

# WELCOME TO

## COOPER AND TANNER PROPERTY AND AUCTION NEWS



DISTRIBUTED AT THESE SUPERMARKETS

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DOULTING **£1,250,000**

see page 23



## IT'S GOING TO BE A GREAT SUMMER...

### AT A GLANCE



Residential Lettings - See page 9



Sale Rooms - See page 14

**10%  
SPECIAL OFFER  
ON SURVEYS**

Surveys - See page 19



#### BY QUINTYN HOWARD-EVANS NAVA

I originally joined Cooper and Tanner in 1989 – which now seems a long time ago! I am privileged to currently hold the position of Senior Managing Partner. Like all of my Partners I live locally and I take a huge pride in this firm and all that it represents.

**With the prospect of some good sunny days ahead and good old fashioned British resolve seeing us through what could have been some very turbulent times, business in our part of the South West seems to be booming.**

Whilst I am optimistic by nature, and the philosophy of Cooper and Tanner is to always look for the positives, I am not being naïve about the prospects for the coming months. I believe that we are fortunate to live in a beautiful and desirable part of the world and all of our residential offices have seen consistent and relevant numbers of new people moving into Somerset and Wiltshire from London and the South East in general. These folk bring with them an economic and vibrant energy that I suspect some other parts of the country would dearly love to have. This has continued despite (or perhaps due to) the slowdown in London property over the past few years.

One may well ask why this has happened? Well, apart from having (and thankfully retaining) some of the best landscape in the country, we also offer excellent links to London, a strong digital connection to the outside world and we have the busy and successful towns of Bristol, Bath, Salisbury and Taunton on our doorsteps. Whilst property prices have risen in the local towns we have not seen the unassailable heights that property values have reached on the coast or in Bath and Bristol. Therefore all our towns remain relatively affordable and I am confident that the property market will continue to be busy throughout the summer.

I very much hope you enjoy this edition of our Property and Auction News, in particular the four pages on our various auction activities offer something for everyone. Our property auctions have been particularly exciting this year – with lots sold and lots more to come. The online platform of [www.ukauctioneers.com](http://www.ukauctioneers.com) provides the facility of being able to bid for lots in our Sale Room auction from the comfort of your own home or office.

Another new venture is our Shepton Mallet based Lettings Department. We have been fortunate enough to enrol Jean Moakes and Natasha Mears, two ladies with unrivalled knowledge of Lettings in the Shepton Mallet, Wells and Glastonbury area. See more on this on [page 8 and 9](#).

So, all in all a busy newspaper reflecting a busy time. As always if you have any queries or comments I would be delighted to help.

Property and Auction News is distributed via all the major local supermarkets, and our network of branches. It is delivered to the prominent local café's, restaurants, pubs and hotels. We produce one edition every month, if you would like your property included in a forthcoming edition, please contact your local branch. If you instruct us to sell your property, inclusion in this wonderful publication is free of charge.

I can be contacted by Email: [quintyn@cooperandtanner.co.uk](mailto:quintyn@cooperandtanner.co.uk)  
(PS Thank you to Tina and Darren for putting this issue together).

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### Taxidermy included in our Sale Rooms Auction see page 11



## AND HERE IS ISSUE NUMBER TWO...

### AT A GLANCE



Livestock Market Report - See page 13



Castle Cary Shop Premises - See page 19

## PROPERTY WANTED

Have you a property for our buyers - See page 20



### BY QUINTYN HOWARD-EVANS SENIOR MANAGING PARTNER - NAVA

I originally joined Cooper and Tanner in 1989 - which now seems a long time ago! I am privileged to currently hold the position of Senior Managing Partner. Like all of my Partners I live locally and I take a huge pride in this firm and all that it represents.

Welcome to the second edition of our 'Property and Auction News'. When we first looked at the idea of creating, printing and delivering our own newspaper, I have to be honest and say that it felt like a daunting prospect. It was not so much the work involved, my team can produce extraordinary results in a relatively quick time. It was more about the level of quality that we wanted to achieve, and the question as to whether the whole idea of a printed publication was old hat in our digital age.

I believe I can proudly state that the level of quality on the first and this second edition is as high as anyone could achieve. The presentation is crisp and modern, with all of our client's properties and auction items presented extremely well. The feedback from clients, buyers and property professionals has been effusive. The fact that the last edition rapidly disappeared from the shops and our offices backs up this proud claim.

