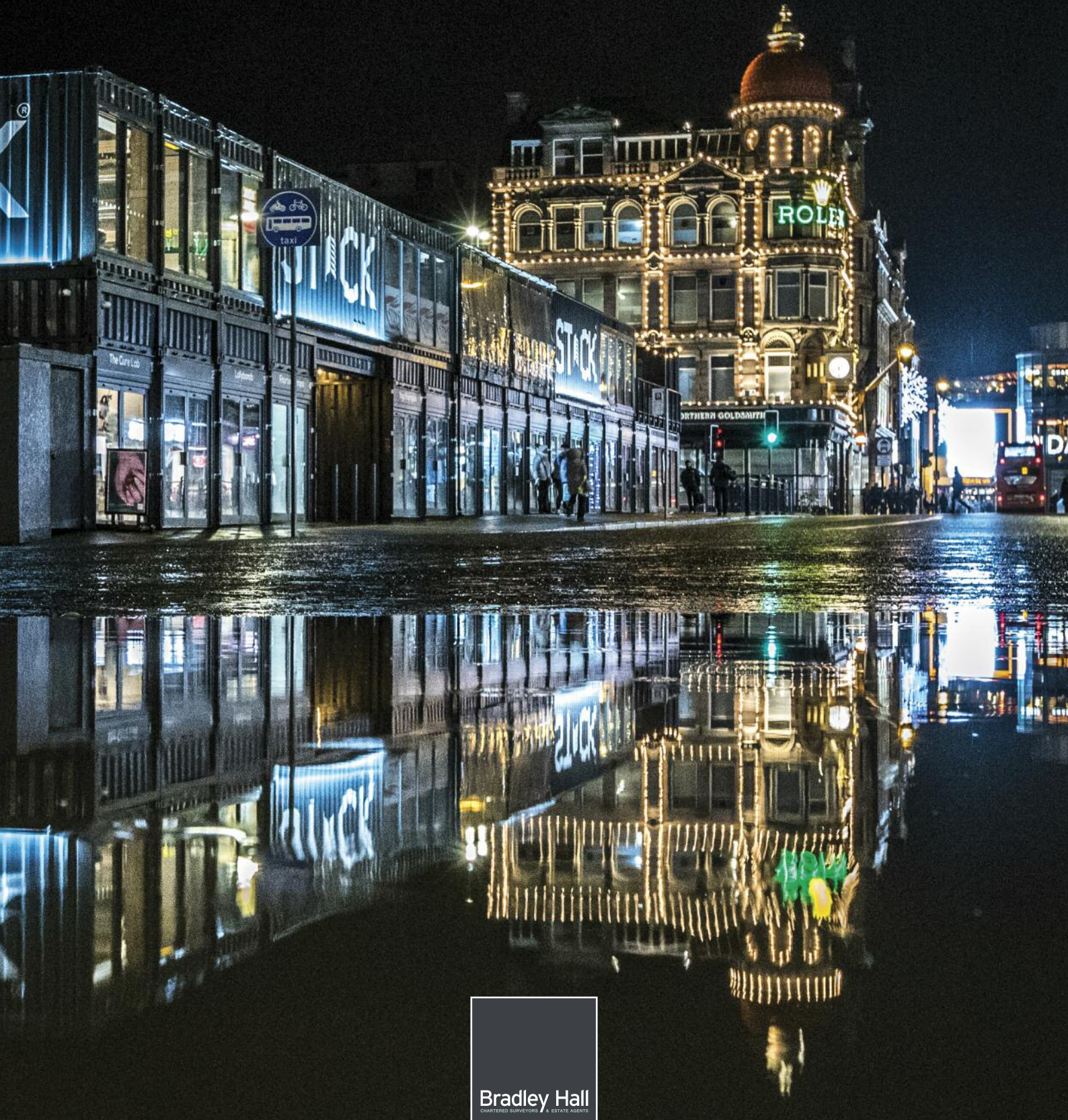


ISSUE 08 | AUTUMN 2019

PORTFOLIO

PROPERTY AND LIFESTYLE MAGAZINE FOR THE NORTH EAST



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WELCOME...

...to Brexit, no I mean Brexit or is it Brexit... hang on, this is the North East. Our region is full of incredible dedicated and committed people striving to get better and improve.

You can't hide from it. The headlines continue and doom and gloom are rife. Private, public and third sector industries continue to be impacted by Brexit, with the larger and national employers appearing to suffer most.

I don't think anyone could have anticipated the impact that Brexit would have - or will continue to have past the deadline. I don't think that Brexit is the problem, it's the uncertainty. Give us the new rules and we'll work with them.

The long-term ambiguities and the frustrating lack of progress in terms of an over-arching government strategy have caused confusion for many. Consumers, clients and operators alike have taken the rabbit in the headlights approach, stopping in their tracks – simply because no one is really sure of what is going to happen.

It's important for us all to remember that Brexit probably won't cause the earth to implode, and we won't be forced to scavenge roadkill due to rations on a post-apocalyptic scale. Despite this, it is still important to consider the ramifications, futureproof and forward plan for the likely eventualities to local economy and business.

It was only this morning I met with a major manufacturer who was championing his North East team. The company has been opening new plants in other major cities, with clients eager to replicate the success of his North East operation – purely because of the dedication of the team who just want to work hard and achieve.

We've been bracing for impact for some time now, and more local business owners have had to think fast, adapt and

acclimatise to keep growing and improving. Being an SME or Medium Sized Enterprise has almost given operators slightly more freedom in the ability to modify to survive and succeed.

New ways to approach business, to create and maintain employment have been essential in this challenging market. Innovative and entrepreneurial operators have created new ways, and even in some cases products and services, to maintain success.

Many people dread change however, we're now left with little choice. It's time for fight or flight – what will you choose? I know which approach we are taking and endorsing.

Neil Hart
Group Managing Director
Bradley Hall

A NOTE FROM THE EDITOR...

First of all, thank you to our estimated 35,000 readers for picking up the Autumn 2019 edition of Portfolio Magazine. If you've been following us from the start, you will have experienced first-hand the evolution of the publication into one of the region's most read property, lifestyle and business magazines.

We've had some fantastic support from a number of businesses which we are proud to be associated with, including with repeated support from national garden chain Dobbies Garden Centres, leading removals company Dorree Bonner, Karpet Mills, and law firms Hay and Kilner and Samuel Phillips. FV Capital join us once again with an informative editorial piece, and North East based CP Lighting have chosen to be included once again in our lifestyle section. The outstanding North East venue Spanish City, cooker specialist Walter Dix & Co and aesthetics experts Novellus Aesthetics are also featured throughout the magazine.

National and international brands such as Emirates Holidays, BMW, iconic fashion brand Reiss and high end furniture store Barker and Stonehouse have all provided fantastic articles for our readers to enjoy. We are delighted with the content with something for everyone included.

It is always our priority to champion what is outstanding about the North East. At Bradley Hall, we truly believe that our



region is an unrivalled place to live, work and socialise with an abundance of further potential, whilst exciting future plans and developments which are in progress will also continue to grow its

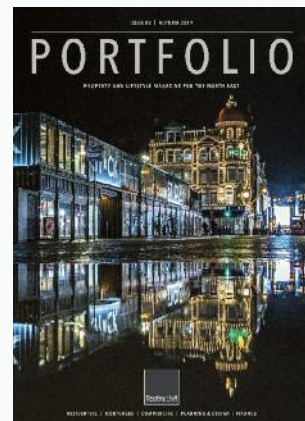
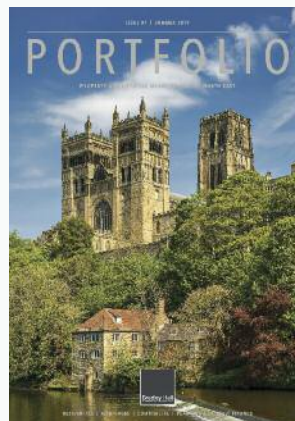
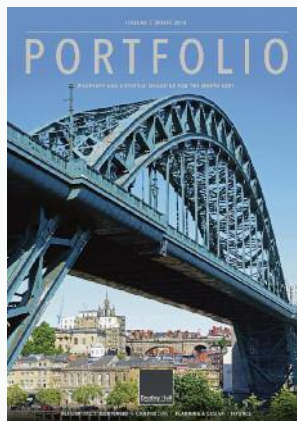
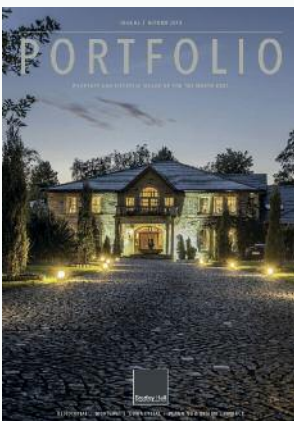
appeal. In this edition, we've focussed on plans for the future of Sunderland and how the city is being reshaped and redefined through a £1.5bn programme of development, as well as a lifestyle feature on its stunning coastline.

As a property firm, our role will always be to present readers with the best residential and commercial property opportunities in the region. We are incredibly proud of the selection of properties, luxury homes, new build developments and commercial properties which are represented in this edition. It really does showcase the reach, variety and broad client base we have at Bradley Hall.

As always, I would like to say a big thank you to our design team at SH Advertising, all our readers and past and present advertisers for making Portfolio what it is today.

Cassie Moyse
Editor
Portfolio Magazine

cassie.moyse@bradleyhall.co.uk



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or email cassie.moyle@bradleyhall.co.uk

Meet our SENIOR TEAM



Neil Hart
Group Managing Director

Neil has forged a strong reputation as one of Newcastle's most dynamic chartered surveyors, developing excellent relationships with clients by delivering a first-class service. Neil has been with the firm since 2000, became Managing Director in 2015 and has since overseen the strategic and rapid growth of the company from three offices in the North East to eight offices across the North East, North West and London. Neil also heads up all Commercial Agency and acquisition projects.

0191 232 8080



Peter Bartley
Group Director

Peter joined Bradley Hall almost 25 years ago and provides both commercial and residential agency advice to clients. An expert in handling high value, luxury residential property matters, he provides consultancy services on key residential transactions, conducts valuations, rent reviews and lease renewals and advises clients on the acquisition and disposal of commercial properties.

0191 383 9999



Richard Rafque
Director and Head of Professional Services

As the Head of Professional Services, Richard oversees a team of qualified RICS Registered Valuers undertaking valuation work for a broad range of clients from private individuals to major high value investment clients. Richard undertakes valuation work for probate, matrimonial, secured lending, tax and accounts purposes, also representing major bank clients including Barclays and Lloyds. Richard also oversees all lease renewal and rent review instructions undertaken on behalf of tenants and landlords while also working across Commercial Agency and acquisitions.

0191 232 8080



Geoff Davis
Finance Director and Advisory Board Member

Geoff is a Fellow of the Institute of Chartered Accountants in England and Wales. He joined Bradley Hall in March 2010. A highly motivated and experienced accountant, he specialises in property and previously enjoyed a 22-year career at Grainger plc, the listed residential landlord, where he was company secretary before progressing to Head of Finance. In his current role Geoff is responsible for all aspects of finance and provides key services to clients including the production of service charge accounts and cash flow budgeting. He also sits on the firm's Advisory Board.

0191 232 8080



Catherine Affleck
Group Operations Director and Head of Property Management

Catherine joined Bradley Hall nearly 15 years ago and has a first class honours degree in Estate Management. In her current role, Catherine oversees day to day activities to ensure the smooth running and efficiency of the organisations at the direction of the Group Managing Director. Catherine became an RICS APC Assessor in 2015. Specialising in Property Management and Landlord & Tenant matters, Catherine heads up the growing Property Management department, offering specialist advice to a range of clients.

0191 232 8080





Jonathan Rudge
Head of Land, Development & New Homes

Jonathan has 14 years' experience in the property development sector and acts for a broad range of occupiers, investors, developers and the public sector. Jonathan provides strategic and site-specific development advice with a focus on residential and city centre schemes. This role encompasses land sales and acquisitions; residual valuation; viability analysis; market research; planning application support and planning policy representations. Jonathan also coordinates Bradley Hall's new homes sales business.

0191 232 8080



Lewis Chambers
Director of Mortgages and Finance

Lewis is a Director of Mortgages and Finance, specialising in mortgages, protection and insurance. He set up Bradley Hall's sister company, BH Mortgages alongside Neil and Peter in 2015, before merging the company into Bradley Hall Chartered Surveyors and Estate Agents. The team has since welcomed four staff members and looks to expand further as part of its growth strategy.

0191 260 2000



Matt Hoy
Director of Estate Agency

Matt specialises in Residential Estate Agency. His experience covers all aspects of the sector from sales and lettings negotiations, client management and business development. Matt's expertise in the property market stems from an accomplished background in estate agency in which he progressed from a sales negotiator to take on responsibility in senior roles. Matt currently oversees a branch network of six offices whilst continuing to deal first hand with client instructions.

01670 518 518



Leigh Taylor
Head of Commercial Finance

Leigh Taylor head Bradley Hall's Commercial Finance department, which is one of the UK's fastest growing independent financial operations. Leigh and his team are able to provide bespoke finance solutions to businesses of all types and sizes through an unrivalled selection of lenders. Services include; commercial mortgages, property development, business finance, asset finance, acquisition funding and refinancing.

0191 260 2000



Mark Ketley
Director of BH Planning and Design

Mark has extensive knowledge and experience of the planning system specialising in major residential, mixed-use, commercial and key infrastructure projects. A Chartered Town Planner, Mark acts for a range of developers, land owners and investors as well as providing consultancy support to local authorities.

0191 232 8080



Henry Scott
Head of Building Surveying

Henry is experienced in all service lines of building surveying including contract administration, project management, building condition surveys, defect diagnosis, dilapidations, reinstatement cost assessments, design and drawing, planned preventative maintenance and party wall matters. Henry has over 10 years of experience in the industry and is overseeing the rapid expansion of Bradley Hall's Building Surveying division.

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MOVING ADVICE

from Leading Removals Company Doree Bonner International

Moving is a time of mixed emotions, all too often the great excitement of choosing a new home is overshadowed by anxiety, stress and worry.

We understand this, and is why as a professional moving company we aim to take the strain, leaving you to savour the excitement.

Having used professionals to sell your property, arrange a mortgage and handle the conveyancing, doesn't it make sense to use a professional moving company to deal with the most important part of all, moving?

Ask yourself

- Will the mover truly understand our needs?
- Will our effects be handled with care?
- Can we rely on them to be flexible and accommodating?
- Has the mover got a proven track record?
- Are they a member of the BAR – British Association of Removers?

Everyone's requirements are different.

At Doree Bonner we understand this!

From your first call our fully trained co-ordination staff will ensure your move runs smoothly from start to finish. Remember that we have been moving people like you for many years, and our uncompromising commitment to traditional values such as honesty, respect, courtesy, flexibility and reliability has set us apart.



The Home Visit

Our co-ordination staff will arrange for a member of our sales team to visit your home to ensure that you receive a comprehensive quotation based upon your own requirements from moving the largest piece of furniture to your smallest piece of china/glassware, to making a special case for those prized possessions. Remember, this visit is "Free of charge" and you are under no obligation to use our services!

Moving Day

Come moving day, your team that will have been specially chosen from a front line staff of over 100 qualified removers and packers will commence wrapping and packing your effects using the highest quality packing materials.

Sit back and relax as our uniformed team, who all carry photographic identity cards, have been assessed by T.M.I (The Movers Institute) are DBS checked and

are part of our "Customer Values" Initiative, carry out your move.

Our Staff are regularly trained on their skills and techniques and have completed courses developed by the B.A.R (The British Association of Removers) and we also have our own "in-house" training courses held at our own training school.

Storage

Often at the last minute moving dates may change so it may be necessary to store your personal effects for a short period. Doree Bonner offers secure storage services with 24 hour surveillance.

Doree Bonner are also one of the most recognised International removals companies in the UK.

We are proud to hold a large number of industry accreditations including membership of BAR and in 1996 the Doree Bonner International Group was awarded the ISO 9001:2000 (now 9001:2015) Certification; a major achievement, reflecting the high standards maintained by the company in all aspects of its services.

At Doree Bonner International we believe that a move should be a memorable experience for all the right reasons. From the most junior of porters to our Managing Director, it is our aim to ensure once you have moved with The Doree Bonner International Group, you will always return to us for all your moving needs.



Doree Bonner International's

TOP 10 TIPS FOR MOVING

1. Recommendation from a family member or friend is a great starting point for choosing your Removals Company
2. Plan your move well in advance, at least 4-6 weeks. Even if you don't have an exact moving date.
3. Always use a moving company that is a member of the BAR (British Association of Removers). Better still a company who is "FIDI FAIM" accredited as these companies are amongst the top 600 Movers in the world.
4. How did you "get on" with your removals consultant, if you liked him/her that is always a good sign and they will be easier to contact if you have any questions or issues.
5. Remember to make arrangements that cater for children and pets in advance of the move.
6. Always best to advise your neighbours either side and opposite if appropriate. They will already know if you're moving and allowances need to be made for the removals vehicle to park on the day.
7. Ensure you keep all important documentation such as passports, driving licenses, medicines if required, keys and small valuable items such as jewellery with you personally.
8. Make sure you have comprehensive insurance in place, events beyond the control of you and the Moving Company could take place.
9. Pack a box with kettle, mugs, tea and coffee so you can have a refreshing cuppa at any time.
10. Relax and let us take the strain.

The Doree Bonner International Group has a local branch in Newcastle as well as branches across the UK
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SOUTHBANK

39 High Street, Belford, Northumberland

Originally built in 1927, Southbank is a commanding four bedroom detached home in the village of Belford. The property has only been sold once since and has been well maintained by the current owners.

Located 15 miles from Alnwick and 14 miles from Berwick upon Tweed, Belford is the ideal location for this family home. Both towns offer excellent secondary schooling and national retailers as well as a wealth of historic architecture. Belford benefits from a primary school, a parish church, a supermarket, a dentist and doctor's surgery and golf club. For those looking to be near the coast, Belford sits within enviable proximity of Bamburgh and Holy Island, with their stunning beaches and historic castles.

