Buyer 11

Warminster

Town location required. Buyer ideally seeking a smartly presented bungalow with a minimum of two bedrooms. We have sold their property.

Up to £250,000

Contact:

Linda Cox 01985 215579

Ref: Buyer 12

Frome/Shepton Mallet to rent

Professional couple and two children looking to rent a three bedroom family home. Will pay 12 months in advance.

Up to £900pcm

Contact:

John Phillips 01985 219188

Ref: Lettings 13

Wells to rent

Two bedroom unfurnished property required with parking and garden for single professional gentleman.

Up to £700pcm

Contact:

Jean Moakes on 01749 372200

Ref: Lettings 14

Frome - 3 mile radius

Cooper and Tanner vendor (now sold) looking for a detached property with a large garden. Might consider work/project.

Up to £500,000

Contact:

Catriona Benson 01373 455060

Ref: Buyer 15

Frome Town

Bungalow required for lady moving in from a village, sold through us. Would like two bedrooms. Ready to view and make a decision.

Up to £275,000

Contact:

Catriona Benson 01373 455060

Ref: Buyer 16

The Cooper And Tanner Promise...

- We promise that everyone on this page is a genuine buyer looking for a new home
- If you contact us about your property we will give you unbiased advice on it's value
- We will accompany the buyers around your home and give you honest feedback
- If we do not sell your property we guarantee there will be no charge or obligation

**COOPER
AND
TANNER**

CHRISTMAS AWARDS

AND THE WINNERS OF 2017 WERE...

Each year at our end of year party, awards are presented to the firm's high achievers and in recognition of those who have gone above and beyond the call of duty. This year the awards were presented by Managing Partner Nick Oliver and Partner Tim Hector.

'Residential Office of the Year':

Frome/Street Offices

After an outstanding performance from the Frome and Street offices, which ended in a tie. The decision was made to share the award between the two offices, although they would both rather have won.

'Outstanding Achievement': Ian Smith

Ian Smith was voted for by the Partnership for breaking all records in the Street Office – in his very first year with Cooper and Tanner. Great support for Ian from the Street team of Tina Barrett, Chloe Caple and Danni Newman.

'The Golden Gavel': Gareth Wasp

Gareth Wasp, auctioneer and valuer at our Sale Rooms won the coveted Golden Gavel (a note to Gareth – it's not really gold, but as a valuer I expect you already noticed).

'The Wooden Gavel': Jake Smith

Jake Smith walked away with the Wooden Gavel. Not at all a downgraded golden gavel, Jake was awarded this for his enormous endeavours in professional practice as well as transforming the Commercial department of the firm.

'Sale Board Superhero': Richard Harding

This one off award goes to long term Cooper and Tanner stalwart, Richard Harding. Richard has been putting up 'Sold' boards for the firm for 20 years. He should be able to get them to stand up straight anytime now.

'Customer Services': Wells Office

For a consecutive year, the Wells branch have gone home with the customer service award. Sam Masters and his team of Jo Taylor, Lorraine Cane and Mike Rigby scored an impressive Feefo score of 5 stars out of 5.

'Most Improved December': Castle Cary Office

As a last push in December, we had a box of Prosecco for the office that made a real effort at the end of the year. Well done to the team in Cary.

'Cedric The Invincible': Alex Stephenson

The award is a little Viking troll on a plinth – who wouldn't want that? This year's winner was Alex Stephenson of our Sale Rooms team. All of the sale room staff have worked hard this year, but Alex pushed the envelope to the limit by staying all night taking photos for our online sale. (In case his mum is reading this – yes he has been told not to do it again).

'Negotiator of the Year': 1st Adam Scott, 2nd Ian Smith, 3rd Sam Masters

Figures don't lie, and the carefully monitored figures of business achieved by each negotiator let us know who has had a fantastic year. An amazing set of results from these three gents, an inspiration to others who work with them. However, it's a new dawn and a new day so there will be no resting on laurels. Their fellow negotiators will be wanting to knock each of them off the perch.

'The Sword of Truth': Frome Office

Sometimes, being a successful Estate Agent means telling people the uncomfortable truth! To recognise the work required in making these difficult phone calls and handling the tough conversations, we award the Sword of Truth. And it really is a sword. Winners this year were the Frome Office.

'Solid Foundation': Shepton Mallet Lettings

This is the heaviest award – being a handmade brick on a wooden plinth. This year given to the Lettings Department in Shepton Mallet. We only opened with Lettings this year in Shepton – and already we are the area's prime letting agent. Well done to Jean Moakes, Natasha Mears and Lauren Patterson.

