



Pallant

HOLIDAY LETS



INFORMATION FOR LANDLORDS



Welcome To Pallant Holiday Lets

About the Company

Pallant Holiday Lets is the holiday lettings trading name of Henry Adams LLP, one of the most highly regarded independent property companies in the area. The partnership is one of the most diversified firms in the area, offering a range of different services. These include house sales, a fine art auction room, an agricultural department, planning and commercial. Henry Adams also have residential lettings offices in Horsham and Storrington.

The company was founded originally in 1990 by Henry Adams himself. Henry conducted livestock auctions in the 1950's, 60's and 70's and was a partner in a local independent firm. We have grown rapidly since and our land and new homes department is one of the largest in the region, dealing with both small and large developers and house builders.

It is crucial to be compliant with legislation affecting lettings and specifically holiday lets and short term contracts. We can advise you on all the up to date laws.

Whether we are dealing with holiday lets, sales, lettings, or auctions, our ethos is the same – we aim to provide a professional, friendly and above all, proficient service to all our clients. We hope that this brochure will provide an insight into our firm and also give useful information as to what is involved in holiday lettings.

We recognised some time ago the need for a professional firm to cater for the needs of holiday makers in the south, which is why we started Pallant Holiday Lets. After all, the South of England and Sussex and Hampshire in particular, have some of the most renowned activities in the UK and people travel from all over the world to attend them.

From the Festival of Speed and Revival Meetings at Goodwood, as well as horse racing, to sailing at Cowes, polo at Cowdray and numerous other activities, there certainly isn't a shortage of things to do in the area! Whilst the British weather is a popular topic of conversation, don't forget that West Sussex enjoys some of the best levels of sunshine in the UK.

We want to be able to offer people an attractive alternative to expensive hotels, whether they are staying for one week or a month and we only deal with

properties which are of a high standard. Most people work extremely hard to save for their holiday and we want to ensure that they thoroughly enjoy their break, with the minimum of hassle.

Our business is not confined to just holidays though. We have strong contacts with some of the most prominent employers and organisations in the area, such as Rolls Royce and the Festival Theatre. They often require short term accommodation for their staff and simply do not want to be tied into assured short hold tenancies, which are usually for a minimum of six months.

We will advise you on what equipment and furnishings you need to provide in your property and how best to present it.

Some interesting facts...

- Most properties which are suitable for holiday lets will generate a far greater income over the course of a year than if they are let on an assured short hold basis - even if they are only let for a few months.
- Short term lets give much greater flexibility than assured shorthold tenancies, without all the problems associated with longer lets.
- An increasing number of people are taking holidays in the UK as opposed to holidaying abroad.
- The number of second home owners in the South East grows year on year.
- Most second home owners use their properties less than a third of the year - meaning that for the remainder, their properties are sitting empty!

- With an ever more transient population, we expect this sector to grow.
- Many investor landlords are turning to holiday lets as an alternative to the more traditional assured shorthold tenancies.
- The South East of England is one of the most popular holiday destinations in the UK.

Letting Your Home

Choosing one's holiday destination can be one of the most important decisions a family will take during a calendar year. For this reason, we make a number of strong recommendations to landlords before they let their home. Often a relatively small investment prior to the home being let, will ensure that a greater income is achieved and also a higher occupancy rate is attained.

It also leads to more repeat bookings, which are always welcome!

No one wants to turn up to a property which they have booked for a two week holiday to find that neither the heating or washing machine work. The décor and quality of fittings are very important. We can advise you on what to include or exclude in order to make sure that your property appeals to as many potential customers as possible, including style of décor and furniture.

RECOMMENDATIONS

Modern fittings are a must! Clean, well presented kitchen and bathroom suites are essential.

Neutral décor If redecorating, don't go for colours that are too strong - most people prefer neutral colours.

Furniture This should be of good quality and comfortable, particularly sofas and beds.

Bed linen/towels Good quality linen and towels are important and should ideally be neutral in colour.

Kitchen equipment Adequate numbers of knives, forks and pots and pans are essential and you should also provide all essential cooking equipment such as a microwave.

Little "luxuries" such as coffee makers are also likely to help make your property more attractive.

Instruction manuals on all equipment should be kept at the property and be clear and concise.

A television/dvd player are usually expected. Broadband connection is desirable.

Don't over clutter! Putting too much furniture in can work against you.

Legal and Moral Obligations

Landlords have a legal and moral obligation to ensure that holiday makers and their visitors have a safe environment in which to stay. Safety regulations have been revised over the years and penalties for non-compliance can be very severe. It is important to acknowledge that legislation can change at any time, but at the time of going to press, we are able to outline some of the most important acts.

Gas Safety (Installation and Use) Regulations 1988

It is the landlord's responsibility to ensure that every twelve months a qualified Gas Safe registered engineer checks that all gas appliances, flues and pipe work are in safe working order. Pallant Holiday Lets will ensure that a certificate is always kept on file.

The Furniture and Furnishings Fire (Safety) Regulations 1988 (amended 1989 and 1993)

This law stipulates that all furniture and furnishings "supplied in the course of business", which includes holiday lettings, must satisfy strict standards of fire resistance - they must pass the "match test". Generally products purchased in the UK after 1989 will usually satisfy the standard, but in the absence of a label or manufacturer's warranty, the possible non-compliant item must be removed prior to letting. The regulations do not cover furniture made before 1950, or carpets and curtains.

The Electrical Equipment (Safety) Regulations 1994

Landlords must ensure that all electrical wiring and appliances are in good, safe working order. We recommend that a qualified electrical engineer should check the appliances and any defects such as fraying wires, damaged plugs or sockets should be repaired immediately and any unsafe items removed.

Smoke Alarms

The building regulations of 1991 state that all properties built after June 1992 must be fitted with smoke detectors and alarms. For properties built before this date we recommend that independently powered units are installed on each floor.

General

Pallant Holiday Lets will only let properties which are clean and well presented. We can arrange for cleaning to be done in between tenancies and we have a team of contractors on standby to ensure that each new holiday maker arrives at a property in the condition they would expect.

Taxation

The rental income you receive is subject to UK tax and should be declared on your self-assessment return. Certain items can be offset against the rental income, so it is important to retain copies of your statements and any invoices on expenditure related to the let.



What's Next?

The first step is for us to inspect your home and discuss terms and conditions with you and if necessary, make any recommendations we feel may enhance the price we can achieve.

Once we have been instructed, we will write to you confirming our terms and conditions and load your property details onto our website. It is essential to have as many images as possible on our website and we will ensure that your home is presented in the best possible light.

We have a sophisticated online booking system which enables us to take bookings even when we're not open, as customers will have the option of booking their holiday and paying for it online. It works for us and you literally 24 hours a day, 7 days a week!

As the system is web based, bookings are done in "real time", which means that there is no danger of weeks being double booked. An online calendar shows prospective customers exactly when the property is available.

Once a booking is confirmed, we take an initial non-refundable deposit, typically 30% of the total. We then confirm in writing the details of the booking to both the customer and you. The balance of the booking fee is taken at least 6 weeks prior to the holiday commencing.

We can organise an inventory prior to the start date, listing all items remaining at the property.

We can tailor a service to suit your needs including arranging for cleaning and the changing of bed linen in between tenancies and of course, ensure that the necessary legal requirements are complied with, regarding gas safety inspections etc.

CONTACT US

Visit our website pallantholidaylets.co.uk to find out more about us and how our booking system works.

If you are interested in generating an income from your second home, please contact us.

Call David Vawdrey on 0844 874 0464 or email david@pallantholidaylets.co.uk





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