Entry via the main front door leads to a large, bright hallway giving access to the ground floor accommodation. This floor benefits from a generous breakfasting kitchen with patio doors accessing the large lawn on the east of the house. The kitchen features high quality base units & full height crockery cupboard, a large

walk-in pantry and a serving hatch to the dining room. There is also a separate utility room, cloakroom and a boot locker.

The spacious dining room features an east facing patio door and large stone fireplace. The property benefits from two lounges. The first, larger lounge features 9ft high corniced ceilings, original fireplace and patio doors to the south-facing lawn and orchard. The smaller lounge is the perfect family room with its fireplace and original strip hardwood floor. Large windows to the south and west provide a wealth of light.

The ground floor also provides a study with its original fireplace, built in shelves and dual aspect windows.

The family bathroom on the first floor provides a large walk-in shower, hand basin and original re-surfaced cast iron bath. There is a secondary shower room

with hand basin and a separate WC.

There are four double bedrooms to the first floor of this home. All four are generous double rooms and each features its own original fireplace. The master bedroom is a spacious bright room with large south facing windows overlooking the mature garden and trees.

The house is approached via a gravel drive bordered by pretty fruit trees, providing ample parking space. There is also a detached, stone built, double garage with adjoining stone shed with scope to be developed as further self-contained accommodation.

The property sits in the centre of its 3/4 of an acre plot and benefits from a multitude of attractive mature garden areas; the most notable being the large south facing lawn.



GUIDE PRICE £525,000

EPC Rating E47

 X 4  X 2  X 6

Alnwick
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3 BONDGATE WITHIN ALNWICK, NORTHUMBERLAND

GUIDE PRICE £350,000

EPC Rating D55

 X 4  X 1  X 3

Via the main entrance door is well-arranged ground floor accommodation starting with the dining room, featuring an original stone built fireplace. Adjoining the dining room is a spacious and bright lounge which has a fireplace with multifuel stove. Thematically throughout is an array of exposed stone to the walls and exposed beams to the ceiling which add character to the home.

The garden room, to the rear, provides a perfect space to relax and enjoy the tranquillities of the home, with patio doors providing natural light and access to the rear garden.

The kitchen is a generous size and provides built-in appliances including: oven, dishwasher and fridge-freezer as well as high quality wall and base units. Furthermore, a separate breakfasting room provides additional space for appliances and white goods.

The first floor boasts two spacious bedrooms which are well decorated and benefit from front facing views with large windows which provide natural light. The family bathroom is also on this floor comprising; a free-standing bath, a large shower, WC and hand basin.

On the third floor are a further two

bedrooms, one being the master bedroom and both with exposed beams, stone walls and Velux windows which provide natural light.

Externally, the property benefits from a three-tiered private rear garden which has been well designed and features lights to display its beauty in the dark evenings.

Alnwick
01665 605 605
alnwick@bradleyhall.co.uk

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NEW TO MARKET



A selection of Bradley Hall properties which are now available across the region . . .



MANORSIDE WYNYARD

GUIDE PRICE £1,149,999

EPC Rating C

 X 5  X 5  X 3

This newly built, large modern mansion is situated on a highly desirable development at Wynyard. This contemporary property boasts substantial living accommodation with intelligent lighting, underfloor heating and Bose sound system. This property has a layout designed for family life.

The ground floor comprises; an open plan breakfasting kitchen with island and fully integrated appliances, granite work surfaces, luxury flooring and a feature fire,

a further formal dining room, living room and study as well a large family cinema room.

Panoramic bi-folding doors lead from the kitchen and dining room onto the patio and impressive garden, laid completely to lawn.

The galleried landing leads to the first floor which boasts five large well-appointed bedrooms all with built in wardrobe space and en-suite facilities. One of which is the master-suite featuring

walk in wardrobe and en-suite with free standing bath.

There is an additional wing to the property which gives a buyer the option to develop into further living space, gym or potential workspace. Further details and options can be discussed upon viewing.

Durham
0191 383 9999

durham@bradleyhall.co.uk



DROVERS COTTAGE LONGHORSLEY

GUIDE PRICE £479,000

EPC Rating F

 X 4  X 2  X 3

This detached, well-presented, stone-built cottage is situated in a mature district within the village of Longhorsley. Drovers Cottage was built circa early 1700's originally as two separate farm cottages - it now provides a single, spacious accommodation spread across two floors. The property has been well maintained and renovated by the current owners whilst retaining many of its original features.

The welcoming entrance hall gives access to the lounge which is completed by a stone inglenook fireplace including a cast iron wood burning stove and original beams to the ceiling. The dining room has a feature timber fireplace with cast iron grate and tiled inserts while the kitchen has a range of units and fitted appliances and leads to a utility room and a spacious conservatory overlooking the rear garden. Situated on the first floor are four

bedrooms, with an en-suite to the master and a family bathroom. Ideally placed opposite the village green, the generous front garden is mostly laid to lawn with a driveway leading to the double garage and the rear garden.

Morpeth
01670 518 518
morpeth@bradleyhall.co.uk



WOODLANDS GOSFORTH

GUIDE PRICE £500,000

Awaiting EPC

 X 3  X 3  X 2

This lovely property has been sympathetically modernised to offer a contemporary family home while retaining a wealth of its original features.

Located on the sought-after Woodlands, within the heart of the Gosforth's Conservation Area and bordering Dukes Moor, properties like this

are rare to the market. It is ideally positioned for access to Gosforth High Street as well as the wealth of amenities, cafes and independent boutique shops it has to offer.

The nearby transport links include a multitude of public transport services as well as its access to the M167 Central

Motorway, A1068 Coast Road and the A1. This home is within the catchment area for several outstanding local primary and secondary schools within both Gosforth and Jesmond.

Gosforth
0191 284 2255
gosforth@bradleyhall.co.uk



**GREVILLE GARDENS
GREAT PARK**

OFFERS OVER £190,000
Awaiting EPC

 X 3  X 2  X 1

This modern semi-detached family home, with a south facing garden, is perfectly situated on Greville Gardens within the Phase III of Newcastle's Great Park. This property would be ideal for first time buyers and is situated within close proximity to fantastic transport links such

as the A1, Great North Road and the A696. This property provides a modern living space as well as access to excellent local schools such as Brunton First School and the OFSTED outstanding Gosforth Junior High Academy.

Gosforth
0191 284 2255
gosforth@bradleyhall.co.uk



**WARDLE TERRACE
LONGFRAMLINGTON**

GUIDE PRICE £230,000

EPC Rating F

 X 4  X 3  X 1

Four Wardle Terrace is a fantastic four bedroom home, ideal for families, first time buyers and holiday investors alike. The ground floor accommodation is arranged neatly within a bright and welcoming space.

The kitchen is a lovely mixture of traditional and modern, with space to dine and integrated appliances including the dishwasher, fridge-freezer and impressive Logik dual-fuel oven and hob.

The first floor features an ample sized double bedroom, currently utilised as a

lounge/snug room with rear-facing and far-reaching views. There is a spacious and bright bedroom on this floor which also provides a fully-equipped en-suite shower room with tiled walls. The family bathroom is on this floor is fully equipped including a bath with overhead shower and is a bright and spacious room.

The second floor currently comprises; a single room with Velux windows and the master bedroom with en-suite, unchallenged views of stunning open countryside, Velux skylight and built in

storage.

Externally the property has the benefit of private parking as well as a large front lawn providing good space between the home and the street. To the rear is a thoroughfare that meets the spacious rear garden which is laid to lawn, and again benefits from the previously mentioned views.

Alnwick
01665 605 605
alnwick@bradleyhall.co.uk



RUNNYMEDE ROAD DARRAS HALL

GUIDE PRICE £1,775,000

EPC Rating C

 X 5  X 5  X 3

This outstanding property is on the sought-after Runnymede Road within the affluent and desirable Darras Hall in the historic village of Ponteland. Riverlodge is an exceptional five bedroom home which occupies an enviable position within approximately 1.1 acres of private land.

Constructed in 2000 by the current owners, this house has been planned and designed to offer a spacious and welcoming home perfect for a growing family with four en-suite bathrooms, a home sauna and underfloor heating throughout.

The garden includes beautifully manicured lawns, established trees and borders giving privacy as well as its own stretch of the river Pont.

Gosforth
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HOME OF THE COOKING RANGE

Walter Dix & Co's experts know a thing or two about picking out the best cooker and refrigerator for your kitchen

Bringing the latest in quality cooker design to your home whether you are looking at built in ovens, Range cookers, extraction or refrigeration: Walter Dix & Co provide expert knowledge and their showroom in Gateshead highlights the very best in the cooking and refrigeration market.

The Walter Dix & Co showroom in Gateshead displays the very best in Range cookers and refrigeration.

Buying a Range cooker provides the look and attraction of a statement piece in any home coupled with, on average, three times more useable capacity of oven space when compared to built-in ovens.

Walter Dix & Co supply over 12 different brands of range cooker with over eight different models to each brand. They specialise in heat storage Range Cookers from the oil, gas and electric cast iron AGA cookers to the electric range cookers of EVERHOT and ESSE. Their showroom boasts working models and regular cookery events so that you can find out why this type of cooker brings so much to every home.

Walter Dix & Co also specialise in food



preservation systems and refrigerators.

From Complimentary Refrigeration to Rangemaster, AGA, Steel and KitchenAid are available to see in the store. These sit alongside fantastic preservation systems from SubZero combining the very best in

cooling systems to protect and prolong the life of your household food and wine.

The team at Walter Dix & Co pride themselves on giving the best unbiased information and advice on the products to help guide each customer to select the best appliances for their home.

Whether your project is a new build, a renovation, or a new kitchen design, the team at Walter Dix & Co would love to hear from you. Make the right choice at the right price.

The showroom is open six days a week and provides ample free parking. There are regular in-store events and open days throughout the year.

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AGA and Range Cooker Specialists

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wdx.co.uk
0191 482 0033

INTRODUCING:
'GRAPHIC
FORM'
AT BARKER AND STONEHOUSE



Mimosa Medium Sofa, £1,259



Mimosa Snuggler, £839; Mimosa Medium Sofa, £1,259; Mercer Glass Bubble Chandelier, £325

Introducing 'Graphic Form' the latest stylish collection of furniture, homewares and accessories at Barker and Stonehouse.

Capturing the essence of mid-century style, this characterful scheme combines retro shapes with bold colour blocking and luxurious velvets to deliver high impact.

Signature elements of nostalgic design, such as linear silhouettes and leather finishes, appear alongside primary colours, pared-back neutrals and paler woods for a contemporary take on sixties style. A diverse range of tactile materials feature throughout this trend adding warmth to this stylised look.

From bedframes and sideboards to cushions and armchairs, repeated motifs and pops of colour adorn furniture and accessories throughout this scheme, bringing a distinct sense of playfulness to this bold theme.



Mimosa Snuggler, £839; Champagne and Green Marble Dome Lamp, £89; Fahrenheit New York Fall Rug, from £479



STYLE IT RIGHT:

"Graphic lines are at the heart of this scheme, so invest in statement pieces of furniture that take centre stage in your home. Opt for a contemporary sofa design paired with an inviting velvet to find the perfect balance between linear form and utter comfort.

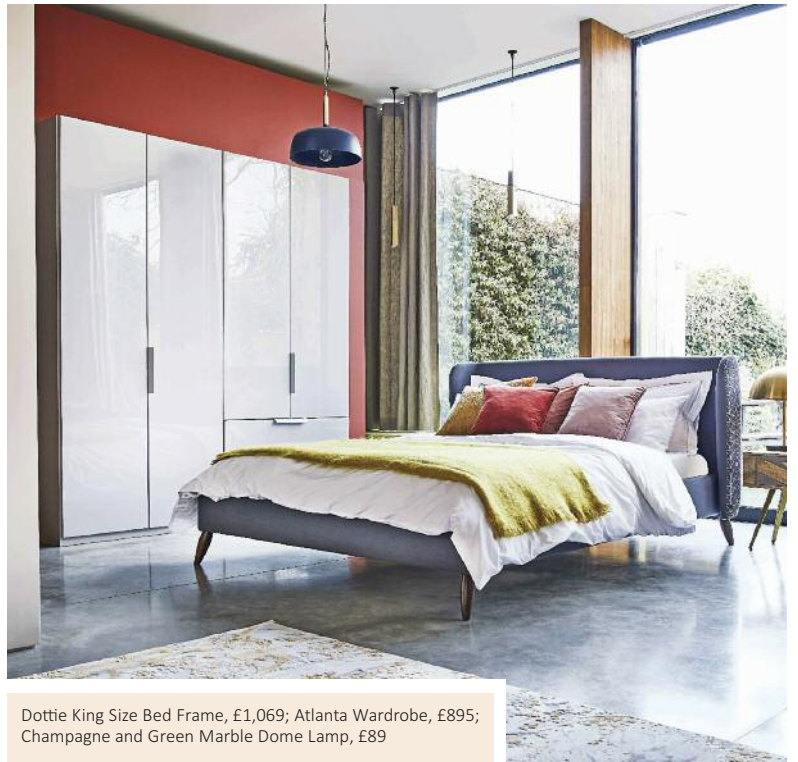
Whilst a retro-inspired scheme is traditionally seen alongside darker shades of wood, incorporate paler woods and primary colours of vivid yellow and bold shades of red for an updated take on this enduringly popular style. Add your own personal take on this look by introducing touches of geometry and repeated motifs across your furniture and accessories.

Large-scale lighting also makes a style statement as well as grouping together stylish vases to create an interesting focal point."

Claire Hornby, Head of Creative at Barker and Stonehouse



Leif Sideboard, £705; Tall Matte Black Table Lamp, £140; Brushed Gold and Marble Bulb Holder, £50



Dottie King Size Bed Frame, £1,069; Atlanta Wardrobe, £895; Champagne and Green Marble Dome Lamp, £89



Leif Sideboard, £705; Anika Dining Chair, £65; Ayda Dining Chair, £65; Gold Circle Table Lamp, £75

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SINGLE AIR PURIFYING PLANT IN GOLD FRAME
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As the seasons change, waving goodbye to the beauty of summer in full bloom doesn't have to mean the end of enjoying gorgeous greens and plants, by inviting nature into your home this autumn.



HANGING SUCCULENT
 in kokodama 12cm **£9.99**
KOKODAMA PLANTED
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STRING OF HEARTS **£19.99**

The experts at Dobbies Garden Centres have been busy curating the latest collection of indoor greenery, as the houseplant craze continues to grow. A quick way to transform a room into a leafy stylish haven, the addition of plants can also help to boost your mood and general wellbeing, offering something to fit any home interior.

Match your houseplant and your pots to your home style with the latest range at Dobbies. Get set to make a Pinterest-worthy statement, from graphic gold frames to the cute as can be 'Foxy Pots'. If you are short on space for the real deal outside, the 'Mini Succulent Greenhouse' is a perfect addition to adorn coffee tables and sideboards. For an extra eco green touch, the Kokodama planters are 99% natural and 100% biodegradable and a natural alternative to a plastic pot.

Create an indoor oasis with the varied collection of air purifying and stylish houseplants that are the must have accessory in every home this autumn and beyond. Find your local Dobbies and browse the online collection, www.dobbies.com.



MINI SUCCULENT GREEN-HOUSE **£24.99**



MINI KALANCHOE
SUCCULENT 12cm £7.99
 in foxy pot 13cm £14.99
MINI HAWORTHIA £5.99
 in foxy pot 11cm £9.99



Plant lover and houseplant buyer at Dobbies, Claire Bishop, shares her top picks for the season ahead, advice to find your perfect indoor greenery match and tips to keep them looking their best. . .

Q: Can you tell us a bit more about some of the new additions and any interesting facts on air-purifying properties / how these have been sourced/ the supplier?

A: I try to source plants from small, niche growers which brings limited edition plants to our centres sometimes they will only be available for a few weeks in the year. Growers in Denmark are a great source of foliage and were the first to actively grow plants as easy care and air purifiers. The next big trend coming from them is Hydroponic plants which is basically plants growing in water without soil. They can be a real statement Houseplant.

Q: What is the best kind of houseplant for minimum maintenance?

A: Succulents and terrariums are pretty easy to care for and look fantastic in groups. They can instantly change the look and feel of a room, from industrial chic to jungle inspired bold botanicals. All houseplants require a little clean to keep them looking their best, simply wipe the leaves with a damp cloth. This is not just to keep them looking good – removing the dust ensures good health. Take off any foliage that is yellowing, and trim damaged leaves of larger plants with sharp scissors at the same time.

Q: Would you recommend any plants in particular for a wellbeing boost during the autumn and winter months?

A: As we enter the Autumn months, the leaves outside start to wilt and turn brown and so I like to keep the home feeling alive and vibrant with plants. Bright and bold, gently trailing or architecturally sculpted – whatever your taste, there is a houseplant to suit you. This Autumn, it's all about textures, so don't be afraid to mix and match to create a real urban-jungle feel throughout your interiors.

Q: How can we keep houseplants alive?

A: I think we could learn a lot from the continent on this - they tend to treat a lot of their plants like cut flowers - once they've flowered, they replace with a new one. However, with a little bit of research most foliage plants are pretty straight forward to look after.

The most common problem that can go wrong is too much love – overwatering. It's surprising that most of the on-trend plants at the moment thrive upon neglect. Also, too much light and draughts can affect plants, but they can quickly recover if you reposition them.

Q: What are the best houseplants for clean air?

A: All plants have purifying process as they absorb toxins, but some of the best are Sanseveria (snake plant), Spathyphyllum (Peace Lily) and Chlorophytum (spider plant)

Q: Do you have any favourite items in the new collection or predictions for what will be popular?

A: My favourite at the moment is Ceropegia -String of Hearts. With its beautiful heart shaped leaves, it looks amazing trailing off a shelf or in as a statement in a hanging pot and it's a super-fast grower.

Q: Are there any rooms plants just don't work in?

A: As long as there is natural light, there's a plant for you.

Q: Is there anything different that needs to be done during autumn winter to keep houseplants looking their best?

A: Giving them a shower as you water will keep the leaves looking green and glossy but keep an eye on light levels in the darker winter months – some plants may need a bit more.