The relevance of the concept has been answered in the same way. We have had vendors asking for their property to be included and our Sale Rooms auctions have been busy dealing with valuation enquiries. It seems as though although 'digital' is always accessible you cannot beat a good old fashioned read.

This issue is certainly that - I hope you enjoy looking through it as much as we enjoyed bringing it to life.

The issue of housing stock in this country has been consistently on the news for quite some time. There is of course a big debate about 'new towns' and building on the green belt etc. One change that many people have not picked up on is the chance of obtaining planning consent on redundant agricultural buildings. These can be traditional stone built buildings or of modern steel framed construction. Whilst the number of these conversions is quite modest, they can make lovely homes. If you would like advice on that type of building, please see Darren Woodyer's contact details on page 21.

A barn with consent recently under offer with us



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Running out of space?  
Need more room to live or work in?  
Contact us for advice on buying/  
selling/renting



## DISTANT ELEPHANTS



BY MICHAEL JOYCE MRICS FAAV – PARTNER

I have had the great pleasure of a 45 year career with Cooper and Tanner and also 40 years living in Frome. Following the privilege of being past Senior Partner, I now enjoy my continuing role as a Partner with focus on rural surveying and the running of Frome Livestock Market.

## AT A GLANCE

# AMC

Rural Finance & Surveys – See page 8



20th Century Bronze – See page 14



Barn for Development – See page 22

**Like the metaphoric distant elephant, the project of producing this newspaper which seemed modest at conception assumed huge proportions when the launch became imminent. Welcome now to Issue three; the elephants still look big, but we are keeping ahead of the herd!**

One fascination of a longish career is witnessing the changes that worked and which transpired as short-lived. Innovation is vital, but “one size fits all” rarely succeeds. On-line auctions of antiques enjoy wide popularity and the Cooper and Tanner on-line sales are no exception. By contrast, livestock markets experimented with electronic auctions some 20 years ago with the result of minimal take-up. Against predictions, survivor livestock centres such as Frome Market continue to thrive and underpin competitive price in the livestock industry. Some pundits suggest that on-line estate agency is the whispered elephant in the high street, poised to stampede through conventional agency practice. The on-line agent may fit a slot in the market, but will never match the on the ground established agent for local knowledge, professional expertise and personal service.

Whether you view Brexit as the ultimate white elephant or essential escape from an EU ivory tower, the impact on UK agriculture will soon magnify towards reality. Transfer and reform of subsidy support is one

issue. More fundamental will be the effects of new international trade deals on food imports and UK food production. Farmers are habitually resilient, but they and their advisors, including Cooper and Tanner’s rural team, will need to meet the challenges.

I recently assisted with the sale of a dairy herd for longstanding clients. Whilst selling was by traditional auction and in Guineas (21 shillings = £1.05), the sale was electronically booked and digital audio recorded, with large screen display of cow details and animal passports barcode scanned for E-reporting. Cutting edge methods with time proven practice is a winning combination. I doubt that exotic mammals will ever be sold at Frome Market. But there will always be tiny elephants on the horizon!



Rostrum view of recent dairy herd sale at Frome Market

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For sale by our Wells office, a barn with planning permission to create a 'Grand Designs' home with fantastic views and set in over 4 acres. Further 26 acres available to create a mini country estate; For full details see page 22

## WELCOME TO THE COOPER AND TANNER COUNTRY PROPERTY DEPARTMENT



### BY MARTIN HEMMETT MRICS – PARTNER

I joined Cooper and Tanner over 30 years ago, I now head up our Country Property department and jointly head up sales of farms and land. I have a great love for the region in which I work and live and I firmly believe that the market towns, villages and surrounding countryside are some of the best that the UK has to offer.

## AT A GLANCE



Property To Let – see Page 9



It's Been Show Time – see page 16



Acquire Magazine Out Now – see back cover

This department specialises in the sale of any country property but particularly those with land, whether the property is a cottage in a village or a country house with land. The Country Property department is a company wide department that is run from my office in Frome but covers the sale of country property in all our offices. If you are interested in buying or selling a house or cottage with a paddock, a small holding or an equestrian property, or simply need advice then please contact me or anyone of our property sales team at your local office, will be delighted to help.