'The Missing Link': Darren Woodyer

Darren Woodyer runs our Development Department and in that role has continuous liaison with the other departments, hence the 'link' in the award. Darren had already had a covetous eye on this one, primarily because it is a 19th century railway 'staple' and he likes all that sort of stuff!



'Residential Office of the Year': Frome/Street Offices



Right 'Cedric the Invincible': Alex Stephenson
Left 'The Solid Foundation': Shepton Mallet Lettings



'Negotiator of the Year' – Sam Masters (3rd), Adam Scott (1st), Ian Smith (2nd)



'Most Improved December' – Castle Cary Office
Ronnie Wells, Linda Bear, Jessica Gregory, Arran Stokes



Left 'Outstanding Achievement': Ian Smith
Right 'The Missing Link': Darren Woodyer



'Customer Services' – Wells Office Jo Taylor, Lorraine Cane and Mike Rigby



Left, 'The Wooden Gavel Award' – Jake Smith
Right 'Sale Board Superhero' – Richard Harding

NEW RETIREMENT APARTMENTS FOR SALE IN WELLS

Now Selling

We are delighted to announce we are now selling off plan at St. Athelm Lodge. View plans of this delightful development and be one of the first to reserve - book an appointment to visit today.

Make the first move towards Churchill Retirement Living today – you'll be surprised how easy it can be.

ST. ATHELM LODGE West Street
Open Tuesday to Saturday, 10am to 5pm.
Call Today to register your interest

0800 458 1849

Visit churchillretirement.co.uk



Churchill
Retirement Living

- Lodge Manager • Owners' Lounge • Guest Suite for friends and family • Landscaped gardens • 24-hour support • Secure video entry system • Free parking • Lift to all floors



Wells

1 1 1 **EPC B**

Set within the ever popular Mondyes Court, a ground floor retirement apartment presented in an immaculate order with no onward chain. The property is conveniently placed in the Annexe part of the development, and is the first to be accessed from the main communal entrance hall. The apartment also benefits from a private patio area and 'Tunstall' pull cord emergency response system for added piece of mind.

Electric gates lead into Mondyes Court where there is residents' parking (subject to availability). There are attractive well-tended gardens throughout the development with benches and seating provided. Residents also benefit from a residents' lounge.

£125,000

Tel: 01749 676524
wells@cooperandtanner.co.uk



Wells

1 1 1 **EPC C**

A bright and spacious second floor retirement apartment, with lift access in central Wells. Recently fitted kitchen, sitting room with views over the communal gardens.

£97,000

Tel: 01749 676524
wells@cooperandtanner.co.uk



Wells

1 1 1 **EPC C**

This light and airy first floor retirement apartment is a stone's throw from the city centre, Bishop's Palace & Moat. Benefits from a brand new bathroom, recently fitted kitchen and new flooring.

£110,000

Tel: 01749 676524
wells@cooperandtanner.co.uk



Wells

2 1 1 **EPC C**

A second floor apartment with views towards the centre of Wells, set in the popular Homechime House development for the over 55's. Would benefit from modernising and upgrading.

£120,000

Tel: 01749 676524
wells@cooperandtanner.co.uk



Wells

2 1 1 **EPC E**

First floor apartment for the over 60's situated in a convenient location in the centre of Wells, set within an individual block of two properties. Potential to improve and upgrade. No onward chain.

£129,950

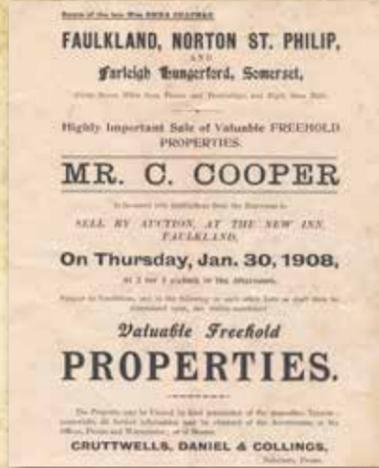
Tel: 01749 676524
wells@cooperandtanner.co.uk

THOSE WERE THE DAYS MY FRIEND...