Q: What is your ultimate top tip to keep a houseplant happy throughout the seasons?

A: Stick to a routine! Don't be too erratic with watering and feeding – my plants get a weekly bath/ shower depending on their needs.



www.dobbies.com

Meet Dr Land

Meet Doctor Steven Land, an award-winning, multi-qualified doctor and the clinical director of Novellus, a doctor led facial rejuvenation centre based in Jesmond, Newcastle Upon Tyne.

Born in Derbyshire, Steven has lived in Newcastle for 23 years, and opened the Novellus clinic just six years ago. Currently, his time is split between saving lives in the regional Major Trauma Centre, at the Royal Victoria Infirmary, Newcastle upon Tyne and building client's self-confidence with non-surgical treatments and procedures at his own clinic. You could say he's a man of many talents!

Following his graduation at Newcastle Medical School in 2001, Steven has trained extensively in medicine, emergency medicine, surgery and plastic surgery. 12 years after leaving Medical School, Steven started Novellus following his attendance to a foundation training course, which was then followed by more, to complement and increase his skills.

Dr Steven Land developed an interest in beauty and aesthetics during a plastic surgery job, as part of his emergency medical training. He is now highly successful in the world of aesthetics and has gained an excellent reputation for natural, subtle and effective non-surgical results, nationally. In 2018, Steven was awarded "Highly Commended Aesthetic Doctor of the Year" at the Diamond Beauty Awards and was also nominated in the Safety in Beauty Awards, following his advocational work for the safety standards in the beauty industry.

Steven is a huge advocate for the practice of safe beauty procedures, and



regularly shares insights into the dark side of the beauty world on whatever platform he is given. He is well known for expressing his views on the industry and isn't afraid to speak up about the controversial activities of 'aestheticians'. One of Steven's main aims is to educate and ensure that everyone is aware that it is LEGAL for anyone to perform cosmetic procedures, with or without any medical qualifications, which, obviously, comes with great risks. Because of this, Steven is determined to spread awareness and his top piece of advice is:

"For ANY aesthetics procedures, only ever go to a fully qualified doctor, dentist or nurse practitioner – beauty therapists and 'aestheticians' don't count."

His talented work has been praised by reality TV stars, such as Zahida Allen and Stephanie Snowden, who claim they "wouldn't go anywhere else" for their cosmetic procedures, as well being commended by fellow aesthetics doctors and a waiting list that's months-long.

Steven's clinic, located on Benton Terrace, Newcastle has recently undergone its own facelift. Following an amazingly busy year, the clinic has now gained two extra rooms and they've even added a new Nurse Practitioner, Ness Griffiths and a Skin and Beauty Therapist, Lucy Adair to the team.

While Lucy manages Novellus Beauty, Ness has joined the aesthetics side of the business. Having been a qualified nurse since 2010 across a range of specialties, including intensive care, emergency medicine & pre-hospital medicine, Ness now works as a Nurse Practitioner in the Emergency Department of the RVI, doubling as an aesthetics nurse off-duty.

Now, with Ness having joined the team, Doctor Land has been able to extend the hours of the clinic from two days, to four.

So, with Novellus only growing bigger, and Steven's opinions and advice only growing stronger, we're pretty sure this isn't the last you will see of Doctor Steven Land.

Novellus – No-Nonsense Advice

Based in Jesmond, Newcastle, Novellus Aesthetics is an award-winning facial rejuvenation clinic accoladed for its production of natural, subtle, but effective results, by their team of advanced-trained medical practitioners, including Doctor Steven Land and Nurse, Practitioner Ness Griffiths.

With a strong understanding of the complex psychology and emotions that come with modern day beauty standards and age-related changes to the face and body, the team tailor their procedures to the individual needs of the patient. Whether you're looking to prevent, correct, enhance or solve a cosmetic or medial problem, the fully qualified team know the best route for you, and will advise you accordingly.

The clinic focuses on non-surgical procedures, rather than the traditional cosmetic surgery route. These are less invasive than surgical procedures and don't require surgical incisions or general anaesthesia. They can often be carried out with minimal interruption to your day-to-day life, with the benefit that there's no down-time needed.

Following their recent renovation and expansion, Novellus has added some exciting new treatments to the menu, including a range of new-to-the-market skin treatments.

Profilo, a market leading injectable skincare, penetrates hyaluronic acid into the skin, which forms a water-binding layer underneath the skin. This stimulates the skin to produce more elastin and collagen, giving your skin the plump, juicy look we all crave. Think of it like an expensive skin cream that needs to be applied every evening, only the effects of



this one treatment are set to last for months.

Another new to market treatment, which is now being offered at Novellus, is Desobody and Desofoace, the injection lipolysis for melting fat in the thighs, buttocks and tummy, and, on the face, the double chins and jowls. This new, innovative treatment targets areas which are often resistant to diet and exercise and works by injecting the solution, which liquefies fat cells, in to fatty, stubborn areas, destroying them permanently.

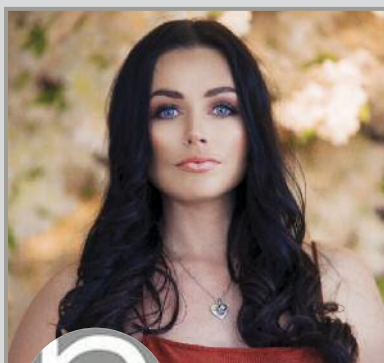
As well as stocking the latest aesthetics treatments, Novellus Aesthetics also have a long list of traditional procedures including the liquid

nose job, facial fillers and anti-wrinkle injections.

The sister company, Novellus Beauty, which is also based at the Benton Terrace clinic, is highly commended for its high-standard beauty treatments. Always fully booked in advance, this side of the clinic is ran by Lucy Adair, a Skin and Beauty Therapist who offers the usual beauty treatments as well as a selection of facial treatments, massages and hair removal.



The Novellus philosophy; to make you look good and feel even better, using proven, safe and effective procedures



For more information, or to book an appointment at the clinic, please contact the team on info@novellusaesthetics.co.uk www.novellusaesthetics.co.uk | 07973204276 | 1 Benton Terrace, Jesmond, Newcastle Upon Tyne, NE2 1QU.

PROCEDURES

- Tear trough filler
- Brow lift
- Jawline contouring
- Cheek augmentation
- Chin augmentation
- Anti-wrinkle injections
- Non-surgical rhinoplasty
- Lip augmentation
- Desobody fat dissolvent
- Desofoace fat dissolvent

SKIN TREATMENTS

- Micro needling
- Profilol
- Sunekos
- Laser hair removal
- Skin peels
- Microblading
- Microdermabrasion
- Dermaplaning

BEAUTY

- Shellac nails
- Manicures
- Pedicures
- Waxing
- Eye lash extensions
- Lash and brow tinting
- Massage
- Facials
- Aromatherapy

WHAT IS SHARED OWNERSHIP?

**By Lewis Chambers, Director of Mortgages and Finance
at Bradley Hall Chartered Surveyors and Estate Agents**

There are many incentives to help first time buyers' step onto the property ladder – making the process fairly confusing for those who are purchasing their first home. One of these incentives is Shared Ownership, something which my team and I have seen grow in popularity in recent years.



This particular scheme allows you to buy between 25% and 75% of your new home, and is based around what suits you best. This bespoke option means you are able to get a smaller mortgage in order to buy the property you want, all with a smaller deposit. A housing association will own the remaining share, for which you pay a lowered rent.

Shared Ownership allows you to 'Staircase', which means you can buy more shares as and when is best for you. As you begin to own more of the property, you pay less rent.

Here is a step-by-step guide to purchasing your Shared Ownership home.

Step 1

Find out if you are eligible

The Government set a criteria which outlines who can buy a Shared Ownership home. One of the criteria is that your household earns £80,000 (£90,000 in London) a year or less.

Another category includes serving members of the British Armed Forces who receive priority for buying a home through Shared Ownership.

We've helped many buyers through the Shared Ownership eligibility process, so if you are unsure please contact mortgages@bradleyhall.co.uk

Step 2

Find your first home

There are different ways you could find a Shared Ownership home. The Government's Help to Buy website, www.help2obuy.gov.uk lists many Shared Ownership schemes which you can search by county.

Popular listing sites such as Rightmove and SharetoBuy also provide the opportunity to easily browse available Shared Ownership properties.

Your local estate agent may also be able to introduce you to some fantastic Shared Ownership properties.

Step 3

Once you've found the property which you want to make your new home, it's time to complete your application.

The Mortgages team at Bradley Hall is happy to help with this part of the process. Having an expert guide you through will ensure the process is less stressful and in some cases more successful.

Each Housing Association has its own system to ensure that the properties are offered to the right people. Items such as three months wage slips, proof of savings, photographic ID and a proof of address are needed for this part of the process.

Step 4

Obtaining your mortgage and legal advice

It's likely that you'll need a mortgage for your Shared Ownership home and at this stage you will also be required to appoint a solicitor to act on your behalf.

The advice which a dedicated mortgage adviser provides could prove to be worth thousands of pounds over the term of a person's agreement. A bad mortgage deal could ultimately damage the possibility of moving up the property ladder or impact the amount of equity which those have within their property.

The Bradley Hall Mortgages team not only unlocks the best deal for the consumer, we manage the application stage on behalf of the client, taking them through it step-by-step to ensure the process is as stress-free as possible. We take all personal information including credit history, deposit size, preferred monthly repayments and pair you with a bespoke solution.

At this stage a solicitor will handle the conveyancing process, which includes legally transferring the property to you. It is also their role to carry out searches which provide information on the area which surrounds your new home.

Step 5

Exchanging contracts

Depending on everything going to plan during step 4, contracts will be exchanged approximately four to six weeks following reservation. This is when the deposit is usually paid and the purchase becomes legally binding.

Step 6

Completion

On this day your mortgage lender releases the funds to pay for your home at your solicitors request and you will receive your keys. In most cases, a dedicated Sales Advisor will meet you at your property to provide a handover pack and information on your new home, and will be available for any questions you may have.

Step 7

Staircasing

When it comes to increasing your ownership, we are on hand to advise how this impacts your mortgage.



If you are thinking about Shared Ownership please contact our dedicated team on mortgages@bradleyhall.co.uk



THE BIRKDALE RAMSIDE HALL

GUIDE PRICE £1,550,000

AWAITING EPC

 X 5  X 5  X 5

Individually designed by one of the north's reputable architects (Brian Iley), this unique and truly exceptional house offers accommodation seldom seen and provided in the North East of England.

This exclusive home is part of an elite development of properties which shall prove to be one of the most sought after and desirable locations situated on the outskirts of Durham City and providing exceptional access throughout the region with Junction 62 of the A1M only 1 mile away.

The developer Oaktree Homes has finished this property to a significantly high specification while care and attention has been given to all aspects to make this a highly desirable dream home. Natural light is of abundance in this property providing a spacious and

airy atmosphere within this exclusive space.

Entrance to the property is provided through an impressive double storey hall. There is a substantial breakfasting kitchen which gives access through an internal bridge to the separate dining room.

The property has a feature staircase with atrium above and benefits from underfloor heating throughout.

To the first floor there is a spacious lounge with balcony with stunning views over the golf course and three bedroom suites with luxury en-suites.

To the second floor there are a further two spacious bedrooms with a luxury bathroom.

There is a triple integral garage and cobbled entrance courtyard with

stunning feature glass panels, providing the property with delightful aspects of its surroundings.

This property has the benefit of a lifetime golfing membership for the two 18 hole golf courses, coupled with a family lifetime membership of the 5 star Ramside Spa which is to include; a 25 metre swimming pool, treatment rooms, hydrotherapy pools and conference centre.

Durham
0191 383 9999
durham@bradleyhall.co.uk

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THE REGION'S NEW BUILD

Take a browse through some of the impressive new-build developments and

THE OLD REGISTRY

MORPETH

Sympathetically restored to retain the rich depth of features of this historic property whilst creating twelve beautiful, spacious modern apartments. The Old Registry is home to nine, individually styled two-bedroom homes, including a superb duplex apartment, together with three one-bedroom apartments – with options to suit all tastes.

Prices from £175,000

morpeth@bradleyhall.co.uk 01670 518 518



HADBOLT
ARCHITECTURAL



WHITEFIELD FARM

RED ROW

This small and exclusive development of two superb barns and two substantial houses is easily accessible yet situated on a quiet farm road within easy reach of the beautiful Northumberland coastline. Each of these contemporary four and five-bedroom properties are sympathetically built in heritage brickwork with slate roofs complementing the small number of existing properties on this quiet arable farm.

Prices from £540,000

morpeth@bradleyhall.co.uk 01670 518 518

WEST CHEVINGTON FARM

WEST CHEVINGTON

The estate comprises 21 stunning, rustic-style and carefully planned homes, on generous sized plots, accompanied by landscaped communal spaces and car-friendly access. A total of nine barns, modelled on the original working barns of the farm, and twelve new homes, designed to accompany the original structures, make up West Chevington Farm.

Prices from £425,000

morpeth@bradleyhall.co.uk 01670 518 518



WARKWORTH HOUSE

WIDOPEN

These two-bedroom newly built apartments are the last remaining plots at the popular Warkworth House development in Wideopen. The spacious homes offer luxury modern living in a convenient location with a range of close by amenities and transport links, off-road parking, secure communal entrance and communal gardens.

Prices from £110,000

gosforth@bradleyhall.co.uk 0191 284 2255

NORTH WALLED GARDENS

GOSFORTH

Last plots remaining at the exclusive North Walled Gardens, Gosforth. These detached, split-level properties in the North Garden boast spacious living areas, four bedrooms and two en-suites, separate garage and parking for two cars.

Prices from £695,000

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properties which are currently available through Bradley Hall.



WOODHOUSE MEWS SWALWELL

Woodhouse Mews is made up of 22 two- and three-bedroom apartments which each offer spacious, modern and open-plan living. The apartments include sleek modern kitchens and bathrooms. Each apartment is completely bespoke in its layout, so viewings are highly recommended to appreciate the quality of the designs.

Prices from £104,950
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VALLEY VIEW LOW FELL

Situated to the east of Low Fell, Valley View is an exciting development in a well-established residential area. The development offers a selection of two, three and four bedroom detached and semi-detached new homes - offering views across the valley and beyond towards the open countryside.

Prices from £144,950
gosforth@bradleyhall.co.uk 0191 284 2255



ORCHARD DENE JESMOND

Orchard Dene is a carefully designed mix of four and five-bedroom family homes, perfect for modern suburban living. Every last detail has been considered, resulting in a stunning development offering stylish contemporary properties. The interior high specification is second to none and the development has been landscaped to create the perfect living environment.

Prices from £750,000
gosforth@bradleyhall.co.uk 0191 284 2255



STONE HALT HAYDON BRIDGE

This exclusive collection of homes is ideally situated for both the A69 and the nearby train station, making it a perfect location for both commuters and those wishing to fully enjoy the delights of the local countryside. These architecturally designed homes blend carefully into the look and feel of their historic setting, thanks to the stone-faced front, brick to the side walls and slate roof.

Prices from £250,000
gosforth@bradleyhall.co.uk 0191 284 2255



PRIORY MEWS NORTH SHIELDS

These stunning homes are set over three floors, with a total floor space of 1,184 square feet, and are built using light gauge steel providing homeowners with an energy efficient, low maintenance and eco-friendly home. Each of these homes are finished to an immaculate standard with high specification finishes including under floor heating, solid oak staircases and solid oak doors.

50% share £127,500
gosforth@bradleyhall.co.uk 0191 284 2255



THE MAPLES HEBBURN

The three and four-bedroom homes are available through the Home Reach affordable housing scheme, being a part-buy-part-rent offer. This help to buy shared ownership scheme provides the opportunity to buy a share of your chosen home and pay a monthly rent on the remainder. This home is a fantastic opportunity for those looking to get on to, or move up, the property ladder.

Prices from £117,958
gosforth@bradleyhall.co.uk 0191 284 2255



CONISCLIFFE RISE HARTLEPOOL

Coniscliffe Rise is a new development of luxury homes set within the prestigious West Park area of Hartlepool. The award-winning West Park Primary School is close to the site, along with the very popular High Tunstall College of Science. Ward Jackson Park is within an easy stroll as is Hartlepool town centre, and it is only a few minutes' drive to the town's attractive marina.

Prices from £495,950
durham@bradleyhall.co.uk 0191 383 9999

TOWN END FARM BISHOP MIDDLEHAM

The outstanding development of homes at Town End Farm provides a range of opportunities which are set to include; three, three bedroom single story conversions, a five bedroom converted farmhouse as well as two magnificent detached modern new build properties featuring beautiful glass openings to the surrounding countryside, which will allow individuals to create their own interior finishes to include bathrooms, kitchens, walls and flooring.

Prices from £295,000
durham@bradleyhall.co.uk 0191 383 9999



WEST END CRASTER

Craster is a welcoming and cheery coastal village in Northumberland with easy access to the A1 and six miles north-east of the town of Alnwick. The village boasts an array of attractions including the green haven of the Arnold Memorial Nature Reserve, seaside inspired art in The Mick Oxley Gallery, the famous ruins of Dunstanburgh Castle which are accessible via shore side paths and an array of local pubs and cafes to relax in.

Prices from £475,000
alnwick@bradleyhall.co.uk 01665 605 605

SHORELAND PARK HADSTON

This attractive selection of 90 contemporary energy efficient two, three and four-bedroom homes combine the appeal of wide horizons, broad beaches and fresh air with an opportunity to put down roots in a small, established community. The properties on this site are available with Home Reach. Purchasers can buy up to 75% of the property with a 125-year lease, allowing homeowners to benefit from living in the property as if they own 100%, with the option to buy the remaining share in future.

50% share £77,100

alnwick@bradleyhall.co.uk 01665 605 605



THE GREAT BRITISH COVER UP

Welcome the autumn/winter season with open garments courtesy of British-brand Reiss' new-season outerwear collection.



Since 1971, Reiss has prided itself on delivering original and authentic womenswear, menswear and accessories. Today, the brand's AW19 collection celebrates its London heritage.