### Buying

If you are considering buying a property in our area we consider that we are fortunate to serve clients in the very beautiful and favoured areas of Somerset, West Wiltshire and North Dorset. The cities of Bath, Bristol and Salisbury are all within easy reach and it is a truly rural area notable for the Mendip Hills, Salisbury Plain and the Blackmore Vale and is interspersed with many lovely market towns and villages. Communication networks are excellent and include easy access to Bristol International airport, main line railway connections to London (Paddington and Waterloo) and M4, M5 and M3 (A303) motorways. Education facilities are strong with numerous first class private and state schools including Millfield, Downside, King's and Bruton School for Girls and the Bath schools.

### Selling

If you are considering selling your property, our specialist service for sellers of country properties is founded on a great depth of experience, all of the staff involved with the sale of your property live locally, and many have done so for most of their lives, but importantly they also fully understand land ownership as an asset. This is combined with a unique range of marketing aids: our bespoke, soon to be relaunched, website; use of the most important national web portals including

Rightmove and On The Market; use of social media (please look at our fabulous Facebook pages!); full colour brochures with land plans; use of drone photography and video; extensive advertising (including competitive rates in Country Life, Farmers Weekly, Horse and Hound, Country and Town House); displays in all of our offices, at Frome Livestock Market, Mole Valley Farmers and of course our London office. Our London office is based in St James at the heart of central London, they provide us with property marketing services within the Capital including working with central and southwest London agent Douglas and Gordon (we effectively act as their 'Country' Department) and all our properties are uploaded to The London Office website, have look on [TheLondonOffice.co.uk](http://TheLondonOffice.co.uk). Once we have found you a buyer we pride our in our service to keep the process running to completion; this involves close liaison with you and your solicitor and the buyer, their chain, if appropriate, and their solicitor.

### Farms and Land

When selling a property with land will also work closely with colleagues in our agricultural departments especially if the land area is more than a paddock and particularly with small holdings. Together with our managing partner, Nick Oliver who is based in our Glastonbury office, I jointly head up the Farms and Land sales department. This department deals with the sale of commercial farms and farm land with or without buildings and agriculturally tied properties.

All of this we believe should make us your first choice agent in our area. Please contact me by emailing [martin.hemmett@cooperandtanner.co.uk](mailto:martin.hemmett@cooperandtanner.co.uk) or any our office managers for no obligation advice, or for farms and land either Nick Oliver or myself.

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The only way is up?

## WHAT IS THE HOUSING MARKET DOING?



BY  
**QUINTYN  
 HOWARD-EVANS**  
 ANAVA, MARLA, ANAEA

**So, is the property market hot? Cold? Hard? Soft? I am afraid it is impossible to say because the property market is always at least one thing: unpredictable. Against the background of 'Brexit' (is there really no better word?) and the cooling of a seriously over-heated property market in London, I think we will experience a different market over the next year or so.**

The property market is divided across the country, with some regions seeing exponential rises (the South East) and others actually experiencing a decline in average house prices in the past ten years (some parts of Wales and the North). I thought therefore that it might be helpful to have a brief comparison of prices in the area covered by Cooper and Tanner. At Cooper and Tanner we maintain in-depth statistics for all of our property sales. The graph below represents actual completed sale prices year on year. The town covered by Cooper and Tanner that saw the highest rise was Warminster with an average

house price rising from £215,000 To £289,000. This compares to the national average of £223,257 (UK house price index August 2017). Despite that hefty individual increase, it would seem to me that whilst we have seen increases in our area they have not been as unrealistic as those seen elsewhere, and if there is a correction in the market, the 'gains' over the past few years mean that vendors have room for manoeuvre.

The main question therefore is not so much where have we been, but where are we going? There has been a considerable amount of press regarding the static London market. To be honest my view is that some asking prices are now optimistic and that if a property is well priced – that is to say competitive with or even more attractive than similar houses – it will sell. The number of housing transactions across the country is still well below that of the 2007 level. However this is commensurate with the number of houses available. Therefore, fewer buyers there may be, but there are fewer houses for sale. So, if your plan is to move in the coming year, my advice is to be realistic on your price, be open minded about offers you take, and sensible about what offer you make on your next home.

