

Newsletter 61 - July 2014

Dear Members,

Latest update from NACO

A meeting has been arranged between NACO and those Committee members able and willing to attend. Details from this meeting will be made available to members either in future Newsletters or via the forthcoming AGM.

Recycling

Anne Foulkes is considering what recycling facilities could be made available at the park. This has been an issue of interest to many and so we look forward to hearing what will be setup.

Committee Members

We announced the sad loss of John Sutton and our thoughts are still with Eva. In addition, Andrew Scudamore has now sold his caravan at SBV and is therefore no longer on the Committee. We therefore have a need for at least two new committee members. The requirements are not onerous. It would be good to find someone with similar interests in the environment to take up where John and Eva have left off.

We are particularly looking for committee members to represent the following sections of the park - Honeysuckle, Daisy and Rose, but of course new committee members will be welcome from any caravan owner. Please feel free to contact the Association and we shall be happy to talk to you about it. our Secretary, Marj Edwards, is usually on-site at number 66 and will be very happy to see you and discuss what is involved.

Selling and Buying

It is hoped that these notes will be helpful to owners and prospective owners at Swanage Bay View. Notes on recent sales are included in the website and we would welcome a summary of your recent experiences too.

When considering the sale of your caravan it is worth remembering some key things:-

1. The sale must be conducted in accordance with the licence
2. Experience has shown that your caravan has a market value which is often higher than the value that it would initially have when the Sales Office offer to buy it
3. The plot and it's view may have intrinsic value to a buyer, whether private sale or to the Sales Office
4. The value of the licence in addition to the value of the caravan (easily overlooked!)

Firstly it is worth getting to know the licence section on selling. The Sales Office have to be informed that you plan to sell. They may make you an offer. Experience suggests that you are likely to get more if you sell privately. This can be done by word of mouth, conventional advertising, using the web (including the OA website), and engaging an agent (most recently Oliver Miles, estate agent in Swanage Town). The sales commission is much

smaller if you sell privately which of course leads to more money available for the seller and a better price for the buyer!

Existing owners who have the 15 year licence term, also have fees fixed at the "Swanage Town Council" level. This is approximately £3,500 for 2104. When new purchasers buy your caravan in a private sale, they obtain the same licence and the same fees. If new purchasers buy from the Sales Office they will be charged annual fees of approx £4,500 and may well end up with a much poorer licence. It is therefore of a financial interest to a new purchaser to be able to buy direct from you rather than via the Sales Office. This means that even if your caravan is approaching the end of the 15 year period and has little re-sale value, your licence is still worth over £1,000 per annum to a prospective purchaser; whether a private sale or being sold to the Sales Office. Over a period of years this equates to a considerable sum and therefore bestows an inherent value just to the licence itself.

Indications are that the site may not use the licence agreed with the OA, NACO and Darwin with future buyers. This could mean that the CPI limit to annual site fee increases may be lost to these new owners. In addition they may be forced to sell through the site sales office and have to pay 15% commission. All-in-all this just adds to the value of the licence that you currently hold.

If yours is a big plot big enough for a lodge, then your licence is even more valuable; lodges are going for an annual fee of £7,000! A private buyer buying your caravan, plot and licence could make savings of £3,500 per annum.

Similarly, this means that your caravan and plot has a sizeable residual value to the Sales Office which you should remember when entering into negotiation with them. Your plot may be very desirable to a private buyer or the Sales Office. It may have a great view or it may be a large plot on which an expensive lodge could be sited.

All of this needs to be considered when selling.

Annual General Meeting

This will be held at the Emanuel Baptist Church in Victoria Avenue at 5pm on Saturday 27th September. We shall provide full feedback from our meeting with NACO and there will be a number of important issues covered which will affect many on the site. Your input will be valuable and there will be time for discussion. We shall also repeat the refreshment period after the meeting when members can meet together, get to know neighbours, and exchange information and experiences.

This will be another opportunity to renew membership subscription.

Members have been contacting the Committee with various concerns and some distressing stories about how Darwin are treating the owners, including one owner being removed from the Park. Again, this highlights the need for continued membership of OA and the support of NACO.

Vista Facilities

We also remind members that they sell "basics" at reception, and don't forget about owners discounts in the restaurant and bar.

Bay View Caravan Owners Association