Something of an anomaly given the current climate, London-based brand Reiss has managed to curtail the woes of the high street, boasting encouraging sales at a time when most retail headlines speak of cuts and closures. Part of its magic lies in its focus on consistency, creating timeless product offerings that incorporate elements of modern trends without kowtowing completely to the latest fad making the rounds on social media. By ensuring design remains as the beating heart of the business, Reiss has proved time and again that a brand's reputation is key to its success during tricky sales periods.

For Autumn/Winter '19, Reiss has turned its gaze inward, looking to its London roots to conceptualise and create its new-season collection. Each piece from the collection has been awarded the type of elevated, high-quality design synonymous with the brand while a focus

on premium craft and fabrications is realised through striking silhouettes and soft-hand, luxurious feel and touch. From the brand's signature tailoring and occasionwear offerings to a fresh focus on accessories and streetwear-inspired outerwear, Reiss has come into its own this season, proving that there is no better way to excite and provoke customers than looking to its past to shape and identify modern style.

Raising a fashion-focused eyebrow to the fickle British weather, Reiss' AW19 outerwear collection challenges the chill (and rain, and snow, and sleet, etc) with aplomb. Alongside the classic overcoat, the suede jacket becomes an integral part of the modern man's wardrobe thanks in part to its old-school cool symbolism, marking its territory as the definitive layering piece of 2019. For women, luxury reigns supreme as plush, statement-making shearlings take centre-

stage, showcasing the brand's unique ability to blend the old and the new and create an altogether breath-taking wardrobe asset.

Always striving to create "practical" pieces that never compromise on style, Reiss's new-season coats and jackets are a tour de force in modern outerwear, highlighting the incomparable power of timelessness in fashion.

The brand's confidence in its new-season collection is realised through its spectacular launch across one of Europe's most iconic advertising screens, the Piccadilly Lights. Celebrating the *joie de vivre* of city living, the full Autumn/Winter '19 collection confidently brings heritage dressing into the now through an overall sharp and sophisticated style directive. It's the refresh your wardrobe not only needs but deserves. Discover AW19 online and in-store today.

Kevin Long





WHEN IS THE RIGHT TIME TO MOVE HOME?

There are many different opinions on when the best time of the year is to buy or sell a property. You might assume that most would want to make the move in the summer, when the weather is good and routines are more relaxed as the kids are off school. Spring and summer seem like great time to list your property as there's plenty of good light and the better weather and light nights mean people have more time to visit properties.



However – what about the other months of the year and the opportunities they provide? Director of Estate Agency at Bradley Hall Chartered Surveyors and Estate Agents, Matt Hoy, explores the seasonality of the residential property market and how you could benefit from selling your home at any time of the year.

Spring

The majority of March, April and May are an incredibly popular time of year to sell as properties tend to look their best. Plenty of good weather, natural light and warmer climates make for great photographs and viewing opportunities.

At this point in the year, the market is full of actively looking and proactive buyers. This can prove to be beneficial however sellers at this point are in a market with plenty of demand but also a lot of supply. This is a competitive market which may impact on pricing and negotiations.

Despite the activity throughout spring, the Easter holidays can be challenging if buyers and sellers go on holiday.

Summer

Market activity at this time of year is often varied. For families, August can be a quiet month, again due to holidays. On average, a property sells in around 14 weeks, so even if you do suffer from buyers being on holiday your property will still appear fresh when people get back into their routines come September.

It's important during this season to stay up to date with competition as this is when the properties which weren't sold during spring will reduce asking prices.

Autumn

The reliable season. The hustle and bustle of the summer is over, people are now looking to move before the end of the year, so the market is motivated. There are marginally less properties up for sale in comparison to spring however there is a more dedicated approach. September and October are good months for activity with buyers finding new homes they can move into by Christmas.

Winter

An ideal time to beat the springtime rush and have everything in order to market your property as soon as the new year hits. Rightmove often cites the time from Christmas into the New Year as one of the most popular time for property searches – with millions of people scrolling through what's available ahead of their plans for the start of the year.

December is the perfect time to have a valuation and start considering your options ahead of the New Year rush, with many sellers postponing their launch to market until Boxing Day to benefit from the increased traffic, with buyers in a 'new year, new home' mentality.

Choosing the right time

Regardless of the seasonality of the property market, it's important to move at the right time for you. Your financial situation and personal requirements will more likely dictate when is the best time to make the big move. Whether your moving for work, your family is expanding or you are buying your first property, it is important to step onto the market with the correct advice and guidance.

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LAND OF THE RISING SUN

Emirates Holidays is pleased to announce the launch of its latest touring destination, Japan.

With the country's captivating combination of rich cultural heritage, fascinating history and outstanding natural beauty, it's no surprise why Japan is one of the year's most popular destinations and is set to attract even more attention when it hosts the Rugby World Cup this autumn followed by the Olympics in 2020.

Emirates Holidays' tailor-made tours enable holidaymakers to enjoy unforgettable, life-enriching trips that suit their individual tastes curated by a team of passionate destination experts. Japan has been added to Emirates destination portfolio following regular customer enquiries about the country and a 20% year-on-year increase in tailor-made tour bookings demonstrating an appetite for personalised trips.

Japan tailor-made specialist Ruth Wills commented; "Emirates Holidays is thrilled to introduce the 'Land of the Rising Sun' to our tailor-made portfolio and know that travellers will be spoilt for choice in Japan which offers mesmerising contrasts between old and new.

On my recent trip I visited Shinjuku,

Tokyo to wander neon-lit streets, before taking a breath-taking bullet train past Mount Fuji and visiting Gion, Kyoto where I was lucky enough to catch a glimpse of a real-life Geisha. For those seeking relaxation, a stay in a ryokan-style inn at the Hakone National Park is a must, where you can escape to tranquillity by sleeping on a traditional futon, enjoying delicious sushi and bathing in natural hot springs.

We've handpicked the best experiences that will highlight the delights of Japan via unique adventures to suit every traveller, and hope our

customers are as excited as we are to visit!"

With so much to see and do it can be difficult to know how to dedicate your time in Japan, which is why Emirates Holidays' tailor-made specialists are on hand to help travellers plan the perfect personalised trip.

Best of Japan tour

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Enjoy an epic tour of the neon-lit Tokyo streets led by an expert local guide, before being transported to the awe-inspiring wonders of the Mount Fuji region in Hakone. Next up, relax in the picturesque mountain town of Takayama where you can try sumptuous local sake, and then explore Kanazawa which houses some of Japan's most impressive landscape gardens. Travellers then visit the Hiroshima Peace Memorial Park and Floating Torii Gate, before a final stop in Kyoto and a day trip to Japan's largest Buddha in Nara.

- 3 nights in Tokyo
 - 1 night in Hakone
 - 2 nights in Takayama
 - 2 nights in Kanazawa
 - 2 nights in Hiroshima
 - 3 nights in Kyoto
- with return Emirates flights





Japan's Golden Route

9 days & 8 nights
from £3,729 per person

Expert local chefs will teach holidaymakers how to make delicious sushi during a class in Tokyo, before a guide takes guests via water bus to Sensoki, Tokyo's oldest temple. Next, the tour stops at the hot springs in Hakone, where visitors can spend a night in a traditional Japanese ryokan style inn. The final part of the tour is then enjoyed in Kyoto exploring Japan's rich history and visiting the Nara Park which is home to over a thousand tame deer and the Fushimi Inari Shrine (made famous by 2005 film 'Memoirs of a Geisha').

- 4 nights in Tokyo,
- 1 night in Hakone and
- 3 nights in Kyoto
with return Emirates flights

To find out more, please contact Emirates Holidays' tailor-made team on 020 8972 8645

BOSE USHERS IN NEW ERA OF HEADPHONES

New Bose noise cancelling headphone 700 redefines voice control and mobile communication.

Bose ushers in a new era of headphones with the wireless Noise Cancelling Headphones 700, featuring the biggest leap forward in headphones since the iconic QuietComfort. The new Bose 700s introduce a revolutionary new voice interface that redefines mobile communication the way Bose noise cancellation redefined mobile audio. They're built off the legendary performance of QCs to transform the most demanding environments into private sanctuaries for listening. And they debut new, pioneering technologies to magically transform the same public spaces into private rooms for talking with friends, family, and virtual personal assistants. With their exclusive innovation, the 700s isolate a user's voice from 360 degrees of unwanted sound. And that lets Bose 700 owners do what's never been done. Surrounded by competing conversations, rush-hour traffic, and loud subway platforms, they can share their quiet, and not the noise around them - for crystal clear calls to home and work, and unprecedented accuracy from VPAs. Siri for iOS is easily accessible, the Google Assistant and Amazon Alexa are both built-in - and now, Alexa is just a wake word away.

The 700s kick-off a trio of headphone innovations from Bose. The truly wireless Bose Earbuds 500 are super-compact, versatile, and the breakthrough truly wireless Bose Noise Cancelling Earbuds 700. Both will be available 2020 and the Noise Cancelling Headphones 700 are available from July 11 for £349.95, and can be pre-ordered from 3rd June, and join the iconic QuietComfort 35 II in the Bose around-ear headphone line.

"At its best, technology should make us more human, not more dependent on devices," said Brian Maguire, category director, Bose headphones. "No one's bucket list includes more time on a touchscreen, but right now, millions of people are looking down, swiping and typing on a 3x5 display. Pairing our phones and headphones have given us more freedom for calls, and lets us use our personal assistants to get things done. But there are still barriers, and we've all experienced them. Our VPA doesn't understand what we said and dials the wrong number. Or botches our text, so we send it ourselves. Or we're forced to manually open an app, or hang-up because we're shouting over a crowd.



Noise cancelling headphones have always helped us hear better - but we need to be heard better, too. And no mobile device has solved that problem. No phone, no headphone, and no combination of the two. But the Bose Noise Cancelling 700 changes that. And we can't wait for people to experience the difference it makes."

The Revolutionary Bose Voice System

The Bose Noise Cancelling Headphones 700 have been engineered from the ground up as an integrated system, with a new acoustic and electronics package, new digital signal processing, and a new eight microphone system for the most complete, effortless headphone experience ever. Six microphones dramatically cancel noise, so it doesn't reach your ears. Two of those microphones combine with two others to dramatically improve voice pickup. A beamform-array isolates your speech, suppressing everything else that's audible. A rejection-array adds a second line of defence, tracking then blocking the most disruptive remaining sound — from a coffee grinder to other dialogue nearby. It all happens in real-time — adapting as

you move, turn your head, and your environment changes. It works with any VPA, any phone paired to the 700s, or any phone or phone/headphone combination on the far-end. And it works from anywhere, whether you're talking to people or machines. On audio and video calls, they'll hear what you're saying - not the TV behind you, or the person next to you. For voicemails, your voice is recorded, not theirs. And whether you're asking for directions or a playlist, dictating a text or email, or need your home alarm turned on or your heat turned off, Siri, the Google Assistant, and Alexa will help you - because now, they can hear you.

First-Ever Full-Transparency Experience, Conversation Mode - and Brilliant Audio Performance

The Bose 700s use the next-generation Bose noise cancellation for improved noise reduction, and sophisticated electronic circuitry that eliminates the "hiss" regularly heard in other headphones. Combined, they enable the 700's new adjustable noise cancellation feature, including a full-transparency experience that gives the term "off" an

entirely new meaning. While the highest setting delivers the most powerful silence, the lowest lets your surroundings pass-through the earcups fully - so with the flick of a switch, you hear yourself, others, and everything else like you aren't wearing a headset at all. Conversation Mode lets you gain the same awareness while enjoying content - so you can pause entertainment and noise cancellation simultaneously, chat face-to-face or listen for announcements, and resume where you left off when you're done.

For music, the Bose Noise Cancelling Headphones 700 sound amazing for the first song, and hours later. Engineered with proprietary active equalisation, they avoid boosted bass, vocals, and treble that create listener fatigue over time, opting instead for faithful reproduction: clear, natural, and balanced.

All-Day Comfort and Battery Life, Super-Simple Controls

The Bose Noise Cancelling Headphones 700 were built to last, built to use, and feature gorgeous stainless-steel, premium components, and fewer visible screws, seams, and joints than the industry standard. It distributes weight across the headband for all-day comfort and has up to 20 hours of battery-life for all-day use. For streamlined control, capacitive touch works for common commands, like answering and ending calls, muting audio, changing volume, pausing your music, or skipping tracks. There are three buttons - one for powering on and off, one to access noise cancellation levels, and one for your chosen VPA. The Bose Music app lets you customise and change preferences, update software, access additional features - and features to come.

"Alexa" Wake Word Access, Bose AR, and New Feature Preview - Noise-Masking.

The Bose Noise Cancelling Headphones 700 work with any native VPA. The Google Assistant and Alexa are already integrated for faster, easier access. An out-of-box software update is also available for wake word access to Alexa. Once downloaded, just say "Alexa" - like you would with a smart-speaker at home. The 700 headphones are also Bose AR-enabled to use with a developing ecosystem of apps that add a layer of audio over the real-world based on where you are, and what you're facing. And other software features are on the horizon, including noise-masking tracks that add a layer of soothing sounds over the blank-canvas of Bose noise cancellation for intense relaxation and focus.

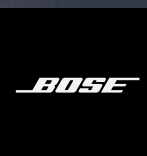
Details and Availability

The Bose Noise Cancelling Headphones 700 fold flat with one twist of the earcups, and store neatly in a thin tapered hardcase that slides more easily into bags, backpacks, and seat-pockets. They come in Black and Silver, and will be sold directly from Bose.co.uk, Bose stores, and select resellers. More details on the Bose Earbuds 500 and Noise Cancelling Earbuds 700 will be available closer to their launch.

About Bose Corporation

Bose Corporation was founded in 1964 by Dr. Amar G. Bose, then a professor of electrical engineering at the Massachusetts Institute of Technology. Today, the company is driven by its founding principles, investing in long-term research to develop new technologies with real customer benefits. Bose innovations have spanned decades and industries, creating and transforming categories in audio and beyond. Bose products for the home, in the car, on the go and in public spaces have become iconic, changing the way people listen to music.

Bose Corporation is privately held. The company's spirit of invention, passion for excellence, and commitment to extraordinary experiences can be found around the world - everywhere Bose does business.





DACCS SALON REOPENS IN NEW WASHINGTON LOCATION FOLLOWING DEVASTATING FIRE

Daccs Salon, based in Washington, has reopened in a new location following a devastating fire in the previous property earlier this year.

The salon, which was previously based at Kielder House on Emmerson Terrace has now moved to Easby Road.

In February, a fire broke out at the salon. At the time, owners Chris and Diane Irwin were wedding dress shopping for their daughter as they received messages and footage of the salon in flames.

Chris said: "Wedding dress shopping is supposed to be a happy time, but we got a call about the fire and it was just heart-breaking because we were so far away and couldn't do anything to help."

After the incident, the property was made safe enough for staff to get back up and running but it was never quite the same and Chris and Diane were keen to find a new home for their business.

Chris said: "I became aware that a new property was available in Washington. It was perfect for us for what we needed to do. So, we have spent the last four

months or so making it different to anything in the world.

"We wanted to make it an experience for clients and to give the staff something back as they had to work in terrible conditions in the old building after the fire but always stuck by us.

"The support from them and the clients has been amazing and the new salon is so much better than we could ever have imagined."

The new salon boasts brand new furnishings from Italy, LED lights, stunning new treatment rooms including a private salon option, a gorgeous gin-bar and plenty of new high-end treatments.

Diane said: "This salon has much more social areas with more space where clients can be seated together.

"We even have external facilities for the summer when the weather is better outside, so clients can enjoy treatments with the gorgeous view in the new

location.

"We wanted our guests to have the option to experience as many different treatments as they wanted all under one roof alternatively if they simply wanted to catch up with friends then the social areas are an ideal catch up area

"The response from our existing and new clients has been absolutely overwhelming and their comments and feedback make us feel as though all the hard work and effort has been really worth it and the staff love their new surrounding.

"There's a huge buzz every morning when they come in in fact they've started their own new ritual of having a coffee at the coffee bar which is a great way to start the day, catching up and discussing how we can make each guest experiences unforgettable."

Original story by Sunderland Echo

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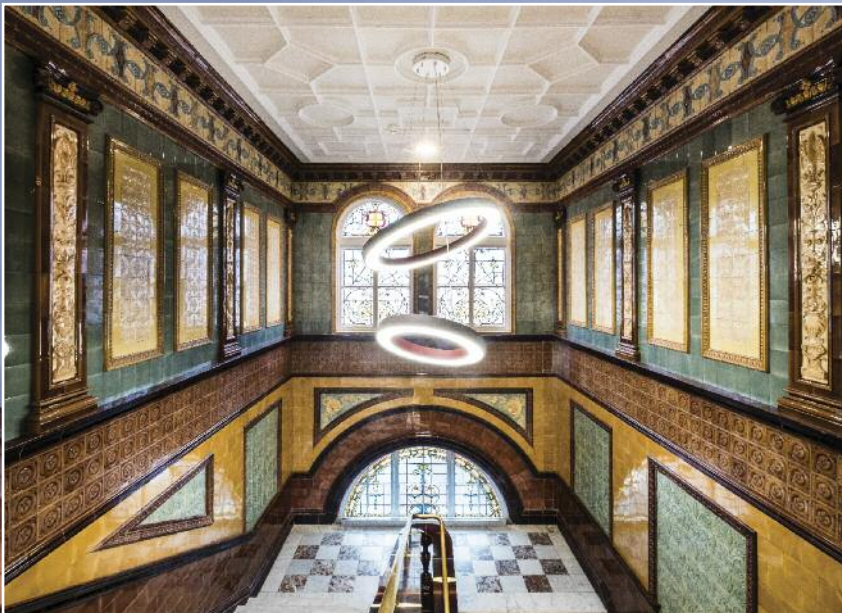
Moments from the historic city centre, Hotel Indigo Durham is located in the former Old Shire Hall building on Old Elvet just five minutes from Durham railway station.

The hotel is perfectly located to experience all that this charming city has to offer, with the city's magnificent trinity; the university, the castle and the world-renowned Durham Cathedral just a short stroll away.