Your local Cooper and Tanner branch will be delighted to provide advice on buying or selling. I can be contacted directly at [quintyn@cooperandtanner.co.uk](mailto:quintyn@cooperandtanner.co.uk)

## AT A GLANCE



Development opportunity – see Page 6



Our Feefo rating – see Page 17



Sale Room Results – Back Cover

Average House Price All Offices per Year



(Many thanks to Martha Hancock in our accounts dept. for providing the graph)

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Some amazing new homes in Frome – see page 4 for full advert

## NEW YEAR, NEW WORLD?



BY QUINTYN HOWARD-EVANS ANAEA, MARLA, ANAVA

I originally joined Cooper and Tanner in 1989 – which now seems a long time ago! I am privileged to currently hold the position of Senior Managing Partner. Like all of my Partners I live locally and I take a huge pride in this firm and all that it represents.

## AT A GLANCE



Frome Market Profile – see pages 12 & 13



Developers & Investors Club – see page 21



Cooper & Tanner Christmas Awards – see page 16

**New Year:** Welcome to the first edition of the year of our Property and Auction News. The Christmas/New Year breathing space already seems like a long time ago and 2018 is well under way. It is however very early in the year to be making predictions – but everyone loves an ‘expert’ making predictions – in the hope I think that they can be proved wrong by events! I am however made of stern stuff so here is one prediction:

“This year is going to be a good one for property sales”. No, not head in the sand optimism, just based on the start to the year. Across the region January has seen some excellent business – and generally if January starts well it’s looking good for the year. (Let me know at the end of the year if I was wrong!)

**New World?** On a different matter, if you plan to sell your home this year, what type of agent should you choose? For example maybe an ‘internet’ agent? There has been so much hype written and said about the change from ‘traditional’ to ‘internet’ agents that the picture seems confusing. Don’t of course believe all you hear or read (apart from this article of course...), the truth is that the lines between traditional and ‘internet’ agents were blurred years ago. All agents have a strong internet presence, the best have their own comprehensive website and the very best have a good social media platform. The element of charges is quite often cited as a reason to go ‘internet’ i.e. they are ‘cheaper’, the truth however is

that many of the internet firms will charge you an up front – non returnable fee and more for ‘extras’ such as accompanied viewings. I have to ask – where is the incentive for them to sell your home and achieve the best price? They already have your money. Cooper and Tanner still operate on a ‘no sale, no fee’ basis. If we do not sell your home, if we do not perform well – we do not get paid. Paying for results has to be a better system than having your money taken and no sale! Choosing an agent who is not interested in getting you the best price might end up costing you thousands, they are not motivated in achieving the best price for you. I think a better description of the difference between ‘internet’ and ‘traditional’ is ‘High Street’ and ‘non High Street’. If you go past any of our offices on any working day (and indeed sometimes late in the evening) you will see people looking at the properties we have on display. In this world of dual or even triple screening, our illuminated shop windows are one screen that works on passers-by and queues of traffic 24 hours a day, 365 days a year. To discuss how we can effectively market your home and get it displayed on the busy high street, please call your local branch. They are staffed by real people, who are genuinely interested in doing an outstanding job of marketing your property.

**Your local Cooper and Tanner branch will be delighted to provide advice on buying or selling. I can be contacted directly at [quintyn@cooperandtanner.co.uk](mailto:quintyn@cooperandtanner.co.uk)**

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## WELCOME, WELCOME, WELCOME! TO THIS BUMPER EDITION OF 'PROPERTY AND AUCTION NEWS'



BY QUINTYN HOWARD-EVANS ANAEA, MARLA, ANAVA

I originally joined Cooper and Tanner in 1989 – which now seems a long time ago! I am privileged to currently hold the position of Senior Managing Partner. Like all of my Partners I live locally and I take a huge pride in this firm and all that it represents.

We are up from 24 to 32 pages for a good reason – I am delighted to announce we have added three new branches to our network. Cooper and Tanner now have branches in **Wedmore, Cheddar** and **Bridgwater**. We are excited about this major expansion of our existing network and see huge potential for not only our Estate Agency Sales and Lettings departments, but also an opportunity for us to bring our Rural, Professional, Auction, Sale Rooms, Outside Sales and Development Departments to new clients.