I joined Cooper and Tanner twenty nine years ago, in May 1989. Whilst rocketing into my 30th year seems like some sort of milestone, in the context of a firm that has been in existence since 1908, my time here seems relatively short. Mr Charles Cooper set up shop in the late 19th Century (at No.9 The Bridge, Frome, just three doors down from my office), and after his death in 1908, his son went into partnership with Mr Tanner of Glastonbury. So, in our one hundred and tenth year – here are one or two selections from our archives... **Quintyn Howard-Evans, Senior Managing Partner ANAEA, MARLA, ANAVA**



Founding father – a fine photo of Mr Charles Cooper himself, with a very fetching and currently fashionable beard. Unfortunately he had a relatively short life – passing away at the age of 59. His son, (also Charles) then merged the business in 1908 with Mr Tanner of Glastonbury.



An auction held by Charles Cooper senior in what was to be his last year. Within a few weeks of his death, Mr Cooper's son Charles Junior announced that he was going into Partnership with Mr Neville Tanner, a Glastonbury based auctioneer and agricultural specialist.



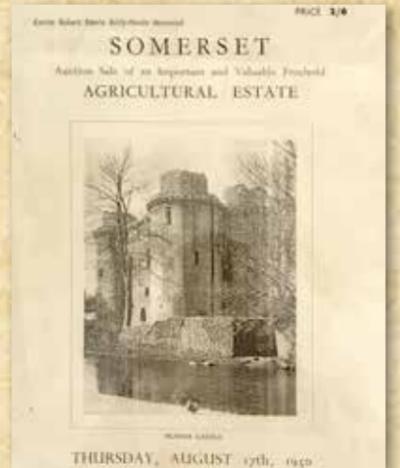
A 1939 sale for property between Bridgwater and Glastonbury it would be very big news today, comprising 41 cottages, The Old Parsonage and around 2335 acres. Our offices were in Frome, Sparkford, Glastonbury, Castle Cary and Keynsham – all livestock market towns at that time.



Neville Tanner. Although he and Charles Cooper Junior joined together in 1908, the partnership was dissolved in 1915 because of the Great War. They restored the partnership again in 1919. Following the war they ran the annual Castle Cary bull sales. What an event that must have been.



This really was the mother of all auctions. After the Second World War the Labour government increased death duties to help get the country solvent again. That meant that when the incumbent Lord Bath died, the Longleat Estate had to sell off (literally) entire villages. I have a copy of the catalogue and it is 169 pages long. Probably one of the major events in Cooper and Tanner's existence. Someone at the sale pencilled in the sale prices in my copy, these include £525 for two cottages in Corsley, £1,000 for Harpers Farm with 12 acres and £36 for 6 roods (1.5 acres) of land at Whitbourne Hall.



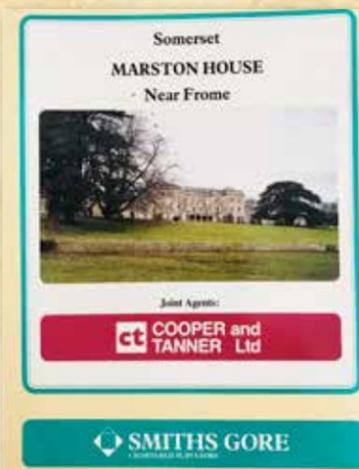
How lovely to buy a ruined, moated castle. That is exactly what Rob Walker – a famous racing driver at the time, did in 1950. Note that the catalogue cost 2/6 d.



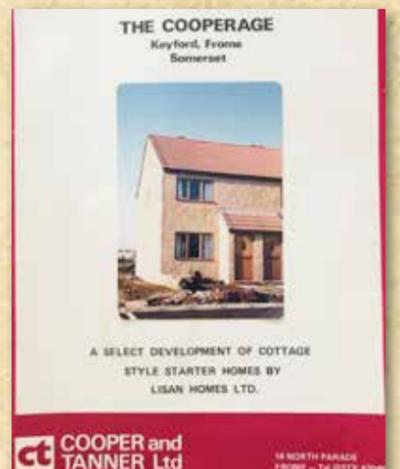
By the mid 1960's Cooper and Tanner filled a page a week in all the local papers, selling everything from farms, to land to houses, much like we do today. They also held regular sales of 'chattels', again like we still do today at our Sale Rooms. I expect there is still a tin or two of the '50 gallons of gloss' and a step ladder languishing in a shed somewhere.



Not sure who lives at the Highgrove Estate now, probably someone with regal aspirations..., on a sad note the name of Humberts is languishing, having recently gone into receivership for the second time. The Cooper and Tanner name has always been well known across the South of England, we were at one point agents for Brownsea Island.