From Hotel Indigo Durham, you're just a short walk away from everything. Every walk here is a delight, whether it's along the River West, through the university's botanic gardens, or down narrow

"vennels", the tight alleyways that cut between city centre buildings.

Down these side streets you'll find some wonderful places to eat and drink, including Vennels Cafe, a local institution famed for its homemade quiche and chocolate cake. No visit to Durham is complete without picking up some of the sensational range of fresh local produce available from the beautiful, 150-year-old covered market.





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NORTH EAST HOUSING MARKET CONTINUES RESILLIANCE



Head of Land, Development and New Homes, Jonathan Rudge, gives his thoughts on the region's residential property market and the firm's approach to supporting the development and housing industries.



It's no secret that recently published government figures indicated that the number of new build homes under construction has dwindled. The ministry of housing, communities and local government (MHCLG), estimated new build home starts in England were at 37,220 in the latest quarter to be analysed (April-June 2019), a 2% decrease compared to the previous 3 months and an 8% decrease on the previous year. Annual new build dwelling starts totalled 160,640 in the year to June 2019, a minor 1% decrease compared with 2018.

From our observations across the industry, however, the inactivity reported is largely focussed outside of our region and towards a narrow range of national corporations which are erring on the side of caution due to Brexit.

Thankfully, in the North East, development activity continued thanks in no small part to the growing range of independent builders who have begun to flourish. Previously, many of those who endeavoured to enter the industry have had issues gaining funding or struggled to receive the correct advice. With the launch of funding and support from Homes England, as well as locally based fund managers such as FW Capital, Tier One Capital and Manchester-based Assetz Capital, access to funding is becoming more accessible for the right projects.

In addition, public and third sector bodies are channelling their efforts into delivering new opportunities for homeowners. Local Authorities, Housing Associations and even the NHS are highly

influential in this industry, each providing different development opportunities.

Homes England are the government body responsible for delivering on the Government's housing growth agenda and, within our region, are also a significant owner of residential development land.

Our ability to become involved in such projects was heightened recently as Bradley Hall is now appointed alongside a number of international property companies to help support Homes England in delivering on the government's housing targets between now and 2022. In addition, this framework can be utilised by other public sector bodies to procure property advice efficiently and cost effectively. In addition, Bradley Hall has also recently been signed up to the NHS Commercial Solutions Framework for property and estates consultancy services.

Part of our 'field to finish' approach is supporting our clients with bank valuation reports for funding purposes. The experience and wealth of industry knowledge within our Land, Development & New Homes team, with support from our sister companies BH Planning & Design, as well as Bradley Hall's Commercial Property department, allows us to comprehensively appraise new opportunities and identify their commercial viability.

The current climate, teamed with a variety of land opportunities and new, more accessible, funding options has encouraged dozens of developers to embark on new and exciting projects across the region. The growth in regional

housebuilders has led to an important shift in developments, encouraging a range of variety and high-quality builds.

Independent and locally based house builders are now able to take advantage of land opportunities which haven't been snapped up by the national housebuilders. Smaller developments, from more affordable houses to luxury and exclusive homes, are becoming increasingly popular both with builders and buyers alike.

Our mission is to provide project management from the initial concept stages to the very end stage of completing sales on the properties. We're delighted to be acting on behalf of supporting the region's emerging, and established, housebuilders which not only provide outstanding opportunities for homebuyers, but also support our local economy with job opportunities and attracting inward investment.

For more information please visit www.bradleyhall.co.uk

THE SUNDERLAND COASTLINE

A perfect location all year round

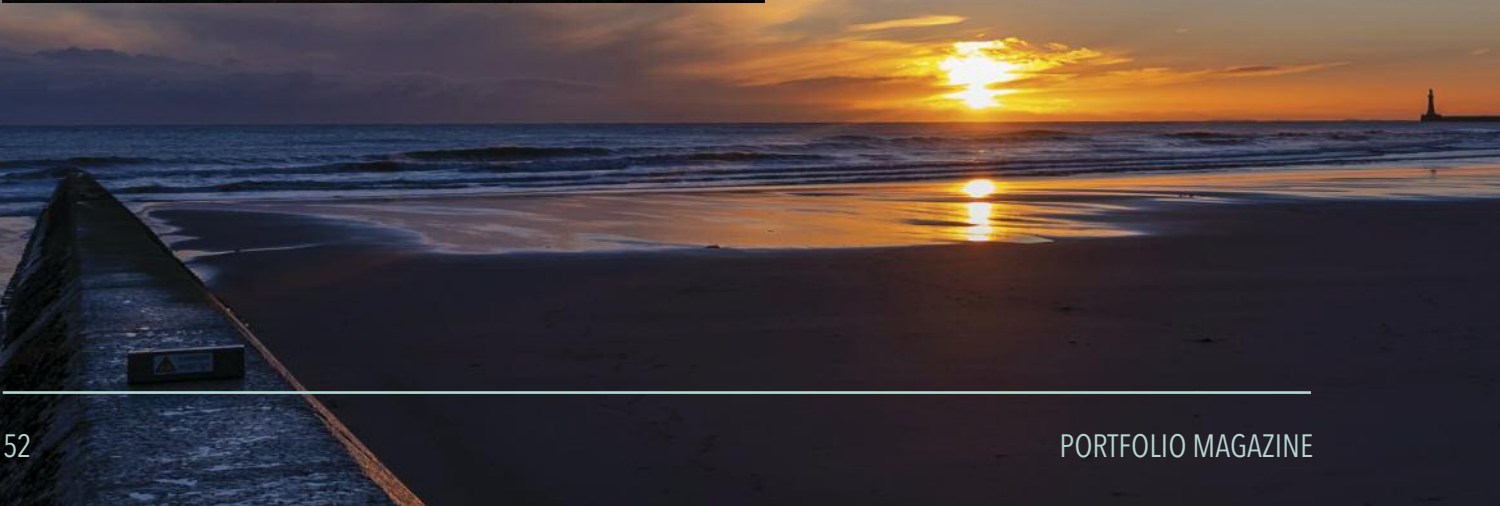
Autumn and winter are fantastic times of the year to take a trip to the beach. With 12 beaches across approximately 11 miles of coastline in and around Sunderland, along with plenty of transport links, finding one to visit could not be easier.



With the summer dog ban lifted, the whole family, including four-legged friends, can now enjoy the beach during these seasons.

Sunderland's beaches, including Roker, Seaburn and the close by Whitburn and Marsden, are the perfect place to unwind in all weathers. Whether you're looking for somewhere to let the children and dogs run off some excess energy, take a gentle stroll or sit and watch the waves, it's the perfect opportunity to wrap up warm and take in the crisp air - not to mention it's also a great excuse for a hot chocolate or coffee from the local businesses nearby.

Roker beach is also home to unique geological structures, with rugged cliffs and unique 'cannonball' limestone rock formations which can only be found in certain parts of the world. These areas, along with the rock pools when the tide is low, are interesting for all the family to explore.





Roker Pier and Lighthouse

Sunderland is not only popular for its beaches; it's landmark Roker Pier and lighthouse are Grade II listed and are popular with visitors of all ages. There is a tunnel specifically used by the lighthouse which runs the entire length of the pier and was originally created for gas pipes - later being used by the lighthouse keeper to reach the lighthouse in bad weather.

Roker and Seaburn have, over the

years, seen significant improvement, modernisation and regeneration and this is set to continue over the coming months and years. The visitors to the area have increased and with further investment with this only set to improve.

Local businesses have opened along the seafront, next to Roker Pier and the area is not only popular with families, dog walker, cyclists and runners, but the area provides a great environment for water sport activities such as surfing, kayaking, bodyboarding and even scuba diving which are popular in most sensible

weathers.

Seaham beach, which has a picturesque cliff top view, is also a popular location. Seaham is an old mining location which boasts history and culture with a sculpture of a First World War soldier, "Tommy" as he is known locally, which is situated next to the beach and he looks towards the war memorial.

Towering above the beach is Seaham Hall, which was formerly the home of Lord Byron, and is now a luxury hotel and spa and offers unrivalled views of the coastline.



DISCOVERY & INNOVATION - inspiring people to do what they can't





The hotly anticipated Samsung KX has recently opened under the iconic kissing point of London's Coal Drops Yard.

The 20,000sq ft. space blends innovation and local culture into its design to create a place of discovery for guests. Within the space is the latest cutting-edge innovations, including a fully functioning connected living kitchen area.

Inside the Samsung KX connected kitchen is the Family Hub Fridge. You can use your smartphone to view inside your fridge, tag items with expiry dates and remind yourself when items need to be used, and look what ingredients you need to purchase whilst out on the go. In addition to the fridge, there's also the Dual Cook Flex Oven - Simply monitor and control the oven anytime, anywhere using an App. Preheat the oven from your living room or turn it off from your car.

The kitchen houses the Quick Drive Washing Machine, where you can choose when your laundry finishes, fitting in with your daily schedule. Automatically replenish your detergent usage, order more supplies or put the washing on 10 minutes before you get home from work –

all by the use of your App.

In addition to the connected kitchen area, Samsung KX also hosts Europe's First Digital Cockpit Connected Driving Experience - the future of automotive. The Digital Cockpit embodies the Samsung KX vision of discovery through cutting-edge innovation. The Digital Cockpit has been designed with the future at its heart; representing the next stage in vehicle comfort, including a more personalised experience, expanded connectivity and safety. Powered by Samsung SmartThings, the driving experience is fully connected, bringing home and automotive together seamlessly to make lives easier. Guests can broaden their horizons by exploring how to complete simple domestic tasks while on the road; from turning on the lights, checking inside the fridge, or answering the door all from the driving seat. Similarly, guests can control the vehicle with ease, such as checking the fuel level or setting the temperature

before leaving home. There are also voice commands to explore with Samsung's intelligence assistant, Bixby.

Tanya Weller, Director of Samsung Showcase, KX said: "We are thrilled that guests of Samsung KX are the first in Europe to experience our Digital Cockpit new generation Connected Driving Experience. The purpose of the installation is to give a glimpse into the future of automotive, and demonstrate how Samsung technology can help support automotive manufacturer innovation and enhance the driving experience. The Digital Cockpit seamlessly brings the connected home and automotive together to make lives easier, embodying exactly what Samsung KX is all about – discovery and innovation, inspiring people to do what they can't."

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L-R Tony Cullen, David Pesarra, FW Capital

NEW APPOINTMENT STRENGTHENS FW CAPITAL NORTH EAST PROPERTY FUND TEAM

FW Capital has appointed a highly-experienced investment executive to manage the North East Property Fund.

David Pesarra will champion the drive to support the development of small-scale property schemes across the region through the £10m Fund.

The Fund, which is backed by Santander and the North East Local Enterprise Partnership (LEP), offers loans from £250,000 up to £1m for residential and non-speculative commercial developments in Tyne and Wear, Northumberland and County Durham.

The Fund can provide up to 100% of build costs for suitable schemes with repayment terms available up to two years.

Prior to joining FW Capital, David had a career spanning 20 years with Lloyds Bank. In his role as Relationship Manager Real Estate, he managed a mixed portfolio of development funding and

commercial/residential real estate investment assets.

David will work alongside FW Capital Investment Executive Tony Cullen.

David Pesarra said: "I am delighted to join FW Capital to support the North East Property Fund as it will allow me to work in a space that adds value to the North East economy through financing local development schemes, creating and maintaining local jobs and ensuring benefit to the local supply chain.

"I look forward to demonstrating what we can offer and utilising my own contacts to develop the Fund further and help more property schemes come to fruition."

Joanne Whitfield, FW Capital Fund Director in the North East, said: "We are delighted to welcome David Pesarra to the team. David brings with him a wealth

of knowledge and many years of experience and we are confident his appointment will help further the success of the North East Property Fund."

David's appointment comes as the North East Property Fund goes from strength-to-strength. Since its launch in 2017, the Fund has supported nine developments with total investment of £6m and has a healthy pipeline of enquiries for future projects.

The investments have funded three property schemes in Northumberland; three in Durham; and one each in Gateshead, Sunderland and South Tyneside.

This has created 16 local jobs and supported the construction of 51 homes and nearly 15,000 sq.ft of commercial space.

North East
Property Fund

North East
Local Enterprise Partnership

Santander
Corporate & Commercial

FW Capital is authorised and regulated by the Financial Conduct Authority

fwcapital.co.uk
info@fwcapital.co.uk

THE RIVERGREEN CENTRE

The North East Property Fund's first commercial development was the Rivergreen Centre office complex at St Mary's Park, near Morpeth.

Leading North East property developer Peter Candler secured a £500K investment to finance the completion of the high-quality 12,480 sq. ft. development.

The site, available to let by a single occupier or as serviced office suites, offers high-quality office space, state-of-the-art communication and excellent amenities. The centre has ambitions to become a regional hub for business: with large boardroom, conferencing facilities for up to one hundred delegates and catering provided by nearby, award-winning gastropub St Mary's Inn.

The building has been designed and constructed to minimise environmental impact and is rated 'very good' by BREEAM.

The project has the potential to create 80 jobs once the site is fully occupied.

Peter Candler, Director at Rivergreen Developments, said: "Built in the heart of Northumberland's spectacular living landscape, the Rivergreen Centre offers all the benefits of 21st century technologies within the tranquillity of a rural setting. It really is the best of both worlds.



"We are very grateful to FW Capital for their support. Their flexible approach and can-do attitude made them the ideal funding partner for this project."

Tony Cullen, Investment Executive at

FW Capital, said: "With the potential to create up to 80 jobs once fully occupied, the Rivergreen Centre will play a major role in the local economy and we are proud to have been able to support this."

HOMES BY CARLTON CATHEDRAL GATES

Homes by Carlton secured a £1m investment to finance the construction of nine family homes on the Cathedral Gates development in Chilton, County Durham.



Homes by Carlton is an award-winning housebuilder and property developer based in Newton Aycliffe, County Durham, known for the high-quality and prestige of its developments.

The investment financed the first phase of development at the site.

Simon Walker, Homes by Carlton Managing Director, said: "We were very impressed with the FW Capital team's can-do attitude and pragmatic approach and are very grateful to them for the investment which allowed us to build these sought-after homes."

Tony Cullen, Investment Executive at FW Capital, said: "It is fantastic to see the North East Property Fund supporting the development of new homes. If any other businesses are interested in help funding property developments in the North East, they should get in touch and see how we can help."

David Land, Chair of the Investment Board at the North East LEP, said: "Our focus is on driving economic growth and the North East Property Fund is designed to kick-start and support small to medium residential and commercial property developments by unlocking finance. It's great to see companies such as Homes by Carlton applying to the fund and being successful."

Property development loans

Short-term loans for residential and non-speculative commercial developments

FWCapital



Sunderland
City Council

Sunderland
City Council

HOW HOMES WILL BUILD A CITY

When there are cranes along a skyline, there are usually spades in the ground...

Sunderland is a city reshaping and redefining itself through a £1.5bn programme of development. Be assured that change is coming, and it's coming fast.

With all this investment, Portfolio finds out how this North East powerhouse is putting high-quality housing at the centre of growth plans.

For a city built by industry, Sunderland has enviable natural assets. A winding riverside meanders through the heart of the city centre, acres of rolling hills and green parkland flank the western outskirts around Washington and the Coalfields, and a stunning coastline – named by the Guardian as among the country's most beautiful beaches – punctuates the easternmost edge of this pretty city. These assets are something residents of the city embrace, but far too many outside of Sunderland's boundaries are unaware of these natural blessings.

So, as the city develops its economy through significant regeneration, housing that will appeal to a new generation of resident is central to Sunderland's emerging vision.

"More and better homes are at the heart of our plans for Sunderland," explains Councillor Graeme Miller, leader of Sunderland City Council.

"Vibrant new communities will absolutely transform our offer as a place to live, and we know that by creating attractive new family homes, we can grow the city, and attract more families – of all shapes and sizes – to choose to live here, and ultimately, work, rest and play in Sunderland.

"We have significant natural assets – fantastic parkland and beaches, and a transforming city centre that is a stone's throw from our beautiful riverside, and there are more employers bringing 'better jobs' choosing to base themselves here, bringing more employment opportunities to Sunderland.

"The combined effect is a city that has much to offer as a place to live and work, as well as to enjoy, and we must maximise its position."

Sustainable new homes in or close to the city centre are expected to feature



prominently in a developing vision for the heart of Sunderland, as leaders look to bolster the city centre's daytime and evening economy. Combined with more people working in the area, owing to the increase in new office space, council bosses believe Sunderland city centre could see the daytime population increase by 60 per cent, providing a welcome boost to the city centre economy and its resident business community.

And attractive new communities on the outskirts of the city are already taking shape.

"We have some beautiful suburbs that are well-connected to major commuter routes, but that feel relatively remote," explains Cllr Miller.

"One of the strengths of the city is the fact we have so much green space and it creates an attractive vibrant place to live in. Add great schools and amenities and more and better job opportunities coming forward thanks to our investment in new business spaces, and our offer is pretty compelling."

All this potential is not going unnoticed by housebuilders.

Miller Homes was the first housebuilder to dig spades into the ground as part of the 750-home development on land just north of the city's popular Chapelgarth and Moorside

estates. The premium housebuilder recently opened a showroom to market the 160 properties it is building on the site and has already received significant interest from prospective buyers.

The city is expected to make a string of announcements soon, about new partnerships that will accelerate housing plans across the city.

"Sunderland is growing its reputation as a place to live. It has been named the 'third richest city in the UK' according to scientists who looked at the assets the city has to offer vs the things that lead to a rich and fulfilled life. Sunderland was also named as the best city to live for under 30s, in a recent report by OneFamily. We know that creating communities where people want to live is critical to Sunderland realising its potential.

"We'll be investing over £150m in housing alone over the next 15 years. And it's not just about homes, it's about the liveability of the city. We will be improving transport links; introducing more cycle paths; preserving the area's landscape and heritage; building our events programme; improving our focus on support for residents and creating more spaces and places for people to enjoy. It's an exciting period in the city's development and housing is absolutely front and centre."



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HAY & KILNER COMMERCIAL PROPERTY TEAM BUILDING A STRONG REPUTATION

The award-winning commercial property team at leading North East law firm Hay & Kilner has built itself an impressive reputation for its sector expertise, commercial impact and unrivalled levels of personal service.