Why more High Street offices? Being on the High Street is important to us for our profile, but as a firm made up of local people we are committed to making a contribution to our local High Streets. The internet is an amazing thing, but we humans are social animals and going into town for a browse and a coffee is a really important form of interaction – and this is what will keep all of our market towns alive. Whilst I am not claiming that our branches are the saviour of the High Street, I would state that well-presented offices, with lots of lovely houses in the window and friendly and knowledgeable staff is an extra draw for people to come into town and wander the High Street. That is why these new branches are so important to us – they give us a presence that the internet cannot compete with, whilst also providing a hub for anyone seeking advice about property, a building plot, a warehouse or even a family heirloom. A place to have a one on one conversation with a real person. In this digital age I still think you cannot beat personal contact.

So, we are so pleased to be in these new towns and to bolster these offices with the backup of our existing branches. If you need any advice on property, agricultural land, development or antiques, please call in – you will receive a friendly and professional welcome.

If you are in or around one of those towns, (or indeed in any area covered by one of our branches) what, you may ask can Cooper and Tanner provide that is not already on

offer? Well, this paper for a start. 'Property and Auction News' is distributed in supermarkets from Warminster to Burnham on Sea, from Bridgwater to Frome, and all points in between.

We distribute via most of the major supermarkets in all of our towns, and selected sites such as Frome Livestock Market, White Row Farm Shop in Beckington, and Hectors Farm Shop in Wedmore to name a few.

As I have said before, the reach of the internet is extraordinary, but everyone loves a good read. So, if you are for sale in Wedmore, Cheddar or Bridgwater and want to reach thousands of people you know where to come.

We also have 'The London Office'. Based in St James's Place, this part of our service puts West Country property before London buyers. We are due to hold our 'London and Country Property Show' in April and our glossy publication (acquire) is due soon. This nationally distributed magazine hosts a fine selection of property from across the country – your property can be included.

Finally, we provide wide ranging expertise. Unlike other agents in these areas we cover all aspects of Rural Practice, Property and Land Auctions, Antique Sale Rooms, Commercial Property, Development etc, etc.

So, whatever the nature of your enquiry we can help, and we do go the extra mile. [quintyn@cooperandtanner.co.uk](mailto:quintyn@cooperandtanner.co.uk)

## AT A GLANCE

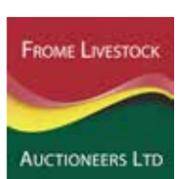


Outside Sales – see Page 14

### WEDMORE YFC LIVESTOCK SHOW

April 14th – see Page 29

Also available at:



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## SUMMER IS ON ITS WAY!



BY TIM HECTOR **BSC (HONS), MRICS, FAAV**

I joined Cooper & Tanner as a rural chartered surveyor in 2007 and became a partner in 2016. I have lived and worked in the rural sector of Somerset and the surrounding area all of my life and I am proud of the quality of service we offer to our rural clients!

**As I sit in my office I can see a strange yellow glowing thing in the sky which has been sadly missed thus far in 2018! Spring and Summer have always been a time for change and moving forward Cooper and Tanner has embraced this wholeheartedly with the appointments of several new members of staff and the unveiling of three new offices which we showcased in our previous edition.**

It seems at odds to begin with saying welcome to all things new and then utilise my first paragraph to talk about a member of staff who has amassed over forty years at Cooper and Tanner. However, on page three you will see that Michael Joyce who has been a partner at Cooper and Tanner for over 45 years has retired from the Partnership but remains as a Consultant. He will continue to provide unrivalled professional advice to his many clients from the Standerwick office. I have had the privileged of working with him for over ten years and have learnt a great deal and hope to learn a lot more over the forthcoming years.

Our new Bridgwater, Cheddar and Wedmore offices and staff have weathered the sea of change well to become part of the Cooper and Tanner family. They are working tirelessly to provide a first class service to all of their clients as well as promoting the other disciplines of Cooper and Tanner. If you are in the area, do pop in and say hello.

Whilst not wanting to wish spring away we are heading full speed towards the summer show season which encompasses a large number of shows and events throughout our area. We are delighted to help support these events either by attending, sponsoring or both. These shows offer an insight in to the rural community and the roles in which farmers and ourselves as agents and surveyors play

in the management of the local landscape. Many of the shows have cattle, sheep and goat competitions as well as local produce, flower arranging and crafts which show the very best that the south west has to offer.

We have already attended the Mendip Point to Point which was blessed with good weather and had a fantastic crowd all enjoying the racing which included camel racing for the first time. Wedmore Young Farmers also held their annual Show and Sale in Wedmore in April. The Young Farmers rear cattle, sheep and pigs which are then shown and judged before prizes are awarded. These events are seen as a way to encourage the next generation of farmers and rural custodians and we are delighted to be able to support such an event, particularly as we now have such a strong presence in the village of Wedmore.