Let's end in the 1980's. These two very different brochures reflect the broad range of properties handled by 'ct' at that time. Marston House was of course bought and used for many years by the Yeoman Quarry Company, it is now in private hands. At the time of the sale it was in quite poor condition and famous for the story of a jeep being driven up the stairs by an 'American' who was stationed there in WW2. The two house types at The Cooperage were called the 'Amy' and the 'Claire' both named after the builders daughters. The Amy concerned is Amy Parfitt who now works in our Country House Department. Truly a local story of local people! (©League of Gentlemen)



THE IVORY BAN – WHAT DOES IT MEAN TO YOU?

In April 2018 the government announced they would introduce a ban on the sale of all ivory objects and items containing ivory with only a few exceptions being made. This ban will cover all ivory objects from all ages with exceptions being made for pre-1947 objects that contain less than 10% by volume. Items that are at least 100 years old and deemed rarest and most important items of their type, alongside a specific exemption for portrait miniatures that are at least 100 years old. Also musical instruments with an ivory content of less than 20% which were made prior to 1975.



This beautiful piece of work by Thomas Chippendale looks perfect from the outside, but on the inside the ivory has been removed and replaced with 'ivorine'.

So what's the current law? The current law states that ivory must be "worked" (carved) and pre-1947 in date, unworked ivory can not be sold regardless of age i.e an ivory tusk. Currently no date has been set for the law to come in to force, however this does pose a more serious question, what will happen to the millions of ivory items currently in existence? Essentially if the law stands then these items will have no commercial value and cannot be sold or traded, unless under special conditions. Demetre Chiparus was one of the most important sculptors of the Art Deco period, his works are in museums across the world...but worked with a combination of bronze and ivory. His works make £1000's, sometimes £10,000's, one example selling for £41,000 in September of this year. There is a genuine danger that these items could be severely disfigured to allow it to be sold or even destroyed.

A recent example of this is the 18th century Thomas Chippendale piece of furniture offered at Christie's, London in July of this year. The original piece had 20 interior pigeon holes each inlaid with an ivory alphabet. The U.S. seller replaced them with a man made "ivorine", to comply with U.S. laws in order for the item to be easily transported to London. The commode carried an auction estimate of £3-5 million and failed to sell. This had been changed from it's original state and therefore potential buyers would have taken this in to account when deciding to bid on this item, many of the antique trade went on to describe this example as pure unnecessary vandalism.

With the new law potentially coming in to place these, along with thousands of other items will be have no commercial value. The wildlife charity Born Free is currently running an ivory amnesty and offered to take on items for educational purposes or have them destroyed. It's always wise to seek professional guidance before committing an ivory item to potentially be destroyed.

If you would like any advice on your ivory items then Gareth Wasp our valuer and auctioneer would be happy to be inspect items in person and appointments can be made via the saleroom office on **01373 852419** or by Email: **Gareth.wasp@cooperandtanner.co.uk**

BUILDING SURVEYS

THERE IS NO SUBSTITUTE FOR A SURVEYOR'S TRAINED EYE



Good Reasons for having a survey:

- To ensure the property is sound
- To discover significant building defects
- To Prevent unpleasant surprises
- To Allow accurate budgeting
- To give the full picture & put you in control
- To give you PEACE OF MIND
- Because it's the sensible thing to do!

**Building Survey
Homebuyers Report
Valuations
Schedules of Condition...**

**NEED A
SURVEYOR?**

**Traditional Values
& Quality Service**

Trust COOPER AND TANNER!

Contact: D J Witherow FRICS
david.witherow@cooperandtanner.co.uk

Tel: 01373 831010



DAVID WITHEROW FRICS

With over 35 years' experience, David Witherow FRICS, is a registered valuer and is able to help with Surveys & Valuations on most types of property. Based at Frome Market David can cover the surrounding area with ease.

ESTATE AGENCY FEES..... WHAT SHOULD YOU PAY?



When looking at what they should and shouldn't pay an agent, prospective sellers should consider what they actually get for their money. Here at Cooper and Tanner we pride ourselves on the service we provide and are conscious it's the seller that we work for at all times. Achieving the best price is vitally important, but what else needs to be considered?

Agents that charge less than 1%+VAT should be asked questions about their ability to deliver a comprehensive service and agents charging over 2%+VAT need to be able to demonstrate something exceptional. In essence, agents charging between 1%-2%+VAT for sole agency should be offering decent value for money as long as they are providing a full service. We would never advise that you pay fees upfront and believe "no sale no fee" is always the best way to achieve the best service and price.