The Newcastle-headquartered practice was chosen as the winner of the Property (Commercial) category in the 2018 Northern Law Awards, which recognise the best practitioners working in the legal industry right across the North of England.

The 2018 edition of industry 'bible' The Legal 500 described Hay & Kilner's commercial property team as providing "a service that has always been second to none" while "the partners have in-depth knowledge and are supported by an excellent team."

The team predominantly acts for owner-managed businesses across North East England, although it also works with clients with properties right across the UK, and it has particular expertise in the housebuilder, care home, leisure, residential and commercial development, investment, agricultural and rural sectors.

Experienced solicitor Chris Anderson was recently promoted to partner by the firm, joining fellow commercial property partners Nicola Tiffen and Richard Freeman-Wallace.

Associate solicitor Kirby Owens and solicitor Laurie Wilson work alongside the three partners, and the firm is currently actively looking to make more appointments to the team.

High-profile property projects on which the team has worked recently included the opening of the stylish Hibou



Blanc bar and brasserie in Newcastle's Bigg Market, the move by a fast-growing North East energy consultancy into prestigious new offices at a well-known regional business park and the sale of a multi-let office building on Newcastle's Grey Street.

The team has also successfully advised and continues to advise a national and publicly-listed housebuilder in relation to its acquisition of or option to acquire a number of large sites for residential

development.

Nicola Tiffen, partner and head of Hay & Kilner's commercial property team, says: "The commercial property sector across the region remains active, especially within the residential development arena, and our specialist team's expertise has been central to a wide range of projects coming to fruition over the last 12 months.

"Commercial property deals are moving quickly, with housebuilders, developers, landowners and agents keen to get things done and investors and funders enthusiastic about enabling them to be completed, and our team is very busy providing the advice and guidance required to get agreements over the line.

"Most of our work comes from repeat business from long-standing clients, which allows us to get to know what matters to them both commercially and personally, and to then tailor the work we do to ensure these objectives are met.

"Being part of a full service law firm also means we can draw upon the expertise from colleagues as required and so provide a fully integrated service to clients when other issues such as property litigation and construction issues arise.

"We're growing alongside the market, and adding further personnel to the team will enable us to meet growing demand for our services from existing and new clients."

For further information on the services provided by Hay & Kilner Law Firm, please visit www.hay-kilner.co.uk or call Nicola Tiffen on 0191 232 8345.



OFFICES FOR SALE

25 JOHN STREET

Sunderland, SR1 1JG

FREEHOLD PRICE OF £150,000

- Total size of 247.6m² (2665ft²)
- City centre location
- Awaiting EPC Rating
- High pedestrian footfall
- Car Parking Spaces

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PROFESSIONAL SERVICES

Valuations

At Bradley Hall we provide formal valuations (known as Red Book Valuations) for secured lending, taxation, accounts, pension, proceeds of crime, matrimonial and probate purposes.

We have a qualified and experienced team of RICS Registered Valuers who are able to value residential, retail, industrial, office properties and development sites, either individually, or as part of a portfolio, across the region. These valuations are produced in a formal report and undertaken in accordance with the RICS Valuation - Global Standards (The Red Book). All valuation reports provide a comprehensive overview of the property, market conditions, comparable transactions, valuation approach and rationale.

Our expertise has seen us appointed onto the panel of several major institutional lenders, including Barclays Bank Plc, Lloyds Bank Plc, Yorkshire Bank and Svenska Handelsbanken.

Lease Renewals and Rent Reviews

A lease renewal is carried out when a lease is either coming to an end, or has already expired. Terms of the new lease will need to be negotiated and the transaction may involve providing notices, in accordance with the Landlord & Tenant Act. It can be complex and involve strategic management.

Bradley Hall's Professional Services team have comprehensive knowledge of Landlord and Tenant Act statute and case law, and of the rights of landlords and tenants, so that our clients are correctly advised both before and during negotiations.

Local market knowledge and understanding of the detail of comparable transactions is key in successful lease negotiations. Being able to agree a fair and reasonable rent can add significant value to either party.

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OFFICE PREMISES TO LET

2A & 2B COLIMA AVENUE

Sunderland Enterprise Park, Sunderland, SR5 3XB

RENT FROM £10 per ft²

- Modern self contained pavilion office
- Total size of 335.4m² (3,610ft²)
- May be available in part
- EPC Rating C66
- Benefits from 16 car parking spaces
- Attractive, flexible and highly incentivised terms

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**GROUND & SECOND FLOOR
CITY CENTRE OFFICE TO LET**

35 OLD ELVET

Durham City, DH1 3HN

**GROUND FLOOR ANNUAL RENT OF £10,000
SECOND FLOOR ANNUAL RENT OF £7,500**

- NIA 77.62 m² (835 ft²)
- Flexible Terms
- Listed building
- Awaiting EPC

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INDUSTRIAL/OFFICE PREMISES TO LET

3 BAMBURGH COURT

First Avenue,
Team Valley Trading Estate,
Gateshead, NE11 0TX

RENTAL PRICE ON APPLICATION

- Modern office/industrial premises
- Totalling 662.4m² (7,200ft²)
- Within an established business location
- EPC Rating C67
- External car parking

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NEWCASTLE UNION ROOMS UP FOR SALE

The building, bought by Andrew Ward from Wetherspoons two years ago, has a guide price of £4m.

A historic Newcastle city centre pub is back up for sale two years after it was snapped up from leisure giant Wetherspoons by a North East entrepreneur. Union Rooms operator JD Wetherspoon initially put the prominent 19th-century building on Westgate Road up for sale in May 2016, as part of a portfolio of 45 of its UK properties and just months after acquiring it from a Danish investment group for £5.6m.

The five-storey property was then bought by property entrepreneur Andrew Ward, triggering new investment in the building.

While Mr Ward owns the building, it has been operated for some time by Cyclone Leisure Group, also owners of the San Lorenzo restaurants, who last year unveiled sweeping changes to the

Union Rooms, including a new pizza restaurant, garden room and sports room.

Now Mr Ward – who already owns a number of pubs in Durham, as well as Workwear Express, employing more than 160 people in Belmont, Durham – has put the building up for sale, saying he is looking at diversifying his portfolio which will allow this asset to change hands.

It is now on the market through North East property firm Bradley Hall with a guide price of £4m.

Nicholas Bramwell, senior surveyor at Bradley Hall said: “Buildings of this magnitude and calibre don’t come on the market very often in Newcastle and as such command a premium as a result.

“This investment is made particularly interesting by its potential to develop the

upper floors, the completion of which is likely to have a substantial, positive impact on an already attractive income. “Union Rooms is situated in an unrivalled location with Newcastle Central Station and its metro station close by. It is also surrounded by other established operators and popular destinations for locals and visitors alike, which ensures a high footfall in the area.”

The grand Grade II listed building at the bottom of Westgate Road dates back to 1877 and was a gentlemen’s club called the Union Club for almost 100 years. Among its famous members was WG – later Lord – Armstrong, the 19th-century Tyneside engineer and industrialist.

Thanks to the Journal and Chronicle for the original article.

BH

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ROBUST NORTH EAST ECONOMY MARCHES ON

By Neil Hart, Group Managing Director
at Bradley Hall Chartered Surveyors and Estate Agents.

Regardless of economic hurdles, business in the North East has managed to continue to thrive and adapt, remaining largely unscathed by Brexit. North East SMEs continue to operate with confidence and market activity continues at a steady pace.



We've experienced first-hand the resilience of the North East property market. Between September 2018 and August 2019 our commercial agency team completed 344 sales, lettings and acquisitions including; office, retail, investment, industrial in the North East to the value of £100m and 2,000,000 sq. ft.

Investment has been the leading field for us over the past year totalling over £31m, which is great news for our region, supporting its status as a key area for growth. We know that there is an appetite for investment in the region, and with the number of exciting flagship developments in the pipeline in areas such as Newcastle, Gateshead and Sunderland, this is only set to continue.

Unsurprisingly to us, Newcastle was recently announced as one of the top European cities to attract angel investment. Sifted.eu collected data from PitchBook, finding that Newcastle had the 17th highest number of investment deals of all European towns and cities, excluding capital cities.

In the retail and leisure sectors, innovative solutions have helped to keep our region's retail sector afloat. Quirky destinations such as STACK Newcastle

have provided opportunities for smaller retailers and hospitality outlets to occupy space in the vibrant Newcastle City Centre, with this success planned to be replicated at the popular Sunderland seafront area of Seaburn.

Regional operators continue to acclimatise and are reaping the benefits of their inventive approaches to attracting consumers from near and far. This is in a stark contrast to national operators who continue to struggle in the current, challenging, climate.

Further north, Northumberland continues to thrive as a popular tourist destination. The county is currently the reigning champion of the British Travel Awards 'Best UK Holiday Destination'. After four years of being runner-up, Northumberland edged out Cornwall and the Peak District to take the title of 'Best UK Holiday County/Destination of the Year'.

Northumberland attracts Brits and visitors from further afield, and thanks to this, its tourism sector is 11.8% of the county's economy and brings £665m to the area. Northumberland has an abundance of attractions including its famous beaches, stunning scenery and

historic castles.

Although the office market continues to perform well, there is a lack of Grade A office space which in turn allows landlords to remain firm on terms. Incentives continue to decrease in the short term and rental levels continue to rise. This trend may have a negative impact on the pace of emerging start-ups and company growth as options for high-quality, serviced and flexible office space remains limited.

There are currently several exciting developments underway in Newcastle and Gateshead which will combat the lack of Grade A space. I am confident that the launch of The Lumen, Newcastle Helix and RIGA – Baltic Quarter will provide new opportunities for those looking to cement their business within one of the most exciting and fastest growing areas in the UK.

Despite the current, and sometimes tough, economic climate the North East has many positive achievements and future plans to shout about – and we are proud to be a part of this resilient and successful region.

For more information please visit www.bradleyhall.co.uk



OFFICE FOR SALE/TO LET

UNIT 5 THE STAITHES

The Watermark, Metro Riverside, Gateshead, NE11 9SN

ANNUAL RENT OF £48,000

PURCHASE PRICE OF £450,000

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- Total size of 337.79m² (3,625ft²)
- Within an established business location
- EPC Rating C58
- Arranged over ground and first floors
- 12 dedicated car parking spaces

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OFFICE ACCOMMODATION TO LET

Bradley Hall
CHARTERED SURVEYORS & ESTATE AGENTS

3RD FLOOR BANK CHAMBERS

26 Mosley Street, Newcastle upon Tyne, NE1 1DF

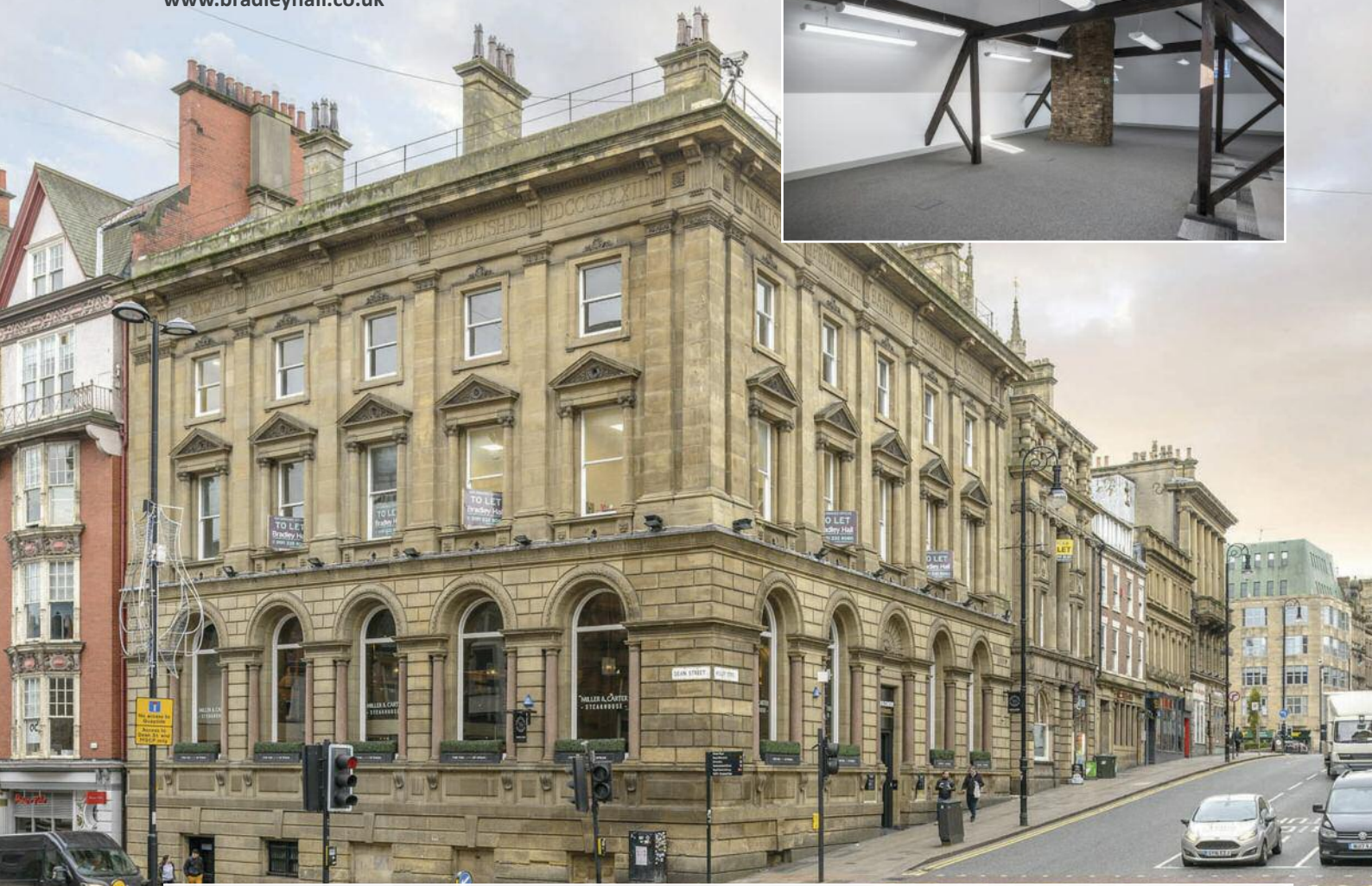
RENT OF £15.00 per ft²

- 3rd floor office accommodation
- Total size of 247m² (2,659ft²)
- Prominent city centre location
- EPC Rating C64
- Recently refurbished
- By way of an underlease



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PG LEGAL
COMMERCIAL SOLICITORS

NORTH EAST LAW FIRM STRENGTHENS OPERATIONS

A leading North East commercial law firm has strengthened its operations by appointing a new director and celebrating the qualification of two of its solicitors.

Charlotte Emerson, a commercial property solicitor, becomes director and will supervise and develop the commercial property team as well as oversee business development.

After graduating from Northumbria University with a master's degree in Law, Charlotte began her career with PG Legal seven years ago with a work experience placement. This was followed by a two-year training contract before continuing her career as a fully qualified solicitor.

Jonathan Fletcher, managing director at PG Legal, said: "Charlotte has played a key part in the development of our commercial property department since joining our team. Her dedication and approach are outstanding and we are incredibly proud that she is the first to develop with us from starting on work experience to becoming a director within our business.

"Charlotte's appointment is part of our strategic growth plan which will see our client base continue to grow across the region. She will head up a team of solicitors and trainees and will be an exemplar mentor. Her attitude and professionalism perfectly reflect our company values, which is to provide a high quality, holistic and full-service approach to support local business with their legal needs."

Charlotte said: "I am thrilled to have been appointed as a director at PG Legal. I have thoroughly enjoyed developing my career with the firm and experiencing the recent and significant development of the business, its move to larger and more central offices and its brand refresh.

"Throughout my career with PG Legal, the company has built a strong reputation in the business community and has welcomed a range of clients from charities and micro businesses to some of the region's most reputable businesses. I am proud to have been a part of that journey and I look forward to contributing to its future growth."

Harmeet Singh Sanghera, who has been with leading North East law firm PG Legal for three years, now becomes a fully qualified solicitor within its commercial property team, alongside Matthew Brady.

Harmeet's specialisms include commercial leases, sales and purchases, land and business sales and acquisitions, with clients

across a range of sectors from local charities and micro businesses to some of the region's leading SMEs.

Harmeet, who graduated from Northumbria University with first class degree in Law said: "I am thrilled to have completed my training and to have become a fully qualified solicitor. PG Legal is a fantastic firm to work for and I look forward to continuing to develop my career alongside a group of passionate and dynamic professionals.

"PG Legal is incredibly committed to the training and development of their staff. I have worked alongside many others who have had a positive, well-rounded training experience and have continued their careers with the firm.

"This is a very exciting time for the firm as it looks to continue in its growth strategy and expansion across the region. It's been fantastic to be part of a company with such a strong ethos and commitment to local businesses, and I look forward to seeing what the future holds".





OFFICE SPACE TO LET

3RD FLOOR, 14-16 GREY STREET

Newcastle upon Tyne, NE1 6AE

ANNUAL RENT OF £6,000 PER ANNUM

- Office premises to let
- Total size of 36.9m² (397ft²)
- Prime city centre location
- EPC Rating C75
- Flexible lease terms available

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WHY 2019 IS A GOOD TIME TO BUY AND SELL HOUSES DESPITE BREXIT

This is a good time for homeowners in the north as house prices continue to rise, mortgage interest rates on fixed deals remain low, and the number of rental properties on the market are decreasing with the impact of higher rate stamp duty on second homes.

Rightmove predicted a 2-4% rise in house prices in Northern parts of the UK during 2019. It said that: "Home owners who are thinking of coming to the market in 2019 should seriously consider doing so as soon as possible."

House prices edged ahead again in August according to Halifax, with the property market showing a "degree of resilience" despite the continuing political uncertainty surrounding Brexit.

Lenders are also still very competitive and with low interest rates and long-term fixed deals it is a good time to take advantage of them.