The next agricultural show is the North Somerset Show on the 7th of May to be held near Failand. This is followed by the Mid Somerset Show on the 19th of August in Shepton Mallet and the Frome Agriculture and Cheese Show on the 8th of September in Frome. Cooper and Tanner are major sponsors at these two shows and our team will be at both meeting clients and offering advice and a cup of tea and a sit down to those who would like one!

Our business is one that is completely customer driven face to face contact and being out and about in the community is vitally important and something we all enjoy doing. Shows and events in and around the local community give us an opportunity to do just that as well as show our support! So if you see us at one of the above shows or out and out locally don't be afraid to pop in or say hello we would be delighted to have a chat! [tim.hector@cooperandtanner.co.uk](mailto:tim.hector@cooperandtanner.co.uk)

## AT A GLANCE

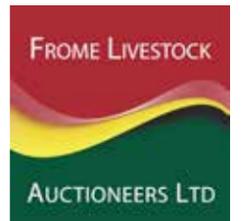
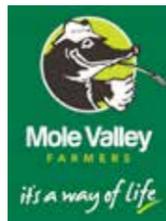


Spring Collective Sale – see page 15



Modern Living – see Page 25

This paper is also available at:



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## 'RENTERS RIGHT' BILL – AN EXPLANATION



### BY ANDREW COLYER MNAEA, MARLA

I started in estate agency in 1987 and joined David Bell & Company in Warminster in 1994. Cooper and Tanner and David Bell & Company merged in 2003 and I became a Partner in 2005. I am fortunate to live and work in a town which is located in the most beautiful Wiltshire countryside.

**Achieving above market rents to gain good yields and the requirement of landlords to meet mortgage repayments are two very important factors which define our local lettings market. On the horizon is an increase of landlord expenditure due to a Bill which will lead to the abolishment of tenant fees. Will that new legislation make those two market defining factors harder to achieve?**

The Bill or "The Renters Right Bill" proposes that letting agents are banned from charging any upfront fees that are not rent or deposits. This means charging registration, administration, inventory, reference, extension/renewal, and exit/check out fees to tenants will become illegal. Worryingly, a recent survey conducted by 'Upad' highlighted that 45% of private landlords are unaware of the Renters Right Bill proposals to scrap tenant fees. The proposed changes apply to properties and tenancies in England, Wales, and Northern Ireland. Tenant fees have already been abolished and made illegal in Scotland. Also included within the Bill is a proposed amendment to the Housing and Planning Act 2016 written into law in May 2016, to allow tenants to access the soon to be launched database of rogue landlords and letting agents. At present, only central Government and local authorities will have the right to access the database.

When tenant's fees were abolished in Scotland there was unsurprisingly an increase in rent costs of an average of £26 per month or £312 over the course of a 12-month tenancy. Some agents reported that following the ban in Scotland, rents rose by over 3%.

So, does this mean that the rents will rise in England, Wales and Northern Ireland? My feeling is that inevitably the cost will have to be borne by tenants in other ways, the most obvious being an increase in the monthly rent. My frustration is that honest letting agents do not have extortionate charges for

tenants and taking into account that they are benefitting from the comprehensive service that firms like us offer, why shouldn't the tenant have to pay towards the cost of providing that service? However, I welcome the part of the Bill which allows tenants to access a list of unscrupulous lettings agents, I hope it goes some way to eradicate poor agents from an over populated market place.

Do I believe that this change in legislation will bring about a glut of rental properties to flood the lower end of the sales market? My answer is no. I feel very strongly that a mix of the historically poor performing pension market, rising housing market and low interest rates brought about a huge change in the way normal people look at their retirement plans. My belief is that landlords are looking to their property as a much more long-term investment than they did previously and most are prepared for the short comings of the highs and lows of the sales market.