There is a myth about online estate agents being cheaper but is this true and do they get the job done? Usually with these types of agents you will need to pay upfront or agree a deferred payment via a credit agreement. This method could also result in you being charged extra for services such as floor plans, accompanied viewings, for sale boards, sales progression and negotiating with buyers. So, they may not be as good value as they first appear.

A good agent will always provide such items as part of that fee, so you should also ensure that your fee includes:

- Photographs and floor plan
- Creating a compelling property advert
- Listing the property on the main property portals
- Installing a "For Sale board"
- Accompanied viewings
- Negotiating offers and assessing your buyers' financial position and ability to proceed with a purchase
- Sales progression (liaising with solicitors, surveyors and 3rd parties with any property chain etc.)

There's the old saying you get what you pay for and this is undoubtedly true in Estate Agency. So, try and avoid a "post and pray" estate agent who will simply post your property on Rightmove and prays the phone rings. A good agent will proactively promote your sale through every avenue to secure a sale for you. We firmly believe the smartest thing a house seller can do is focus on identifying the best agent for the job, not the one that charges the cheapest fee. Agents that do charge low fees have to take on a high volume of houses to reach a certain level of profitability which in turn can overstretch them, resulting in them not being able to provide the level of service and attention to detail your sale deserves.

Rewarding your estate agent with a competitive fee is a strategic decision that ultimately pays you back in the form of a more secure sale, a better price and a happier working relationship. Try not to let finding the cheapest estate agent become a priority as the savings you appear to make in commission can easily be wiped out by a reduction in your eventual selling price.

One of the best ways to test an estate agent experience and skill is to try and negotiate their fee downwards, if they slash their fee at the first sign of resistance, alarm bells should ring as they are either poorly trained, desperate

for your business or weak. Would you want that person negotiating your sale? Agents who are confident will be able to justify their fee with the service that they provide and will in due course negotiate well on your behalf.

Estate agents are contractually obliged to act in your best interest and exercise due care and skill, that means they are legally obliged to do everything in their power to get you the best result from your sale. A good agent will also view this as a matter of pride in a job well done. However, there are a great many agents that are not as diligent as others which results in a poor sale price, a shoddy service and ultimately a bad moving experience.

So, all in all...

Paying upfront does little to motivate an estate agent to sell your property and shepherd it successfully over the finish line.

Finding a buyer might be the easy bit however, it is when dealing with chains, solicitors, mortgage lenders and surveyors where the real problems can start and an estate agent with proper experience is needed to keep things on track and achieve a successful outcome.

A "no sale no fee" estate agent won't get paid until the deal completes – they want the same thing as you do and should be motivated to stay the course so they can earn their fee.

On the other hand, given they've already been paid, the "pay for failure" agents can simply disappear off into the sunset (without penalty) when your sale gets sticky. And even if the "no sale no fee" agent turns out to be a dud, at least finding out won't have cost you any money.

If all of this is confusing – don't worry. We will happily have a no obligation conversation regarding our fee levels and outstanding service.

Ian Bugler, Bridgwater Manager
ian.bugler@cooperandtanner.co.uk



Bridgwater

5 3 2 EPC C

A magnificent five bedroom family home situated in an elevated position in one of the area's most desirable locations. The house offers an attractive combination of character features alongside modern high quality fittings. On the ground floor there are three reception areas together with a grand hall, superb kitchen/breakfast room and utility. To the first floor are three generous size bedrooms including the master together with the family bathroom. Finally, on the second floor are two more double bedrooms and a shower room. Wembdon Rise is one of the most desirable addresses in the area. The village is well regarded with an attractive mix of older style and modern properties. Close by is a shop/post office, inn and very popular village hall with sports facilities and playing fields.

£375,000

Tel: 01278 455255
bridgwater@cooperandtanner.co.uk



Stawell

4 3 2 EPC E

A delightful four bedroom detached village home located in an idyllic village location. The property offers three separate reception rooms along with a well appointed kitchen/breakfast room and separate utility area. To the first floor is a master bedroom with built in wardrobes and an en suite shower room. There are three further good size bedrooms and a family bathroom. The house is double glazed throughout combined with oil fired central heating. Outside are private secluded gardens to the rear along with a double width driveway that leads to a detached double garage. The property is located in a small select development of similar detached homes. The village of Stawell is a former farming community and still benefits from a rural charm.

£445,000

Tel: 01278 455255
bridgwater@cooperandtanner.co.uk