STAMP DUTY, HELP TO BUY MORTGAGE AND HELP TO BUY ISA

First time buyers also have the benefit of stamp duty relief on the first £300,000 and if they have a Help to Buy ISA the Government will provide an additional £50 for every £200 saved up to a maximum of £3000 towards the deposit on their first property.

For new build properties the government will lend up to 20% of the cost of your home (40% in London) so you will only need a 5% cash deposit and a 75% cash mortgage to make up the rest.

The Government loan is interest free for the first five years and in year six you are only charged interest of 1.75% of the loan's value. Thereafter payments increase every year at 1% above inflation. This makes another good reason to look at buying instead of renting.

SHARED OWNERSHIP

Shared ownership is another way of getting your foot onto the property ladder if you are unable to afford a high mortgage. This means that you can buy a share of the property from a Housing Association, such as Home Group, and pay rent on the remaining amount.

You can purchase anything from 25 to 75 percent of the market value of the property and when your circumstances change for the better you can either increase your share or buy the remaining percentage and have the freehold transferred to you.

Shared ownership means that you can have all the benefits of living in a new home without the initial price tag. You have the option in the future to increase your share via a process known as "staircasing", all the way to 100% if you wish to do so. Samuel Phillips Law is the recommended law firm for the local Housing Association.

GOOD ADVICE MATTERS

Whether buying or selling you should ensure you choose a specialist lawyer to make the process as smooth and efficient as possible.

Samuel Phillips Law has a highly respected residential property team, which offers transparent and fixed fees, and makes sure you know exactly what is happening throughout your transaction.

We would welcome a telephone conversation or meeting with you to discuss your needs at any time.

Jane Fiddes is a partner in the residential property team at Samuel Phillips Law, Grey Street, Newcastle upon Tyne. Email: janeffiddes@samuelphillips.co.uk.



HOW CAN I USE MY PENSION POT TO HELP ME HELP MY BUSINESS?

Phil Dean, Head of Commercial Property, Samuel Phillips Law

In 2006 if you were looking to buy a commercial property some banks were almost throwing money your way. Weak arguments ticked the box and the regular increase in the property market values fuelled their confidence and people were borrowing on hopes and beliefs. . . .and it worked. . . .and then the recession happened.

Queues outside Northern Rock Branches were mirrored in delays and problems getting funding. The crash of the world economy was terminal for many funders and those that survived, through their own resources or government bail outs, had to take a careful look at their balance sheets.

It's fair to say that access to funding isn't quite as hard as it was then BUT it still is a lot harder to get bank funding than it used to be.

There has been a huge rise in crowd funding, an increase in public sector linked funding and a rapid increase of funding through pensions.

Two of the main sources of funding have been Self-Invested Personal Pensions (SIPPs) and Small Self Administered Schemes (SSAS).

Broadly speaking they cannot be used for the purchase of residential property but for the purchases of commercial property. They both work in similar ways though their structures are significantly different. However, both allow someone with a pension fund to purchase investment property which may or may not be leased back to their company.

Owning the property in your pension can have significant financial benefits for the investor rather than buying it in their own name, including potentially huge tax savings.

This has been used by business owners as a way of investing in something they know and understand, their own business, however it's important to remember that it's your pension company buying the property and not you yourself.

In order to qualify for the tax benefits HMRC require certain rules to be followed and the pensions administrator, employed to ensure that your pension benefits enjoy the tax reliefs available, has rules it needs to follow to protect itself.

One of the most common issues we come across is people saying, "it's already my property, I don't need to carry out searches". The important situation here is that you have to think of yourself as a trustee of the pension as a totally separate person from you as an individual, and the pension administrator doesn't want to pick up problems or issues which could cause their business problems.

For that reason, you will be asked for information as if you were a third-party seller, and searches will need to be carried out. It can feel awkward, but for the savings available down the line, it can make a lot of sense.

Another plus point is that pensions can be used as a great tool for "losing" profits from your business. A particular benefit of a SSAS is that it can use profits to invest in a director's business in the future, potentially avoiding a tax liability this year whilst keeping a route to cash available in the future.

Whatever you are thinking of, don't just keep your investment strategies to borrowing from the bank, there are far more options available and some will make a lot of sense to small business owners.

Whatever your plans we are more than happy to talk them through with you.

Phil Dean is head of commercial property at Samuel Phillips Law, Grey Street, Newcastle upon Tyne. Email: phildean@samuelphillips.co.uk.



WHY PROPERTY MANAGEMENT IS IMPORTANT

Before you enter into investment ownership it is important to know what property management is and why it's important. How, and who, you choose to manage this is crucial to the proactive life cycle planning for the property and its viability as an investment asset.

The most important aspect of property ownership for landlords is their investment value and income. As such, many of our clients opt to outsource the management of the lease arrangements with their tenants to ensure that the rent is paid in full and on time, that the lease covenants are adhered to and that their tenants maintain their building accordingly. This can be very time consuming, particularly for multi-let sites where service charges may apply and in difficult market conditions or in the event of default, the landlord will need professional advice as to what action can be taken as dictated by law. The retention of a good property manager can prove to be an extremely cost-effective solution across the lifecycle of a lease or investment.

Here are our guidelines to successful property management;

1. Sourcing High-Quality Tenants

Being able to identify red flags comes with experience. Poor quality tenants could lead to dilapidated properties, arrears and potentially hefty legal fees. The ideal tenant will pay rent on time, cause few headaches for you as a landlord and maintain the property to a high standard. It all sounds straightforward, however, sometimes it isn't so easy. Property managers can process tenant applications and use their expertise to find the best possible tenant for you.

2. Legal Compliance

We briefly mentioned legal fees in the previous point however, it is important to understand what legal implications there could be for you as a landlord both on a day-to-day basis and as a result of acrimonious landlord-tenant relationship.

Property managers are fully up to date with any of the ever-changing legal responsibilities of landlords, using their expertise to protect clients, ensuring they are not vulnerable to any potential issues. Legal coverage could include;

- Evictions and forfeitures
- Unit inspections
- Lease signing
- Rent and service charge collections and handling
- Tenant screening
- Health & Safety

3. Managing Service Charges

For sites with a service charge, property owners are constrained by the terms of the occupational leases which are not always in line with best practice guidance. This can often mean that there is a fine balance between setting service charge budgets at a level which allows for the necessary services to be provided and offers a high standard of service for both occupiers and landlords. It is important to ensure that tenants are happy with the standard of accommodation they are leasing, and that the landlord's obligations

are suitably discharged, whilst guaranteeing that expenditure remains at an affordable level which also provides value for money.

The ability to supply a cost effective service is achieved through a range of means, including utilising our bulk buying power to secure the best possible rates for utilities and service contracts, while also tendering services to include local contractors who may not have the high operating costs of a larger organisation. It is also paramount to ensure that those who are involved in providing professional advice, including our own management services, remain economically competitive whilst providing a best in class service to our landlord and tenant clients.

Running a service charge places several obligations on a landlord in terms of how they deal with the service charge funds. There are usually stipulations within the lease about the way in which the accounts are reconciled and rules and regulations set out by the RICS Professional Statement which is mandatory for RICS Regulated property managers.

4. Lease Events

Lease events should be dealt with in a timely manner to ensure that, particularly where time is of the essence, rent reviews are agreed to allow for any increase in rent to be realised. Managing leases at the end of a term involves ensuring that the tenant has complied with their obligations in yielding up. Whilst it may seem that it is simple as handing keys back, often the lease will allow for recovery of costs via a dilapidations claim to ensure the property is returned to the specification outlined in the lease. Effective management of this process allows property managers to liaise with building surveying and agency

departments for dilapidations and reletting to avoid costly repairs and vacancy period.

5. Accurate Pricing

Using a property management company allows you to access up to date transaction data so that you are able to apply the correct rental value to your property. Using carefully and professionally verified evidence, a property manager is able to provide you with an expertly considered value to ensure your property is let efficiently with minimum vacancy period.

6. Why Property Management is a must

You may assume that you can take on the task of marketing and managing your property effectively - and there is no reason why you cannot, if you have the time and resource to spend. It is, however, essential that you fully understand your legal obligations in order that you can suitably mitigate your risk exposure. A well-managed property is far more likely to provide an optimum return on investment and a good property manager can relieve you of the stress of property ownership.

At Bradley Hall we offer a full range of Property Management services and manage all types of property across a wide range of sectors, from individual residential buy-to-lets to shopping centres and multi-let office and industrial developments. Our approach is bespoke to each instruction depending upon our client's objectives and circumstances. We provide service charge consultancy advice and ongoing management services to a wide range of landlords, tenants and public sector organisations. For more information on how Bradley Hall can support you in Property Management matters please contact Catherine Affleck on 0191 232 8080 or visit www.bradleyhall.co.uk

STACK, SEABURN GETS THE GO AHEAD

Sunderland seafront will soon become home to an exciting new social hub, as planning permission is granted to Danieli Holdings to build their second container village in the North East.

The highly anticipated STACK Seaburn development will become home to a number of local businesses as developers Danieli Holdings and North East Chartered Surveyors Bradley Hall begin to attract traders with a focus on community wellbeing, socialising, events and a mix of independent street food and casual dining options.

Neil Hart, Group Managing Director at Bradley Hall said: "The North East is renowned for its independent and start-up businesses and we're looking for the very best variety of hospitality and lifestyle services which will provide visitors with a fantastic experience."

The focus of Danieli Holdings is on developing a community space where people come together through music, sport, games, events and regular pop ups, whilst making the most of the seafront destination with a range of indoor and outdoor activities.

There are also plans to include a function room towards the back of the scheme, suitable for gatherings and events of all kinds, but with a particular focus towards the alternative wedding market, complete with its very own secret bridal suite for the newlyweds.

STACK Seaburn will be built from shipping containers that are assembled to make an enclosed village that can operate in all weather conditions and will stand on disused land opposite the seafront promenade.

Neill Winch, CEO of Danieli Holdings said: "The intention, which is the same as STACK in Newcastle, is to offer something for everyone. We know we can create a welcoming hub of activity and a place where you can have stacks of fun hanging out with friends, family, and even the dog, to enjoy tasty street food and drinks day and night.

We aren't just a landlord; we have a vested interest in making it a success for all of the independent operators who come on board. We are passionate about creating a container village community where independent businesses thrive and a place for people to work, play, socialise and share unique experiences.

"As I am from Sunderland, originally, this will be a great addition to Sunderland's seafront, and something we are incredibly proud to be bringing to the area."

Danieli Holdings, the company behind Newcastle's hugely successful STACK, submitted its applications for a leisure



space, that plans to see it open to the public in the spring, 2020. The leisure operator has been working closely with the team at Sunderland City Council to advance its plans for the site. It is one of a number of operators that the council has successfully attracted to the area, with more announcements expected to follow.

Councillor Michael Mordey, deputy leader of Sunderland City Council, said: "STACK is a fantastic concept and we're thrilled it has been given the green light.

"Sunderland's seaside is the jewel in its crown, but for some time, it has been an unpolished gem. There has been a significant effort made by the council to attract the investment that Seaburn requires and today's announcement shows that hard work is starting to bear fruit.

"The arrival of STACK, alongside the significant investment we have already attracted in both Roker and Seaburn – with work like the landscaping along the seafront, the development of Pier Point and the restoration of the Pier, along with planned work to regenerate under-used

and historic buildings along the Seaburn and Roker promenade - means that we are very quickly creating a place that will not only be hugely attractive to residents, but will become a magnet for visitors too.

"This is a very exciting part of a £1.5bn programme of investment that will transform our seaside, city centre and surrounding areas over the next decade."

The development, which will come with a seven-and-a-half-year lease, is a flagship development as part of the wider

regeneration of Seaburn seafront. Winch concluded: "We're excited to be a part of the regeneration of Seaburn and look forward to the developers starting the work within the next few weeks." Danieli Holdings will be seeking traders to operate from the units and are especially interested in hearing from operators in the street food, health & beauty and leisure industries. **Any expressions of interest are to be emailed to newcastle@bradleyhall.co.uk**





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KSM Associate's Kourosh Manoucheri, partner at Gordon Brown Law Firm John Morgan, Richard Rafique and Steve Cowley

£1.5M INVESTMENT TO CREATE OFFICE SPACE FOR NORTH EAST SME'S

A Newcastle office building has been purchased in a £1.5m investment to create further opportunities for the region's start up and small businesses.

Over 17,000 sq ft of office space has been purchased by a North East based syndicate of property investors, assisted by KSM Associates, at Asma Court, Newcastle Business Park. The investors were supported by Bradley Hall Chartered Surveyors and Gordon Brown Law Firm in acquiring the building.

The building, which is currently known as Scotswood House, is set to undergo a major rebrand as well as a refurbishment by Ultimate (Commercial Interiors) Ltd as part of the investment. Once complete, the building will have a capacity of 160 workers with 100 parking spaces.

Kourosh Manoucheri from KSM Associates said: "It is vitally important for us to support the region's start-up businesses by providing flexible office space. The North East continues to create many successful entrepreneurs and SMEs which provide outstanding services, products and jobs for local people. The

centre will not only create a place for people to work, but also a platform for a lot of businesses to thrive.

"Rents are set to be competitive and fully comprehensive, including everything from renting the desk space to parking and even down to photocopying. We know how important financial planning is for start-ups and want to do all we can to provide the best environment for our tenants with no hidden costs.

"The refurbishment has already begun and we're looking forward to welcoming a range of tenants from a number of industries."

Richard Rafique, Director at Bradley Hall said: "We were delighted to once again work with KSM Associates in another acquisition. This particular project utilised the full-service Bradley Hall approach, from sourcing the building to negotiating the purchase, providing a building survey as well as lettings and

property management.

"The investors are set to create a fantastic and flexible space which is ideal for the region's micro businesses, small enterprises and growing organisations. We were delighted to once again support the company in an acquisition and are looking forward to marketing the spaces."

John Morgan, partner at Gordon Brown Law Firm said: "We have again enjoyed working with KSM Associates and the investors they work with in completion of what was at times a challenging acquisition – it has been necessary to deal with some unusual legal issues in order to achieve completion of the purchase and we will continue to work with Bradley Hall to assist tenants looking to make a move into what will be an exciting new space"

For more information please contact Bradley Hall on 0191 232 8080 or email richard.rafique@bradleyhall.co.uk

SUSTAINABLE DRIVING PLEASURE WITH TWO POWER UNITS AND INTELLIGENT ALL- WHEEL DRIVE.

The new BMW X1 xDrive25e.

Plug-in hybrid variant of the Sports Activity Vehicle in the premium compact segment combines agile versatility with exemplary fuel consumption and emissions — efficient electric motor and cutting-edge battery cell technology allow locally emissions-free travel up to a range of 57 kilometres*.



LIFESTYLE

Munich. The BMW Group is consistently driving its electrification strategy forward and presents a further plug-in hybrid model for an especially popular and dynamically growing vehicle category. In the new BMW X1 xDrive25e, the intelligently controlled interaction between a fuel combustion engine and an electric motor as well as locally emissions-free travel can now be experienced in the Sports Activity Vehicle (SAV) premium segment. A highly efficient electric drive and a latest-generation lithium-ion battery enable an electrically powered range of up to 57 kilometres*. With an average fuel consumption from 2.0 litres per 100 kilometres* and CO2 emissions from 43 grams per kilometre*, the new BMW X1 xDrive25e sets a benchmark within its competitive field. Its combined power consumption is from 13.5 kWh per 100 kilometres*. The hybrid specific all-wheel

drive with its fast and precise distribution of power between the front and rear wheels delivers a high level of driving pleasure and thrilling agility.

The plug-in hybrid system of the new BMW X1 xDrive 25e consists of a 1.5 litre 3-cylinder petrol engine with BMW TwinPower Turbo Technology and an electric drive specially developed for this model. It is taken from the eDrive technology modular system of the BMW Group. The petrol engines mobilises a peak output of 92 kW/125 hp and a maximum torque of 220 Newton metres. It transfers its power to a 6-speed Steptronic transmission and drives the front wheels. The electric motor generates an output of 70 kW/95 hp and delivers 165 Nm of torque to the rear wheels via a single-speed transmission. This makes for a hybrid specific all-wheel drive, which gives the BMW X1 xDrive25e a unique level of agility in its competitive field delivering hallmark SAV driving pleasure. The highly responsive power delivery of the electric motor, which delivers its full torque spontaneously from standstill enables the



driver to react extremely quickly to changing driving conditions. In addition the position of the electric motor above the rear axle contributes to the harmoniously balanced axle load distribution of the new BMW X1 xDrive25e. In conjunction with the intelligently controlled interaction between the two power units, it provides maximum driving stability, ride comfort and dynamic response.

Together the combustion engine and electric motor produce a system output of 162 kW/220 hp. The maximum system torque of both drive units is 385 Nm. The new BMW X1 xDrive25e accelerates from 0 to 100 km/h in 7.0 seconds. In addition, the electric boost provided by the drive system ensures additional safety reserves





and intense sporty flair when overtaking on country roads, for example. The top speed of the plug-in hybrid model is 192 km/h.

With the very latest battery cell technology the new BMW X1 xDrive25e possesses generous reserves of electrical energy enabling the driver to conduct the main share of everyday travel locally emissions-free with the electric motor alone. The latest-generation lithium-ion battery has a gross energy content of 9.7 kWh. This allows for an electrically powered range of up to 57 kilometres* in the BMW X1 xDrive25e. The high-voltage battery can be charged at conventional household sockets using the standard-equipment charging cable. The battery can be fully charged in around five hours in this way. Using a BMW i Wallbox, the relevant charging operation takes less than 3.6 hours. The charging socket is located under a separate flap on the front left side wall of the car.

The driver can use the eDrive button on the centre console to influence the drive system's operating mode. In the AUTO eDRIVE standard setting, the intelligent drive system ensures optimum interaction between the two power units in all driving situations. Navigation data is

also used to manage the plug-in hybrid system to increase both efficiency as well as driving pleasure. When navigation guidance is activated, the anticipatory energy management can also take into account the route profile for controlling the drive system. The MAX eDrive mode can be activated for maximum use of the electric drive. In this mode, the new BMW X1 xDrive25e reaches a top speed of 135 km/h. In addition there is also the SAVE BATTERY mode. It enables the driver to maintain the charging state of the high-voltage battery while driving or to increase it by means of recuperation. In this way battery capacity can be saved for later use when driving in purely electric mode in the city for example. The driving experience switch can be used independent of the drive mode. In the new BMW X1 xDrive25e, the driver can use this to activate the COMFORT, SPORT and ECO PRO modes in order to influence the drive and suspension functions as well as to operate the electrically powered comfort systems.