Against the backdrop of this legislation Cooper and Tanner has expanded its Lettings service. Why have we done so? The answer to that question is quite simple and it has been one of the cornerstones of our business strategy for over 100 years: - *There has to be a place in the market for an agent who is prepared to go the extra mile and provide professional advice and an exceptional service for local people.*

This ethos has seen our lettings business increase by over 400% in the last 2 years. This increase is in short down to the exceptional staff we have working in our branches in Warminster, Castle Cary, Shepton Mallet, Cheddar and Bridgwater. If you have a rental property and are not receiving an exceptional service or would like further advice on the changing face of Lettings, please call your local office and find out why so many people are moving to us. [andrew.colyer@cooperandtanner.co.uk](mailto:andrew.colyer@cooperandtanner.co.uk)

## AT A GLANCE



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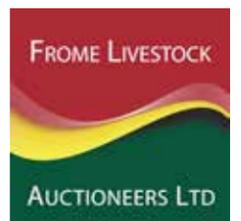
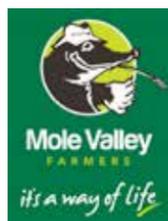


Jewellery sales – see Page 11



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This paper is also available at:



# WELCOME TO

## COOPER AND TANNER PROPERTY AND AUCTION NEWS



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### BY OLIVER JENKIN

My career in Estate Agency began over fifteen years ago. I worked for a large corporate agency covering the South Somerset area and then joined Cooper and Tanner in 2009, I became an Associate of the firm earlier this year. I am an active member of the Mid-Somerset Show committee and am also a member of Glastonbury's Chamber of Commerce.

The idea of a Mid Somerset Show was first conceived over 160 years ago, thanks to the farming community's well-rehearsed ability of mixing business with pleasure, something that remains strong to this day. In 1908 Charles Cooper of Frome and Neville Tanner from Glastonbury formed Cooper and Tanner, their interaction with an already buoyant agricultural community and a fast-growing show society helped establish the connection and mutual appreciation that Cooper and Tanner and the show society enjoy to this day. Well over 100 years have passed since our respective inceptions, during which time we have both grown substantially, achieved far more than ever thought possible, but also faced many difficult challenges along the way. Perhaps our greatest achievements are best highlighted by our continued longevity and recognising that diversification into a number of different areas helps to achieve future success. Today Cooper and Tanner are one of the Mid Somerset Shows most passionate, long standing supporters and remain committed to maintaining this mutually beneficial relationship for many years to come.

My own involvement with the Mid Somerset Show began in 2014, having had a willingness for quite some time to take a more active role within in our local community. This desire was fuelled by three things:- My passion for the area that I have lived and worked in all my life, the chance to enhance the Cooper and Tanner brand and the opportunity to involve myself in something that I knew very little about! Being part of the sponsors committee allows me work more closely with the existing members, meet new faces, build on existing business relationships and have a bit of say on how to make the most of future

sponsorship opportunities. My work with the committee has also given me huge insight into just how much effort goes into making this one day show so successful, including getting to know some of the army of volunteers who work throughout the year to make show day possible.

This year's show takes place on Sunday 19th August and promises to be one of the biggest to date, building on the success of the last few years which have seen the attendance levels increase significantly. The shows agricultural heritage is still well represented on the day but with free entry and so much to do for all ages, the show now has fantastic family appeal. Entries for the mixed livestock classes which include cows, sheep and pigs are on the up and there is also a wide range of equestrian classes. Returning for 2018 is the ever-popular Sheep show as well as new livestock classes, trade stands, the Somerset cider championships and South West Cheese Awards. This last event will include our Managing Partner Nick Oliver, who will be auctioning off the prize winning cheese.

In this edition of our Property and Auction News there is a special section dedicated to the Mid Somerset Show. Take a trip down memory lane in our "then and now page", hear from regular show goers and their own memories of shows gone by, meet our Shepton Mallet team and find more about their passion for Shepton Mallet. Our marquee is once again located next to the main parade ring and provides a great seating area to watch all the days events. There will be plenty of refreshments and Cooper and Tanner staff in attendance providing advice on all our areas of expertise. We look forward to seeing you there and be sure to enter our competition for two complimentary lunch tickets in the member's marquee on show day! [oliver.jenkin@cooperandtanner.co.uk](mailto:oliver.jenkin@cooperandtanner.co.uk)

## AT A GLANCE



Equestrian – see page 9

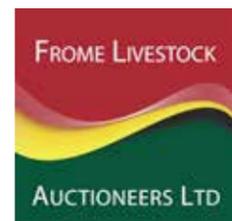
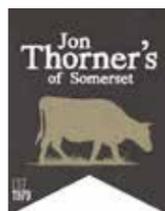