Due to its long electric range and its low CO₂ emissions, the new BMW X1 xDrive25e (depending on equipment) meets the criteria which have been stipulated for the classification as an electric vehicle in Germany and the associated preferential treatment in public road traffic. In addition it also qualifies for reduced company car taxation in Germany. Only half the gross list price is used as a basis when calculating the monetary benefit from private use of the company car.

The new BMW X1 xDrive25e features acoustic pedestrian protection as standard. When driving electrically at

speeds of up to 30 km/h, an unmistakable sound designed specifically for electrified BMW models is generated to alert other road users to the approaching car without impairing the acoustic comfort of the vehicle occupants. In addition the standard equipment of the compact SAV with plug-in hybrid drive also includes 17 inch light alloy wheels, 2-zone automatic air conditioning as well as auxiliary air conditioning. The interior can be pre-conditioned remotely via BMW Connected using a smartphone. As an alternative to the basic version, the new BMW X1 xDrive25e is available as a Sport Line, xLine and M Sport model. In addition to the respective equipment packages, virtually all options of the conventionally powered BMW X1 are available for the plug-in hybrid model.

The positioning of the high-voltage battery underneath the rear seats not only leads to a very low centre of gravity, which optimises the agility of the BMW X1 xDrive25, but also to a slightly reduced transport capacity compared to the conventionally powered compact SAV model variants. The 450 litres luggage compartment volume is fully available in primary use. With a standard split of 40:20:40, the folding backrests enable this to be increased to 1,470 litres. A trailer tow hitch with detachable ballhead is optionally available for the new BMW X1 xDrive25e. The maximum trailer load is 750 kilograms.



Fuel consumption, CO₂ emission figures and power consumption were measured using the methods required according to Regulation VO (EC) 2007/715 as amended. The figures are calculated using a vehicle fitted with basic equipment in Germany, the ranges stated take into account differences in selected wheel and tyre sizes as well as the optional equipment. They may change during configuration.

The details marked * have already been calculated based on the new WLTP test cycle and adapted to NEDC for comparison purposes. In these vehicles, different figures than those published here may apply for the assessment of taxes and other vehicle-related duties which are (also) based on CO₂ emissions.

For further details of the official fuel consumption figures and official specific CO₂ emissions of new cars, please refer to the "Manual on fuel consumption, CO₂ emissions and power consumption of new cars", available at sales outlets, from Deutsche Automobil Treuhand GmbH (DAT), Hellmuth-Hirth-Str. 1, 73760 Ostfildern-Schornhausen and at <https://www.dat.de/co2/>.

DEVELOPING CONSENSUS RE-FOCUSES SUCCESSFULLY

Developing Consensus, the North East property group, which includes leading private sector investors, developers, property agents and professionals, started this year with a fundamental shift in position to emphasise its messages about the importance of the region's property sector to the North East.

The group's membership has between them invested over £1bn in the North East over the last 10 years, but is seeing increasing challenges to investment and project delivery in the region, which needs to be urgently highlighted and addressed.

Chair Adam Serfontein, who is also managing director of the property investment and development company, The Hanro Group, says Developing Consensus will continue to focus on two

main areas namely attracting the investment, funding, occupiers and talent we need for North East England to continue "to grow and flourish and support high value schemes through innovative and streamlined approaches to planning, funding and construction".

"We are a strong, multi-disciplined and a very knowledgeable opinion group. We want to ensure a range of high quality accommodation is always available for both indigenous and new, incoming,

demand," says Mr Serfontein.

"Our principal ambitions remain the same - the delivery and supply of new developments and buildings that will enable the growth of businesses in the region; to support the region in attracting the inward investment from national and international markets necessary for regional development and growth; to foster positive collaboration



between the public and private sectors on development and investment and continue to be an authoritative voice and expert consultant group, actively supporting regional policy-makers across relevant sectors."

DC position papers released so far this year cover several views ranging from digital infrastructure to enabling development. In respect of digital, the DC paper says "the property sector is an important part of the regional inward investment offer. Showcasing the digital infrastructure already here, and highlighting what is coming down the line, are both important messages.

"This helps make the case to businesses making location decisions, to attract young skilled workers and grow the regional economy."

A further paper was an argument to bring back Enterprise Zones. "The whole 'enterprise' process is revenue and tax generating from the initial design stage, through materials and construction to delivery and occupation by businesses and their supply chains that are job creating and revenue generating be it corporation tax, employment tax or

stamp duty."

The paper continued: "A strategy to reinvigorate EZs will be needed to assist urban areas by encouraging businesses to establish themselves, expand and contribute to the local economy through jobs and spending power and to the national economy through taxation."

Most recently Development Consensus issued a paper covering about planning issues. An extract says: "The view of DC is that delivery of the LEP's Strategic Economic Plan will be undermined unless a pro-active approach is adopted by all participants in the sector to ensure the property pipeline is unblocked. The current strategy of enabling sites through provision of support to remediate and service is not on its own effective at enabling building delivery.

"DC believes that the North East region must regard speculative development of new buildings as key infrastructure projects that are critical to the future success of the economy. Without them there will be no homes for new business."

Neil Hart, group managing director, Bradley Hall Chartered Surveyors and Estate Agents, who are members of DC, says "Despite overhanging economic uncertainty, the North East property market continues to be resilient and this positive outlook is testament to the region's ability to adapt and continue despite external impacting factors.

"The region is an outstanding place to invest and base business, and it is now the responsibility of all involved in Developing Consensus to champion this and cultivate new opportunities for future growth."

Words: Chris Dobson

www.developingconsensus.com



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FINANCE OPERATION BEGINS RECRUITMENT DRIVE FOLLOWING SUCCESS

A North East finance operation is launching a significant recruitment drive after celebrating a successful six months since its restructure and the recruitment of its Head of Commercial Finance.

The Commercial Finance department of Bradley Hall Chartered Surveyors and Estate Agents welcomed Leigh Taylor to bolster its commercial finance operations earlier in the year. Leigh is now looking to recruit several commercial finance experts to support the growth of the department.

Bradley Hall's Commercial Finance department has recently completed over £13m worth of lending in the North East, which has been used to support the region's SMEs and independent businesses in funding training, real estate investment, and in improving the hospitality sector.

Leigh said: "Due to the rapid growth of the Commercial Finance department we're looking to significantly expand our workforce in order to best service our clients both within the North East and nationally as our reputation in this field develops.

"The past six months have exceeded our expectations. We've worked on some great cases which have resulted in businesses being able to move forward with their expansion plans, ultimately strengthening their operations and creating employment opportunities for the North East."

The firm currently supports those

looking for finance for property development projects, asset finance, commercial mortgages, business finance, acquisition funding and refinancing.

The team is also looking to grow its operations outside of the region and has secured £2.5m of lending for businesses in Manchester, £2.8m for businesses in Liverpool, £2m in Leeds and Bradford as well as £2m in the West Midlands. Thanks to its national success the firm is also looking to recruit further brokers across these locations.

Leigh continued: "As one of the UK's fastest growing independent financial consultancies, we are able to provide bespoke finance solutions to businesses of all types and sizes through an unrivalled selection of lenders. At the heart of everything we do is impeccable customer service. We know how important it is for businesses to gain finance quickly and with minimal fuss. Throughout every case a dedicated commercial manager gets to know our clients and their business so they are able to provide a truly bespoke solution to meet their needs."



**For more information please contact
 Bradley Hall's Commercial Finance department
 on 0191 260 2000
 email info@bhfinancialservices.co.uk or visit
www.bhfinancialservices.co.uk**

YOU'RE HIRED

RECRUITMENT DRIVE STRENGTHENS TEAM AT PROPERTY FIRM

Bradley Hall Chartered Surveyors and Estate Agents has welcomed five new members of staff - now boasting a team of 50 across its operations in Alnwick, Morpeth, Hexham, Gosforth, Newcastle City Centre, Sunderland and Durham.

Appointments include Chartered Surveyor Angus Todd, Graduate Surveyor Callum Armstrong, Valuations Manager Nigel Goodrum, Senior Mortgage Protection Advisor Gary Dobson and Property Executive Henry Murray.

Neil Hart, Group Managing Director at the firm, said: "These strategic new appointments are set to strengthen our operations across the company. It is a priority of ours to recruit the best talent in the region to support our current and future growth and client base.

"The growth of our team further cements us as a market leader in our field and reinforces our position as one of the largest regional property firms in the North East. At a certain point 'small' has evolved to become 'bigger' to succeed – and today's Bradley Hall has certainly achieved that, and more, in the past three

years. We've reinvented the business and created a fantastic team which we are proud of."

Chartered Surveyor Angus Todd joins the team to support the firm's strategy to strengthen operations and grow its client base across the region. Angus, who is also a registered valuer, will be based across the company's network of offices, carrying out specialist valuations for banks, professionals and development purposes.

Callum Armstrong, who was formerly a placement student with the firm, joins its commercial operations working across the Land, Development and New Homes and Planning and Design arms of the company following graduating with a 2:1 from Nottingham Trent University.

Nigel Goodrum, an experienced estate agent, will provide expert valuation services to clients from the Bradley Hall

residential operations, while Gary Dobson has been appointed to support the firm's mortgage clients across the region.

Bradley Hall recently celebrated the relocation and expansion of its Alnwick branch, which was closely followed by the appointment of Property Executive Henry Murray.

Bradley Hall runs seven offices in the North East including; Alnwick, Morpeth, Gosforth, Newcastle city centre, Durham, Sunderland and Hexham as well as an office in London. Departments to include; Commercial Agency, Building Surveying, Residential Agency, Land, Development & New Homes, Property Management, Mortgages, Professional Services and Commercial Finance. The group also operates sister company BH Planning & Design.

For more information please contact Bradley Hall on 0191 232 8080 or visit www.bradleyhall.co.uk

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MAJOR EVENTS HELP TOURISM INDUSTRY GROW IN NEWCASTLEGATESHEAD

On World Tourism Day new figures released showed that tourists visiting NewcastleGateshead in 2018 contributed £1.76 billion to the economy. In a year which saw the region host the Great Exhibition of the North, visitor expenditure rose by 4 per cent from 2017, highlighting the importance of tourism to the wider economy.

The tourism industry continues to see significant growth, with a total of 18.65 million people visiting NewcastleGateshead last year – up 3 and a half per cent from 2017.

The figures are estimated using the Scarborough Tourism Economic Activity Model (STEAM)¹ and also show a 3 per cent increase in the value (£1.1 billion) and volume (16.4 million) of day visits from 2017. The number of overnight stays increased to 5.44 million nights, with visitors spending £626 million (up 6 per cent from 2017).

Tourism continues to be the fourth largest sector in the North East and a very significant employer. In 2018, 16,193 people were directly employed in tourism in NewcastleGateshead, up by 4.6 per cent on 2017. When indirect employment in the supply

chain is considered total employment stands at 20,678, up nearly 5 per cent on 2017.

Sarah Stewart, Chief Executive of NewcastleGateshead Initiative, said: “Our major events, attractions and experiences ensure that NewcastleGateshead is a very attractive visitor destination. It’s brilliant news that visitor numbers and expenditure are growing, and these new figures highlight the ongoing importance of the industry to the wider economy.

“Last year we hosted the biggest event in England in the Great Exhibition of the North and saw a variety of exciting new venues which added further to what the destination has to offer visitors. These included shipping container villages Stack Newcastle and By The River Brew Co, new bars Revolucion de Cuba and Charts, and the Maldron Hotel.”





Early figures for 2019 see a continuation of the upward trend in visitor numbers. The region hosted the European Professional Club Rugby Finals in May with over 80,000 fans attending the two games and a hotel occupancy of 99 per cent over the weekend.

Over 20 new bars and restaurants have opened in the first half of 2019, including Banyan Bar, The Gunner and Everyman Cinema, with more openings planned for the rest of the year.

It has also been a positive first half of the year for attractions in NewcastleGateshead, with 1.2 million visitors passing through their doors between January and June, up 3 per cent compared to the same period in 2018.

Stewart added: "While visitor numbers increased again last year, 2019 has already seen two major events, the European Professional Club Rugby Finals and World Transplant Games, attract thousands of visitors from all over the world to the region."

Did you know?

- 18.65 million people visited NewcastleGateshead in 2018. This was up by 3.5% on 2017.
- The number of days visitors spent in the destination also grew on 2017 (+3.7%) to 21.87 million visitor days.
- Visitor expenditure in NewcastleGateshead now stands at £1.76 billion, up by 4.3% on 2017.
- The number of people directly employed in tourism in NewcastleGateshead in 2018 stood at 16,193, up by 4.6% on 2017. When indirect employment in the supply chain is taken into account total employment stands at 20,678, up by 4.8% on 2017.
- The number of overnight visitors to NewcastleGateshead stands at 2.22 million with these visitors spending 5.44 million nights in the destination. These visitors spend £626 million up by 6% on 2017.
- Day visitor levels have risen by 3% to 16.4 million, with expenditure levels growing by the same rate to £1.1 billion.
- The average spend per trip by overnight visitors is £218.90 compared to £206.72 in 2017, while the average spend per day visitor was £50.92 compared to £49.00 in 2017.
- The Food and Drink sector accounts for 32% of all expenditure and 37% of all employment.
- 88% of all visits are day visits while these visitors account for 64% of expenditure.



JOANNE WOOD

SENIOR PLANNER, BH PLANNING AND DESIGN



What did you do before Bradley Hall?

Before joining BH Planning & Design last September I worked at Northumberland County Council for 11 years, most recently as a Senior Planning Officer, where I was responsible for assessing and making decisions on a wide range of residential, commercial and other planning applications as well as giving advice and support to more junior members of the team.

Why did you decide to get into the Planning industry?

I've always had an appreciation of architecture and the built environment so a career in Planning provides the opportunity to help shape and influence future development which is what really attracted me to the profession.

How long have you worked in the industry?

Over 14 years, mostly in Local Government until I entered the private sector with BH Planning & Design last year. I worked at Newcastle City Council for two years after graduating from University, before moving on to Tynedale District Council and then Northumberland County Council, so over that time I have developed a wealth of local authority planning experience that I am now putting to good use in the private sector.

Have you seen any changes in terms of gender equality in the industry during your career?

I think a lot has changed within both the planning profession and the development industry more generally over the past decade or so and there are increasingly more opportunities for women in the industry, most notably in the private sector. Over the last 10 years we've also seen the establishment of the Women in Planning network which champions women's equality in the planning industry and shines a light on female planners with the North East branch being formed in the last 12 months, creating networking opportunities and supporting the professional development of its members.

What do you enjoy about your role?

Being totally invested in individual development schemes and working to achieve a positive outcome for our clients. Getting the right planning decision has many challenges and the diversity of those challenges makes it a really interesting and enjoyable (and sometimes frustrating) job!

What are your future career ambitions?

It's an exciting time at BH Planning & Design and the business has grown rapidly in the year since I joined. Over the next few years I'm fully committed to helping the business grow and expand further to help establish its position as one of the leading planning consultancies in the region.

How do you see the industry moving forward over the next few years?

The planning system is facing some very significant challenges at the moment, not least in how we deal with the housebuilding industry to ensure that enough houses are being built in the right places and at the right time to meet demand.

The planning system more generally is also renowned for being slow and laborious and it will be interesting to see what the Government intends to do to simplify the process when it announces its planning reform proposals in the not too distant future.

What advice would you give a young person who is interested in Planning as a career?

Get real life work experience and don't be worried about making mistakes. You learn a lot and can work out which parts of the planning profession interest you the most so that you can then specialise in a particular area, whether that be development management, strategic policy, heritage or one of the many other areas that the industry has to offer. It also gives you a head start when applying for permanent jobs.



INVESTING FURTHER TO ENSURE SUSTAINABLE GROWTH

Karpet Mills flagship Newcastle branch to double in size

Karpet Mills are delighted to announce further expansion plans for Autumn/Winter 2019, with the flagship Kingston Park branch doubling in size.

The new showroom will incorporate their Designer Flooring premium department, featuring famous luxury products such as Amtico, Moduleo, Hugh Mackay, Crucial Trading and many more. The total 9,000 sqft premises will display the very best flooring products available in today's market, all at unbeatable prices with first rate customer service.

"We are delighted with the new extension at our Kingston Park branch. Although we are now a long established family run business, we have grown significantly in the last few years, and this new investment will allow us to help sustain that growth and build on our success" says Karpet Mills Director Joel Dickinson "The extra capacity will also allow us to hold even more stock than before, helping us to successfully manage the retail, commercial and house-builder sides of the business."

The development is the second major investment that the flooring firm have made in a matter of months, with the opening of their new Benton branch. Launched in June this year, the new 3,000 sqft premises becomes the 5th Karpet Mills superstore in the North East region, and the second new branch in two years, with the Hexham store opening in early 2018. The new branch is located in the busy North Tyneside Industrial estate, opposite the ASDA megastore.

With stores in Newcastle, Gateshead, Sunderland, Hexham, and now Benton, the 6th generation family run business is able to offer even more quality carpet and flooring deals. "We offer consistently high-quality products at consistently low prices. Recent growth of our business has significantly boosted our buying power. We source 'A-Grade' stock from across Europe and buy in bulk to pass the



savings directly to our customers – and with the new extension at Kingston Park, we can now hold even more stock" these are the words of Joel Dickinson, Operations Director of Karpet Mills, the North East's biggest stockist of quality carpets. He adds, "We are able to sell famous branded products at prices not normally seen by the general public. We sell Axminsters, heavy weight 80/20 wool twists and stainfree saxonomies to our customers at better than wholesale cost."

Karpet Mills combines the experience gleaned from over a 140 years trading with the modern day expectations of quality and service to provide the full package for every customer. All branches (Kingston Park, Gateshead, Hetton-Le-Hole, Hexham and now Benton) are open for trade 7 days a week.

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