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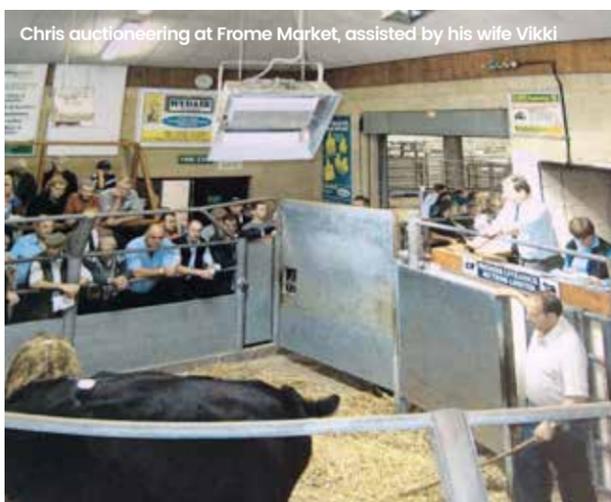
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## EVERYTHING CHANGES – EXCEPT PEOPLE



### BY CHRIS EDEN FRICS FAAV – PARTNER

I joined Cooper & Tanner as a rural chartered surveyor qualifying in 1981 and qualified as a full member of the Central Association of Agricultural Valuers in 1985. I became a Partner in 1992 and have been lucky to share in this firm's development for over 36 years.



**I was born and raised on a Warwickshire arable and livestock farm including pigs, poultry and potatoes.**

I was keen to work in a livestock market and so after a spell working in Rugby, Guildford and Haywards Heath Markets moved to Glastonbury and thereafter Frome. What first struck me about the West Country was that these areas could grow grass better than anywhere I had been working previously. With grass comes cattle and sheep and with cattle and sheep comes livestock markets.....and auctioneers. So for some 28 years I was pleased to preside over the store cattle section at Frome Market "old and new".

In 1990 we made the difficult decision to close Glastonbury Livestock Market and move Frome's town Livestock Market to a purpose built site just outside of the town at Standerwick. I was delighted to have been involved in its design, construction and subsequent growth and development and note that we are now probably one of the largest store cattle markets in England!

I have watched the changes that farmers have had to deal with from disease controls (B.S.E. and foot & mouth) to the increased regulatory control of livestock movements, sometimes for very little gain (other than political) as many farmers were controlling movements of their livestock themselves! I have seen farm incomes being eroded from the late 1970's (when I was studying for my finals at Cirencester College) to now. For example cereal crops were worth

£90 - £110/T then and now some 40 years later they are worth.....£90 - £110/T. This year may be different because of the low yield of cereal crops due to the drought conditions we have experienced.

As a result the comparatively small family farm has given way to much larger farm units, some milking 500 cows as opposed to just 50! Many are still owned by farming families and know the next generation is stepping up to take over where Dad left off to face the future challenges and demands that BREXIT will present to them.

Elsewhere in our business we have refined and expanded our residential office network concentrating on serving local towns in our region. We have also employed specialist staff to deal with the expansion and development of those towns, both in residential and commercial terms.

I am pleased that we have deliberately avoided the larger firm "corporate view" which can sometimes produce an impersonal service – this is not the Cooper and Tanner way and I hope we are able to continue to offer a friendly and personal service to all our clients. Certainly the Feefo feedback seems to support this view.

Improved communication has been hugely important to this firm and we have embraced all manner of new and changing technology. Yet after a year of producing this newspaper (which might be considered a more traditional form of communication) we find this to be one of the most popular and successful of the innovations we, as a firm, have embraced.

You, dear reader, clearly enjoy this mode of communication. It might be because we are providing you with the information you need. It could be that you like the "touchy feely" of a newspaper as opposed to a computer screen. It might just be because it's FREE!

Whatever it is it proves that although we are on Facebook and Instagram, change does not always have to be futuristic in approach. We, the partners of Cooper and Tanner, will strive to maintain traditional values of service in any way we can.

[chris@cooperandtanner.co.uk](mailto:chris@cooperandtanner.co.uk)



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During the recent  
**Macmillan Coffee  
Morning, we raised**

**£5,500!**

Thank you to  
everyone who  
bought cakes  
and donated  
items for the raffle.

See page 23 for photos.

This paper is also available at:

