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WELCOME...

to Autumn 2009 Newsletter. A turbulent Summer in the world of property is behind us and although several months have passed, the market is as fickle as ever and shows no real signs of substantial change. In-fact, I'm blown away by the number of articles on house prices, each one appearing to contradict the other. In our article on page 4, we ask, 'How do these surveys work and which ones, if any are we to trust?'

We also have a report on the HIP, property market snippets, our regular features and more importantly, this quarter sees The Property Consultants Society 55th Annual General Meeting.

The Directors and staff would also like to take this opportunity to wish members a very Merry Christmas and a Happy New Year.

Editor

TECHNICALLY SPEAKING...

OVER HALF OF PEOPLE IN THE UK ARE PREPARED TO PAY MORE FOR A PROPERTY IF IT HAS FASTER BROADBAND ACCESS, A SURVEY HAD REVEALED.

Some 51% of those questioned said that they are willing to pay more for a house with faster broadband and almost two thirds said that the minimum broadband speed they require would be more than 4Mbps.

A fifth said 4Mbps would be acceptable, 10% voting would be happy with 2Mbps and just 6.6% would put up with 1Mbps.

'Consumers clearly place a significant emphasis on broadband performance, so much so that an overwhelming majority would even be willing to give up on an almost perfect dream home in favour of a cosmetically less attractive one that received faster speeds,' said ISPreview.co.uk's editor and founder, Mark Jackson.

'The results could have profound implications because many slower homes are often found in remote and rural locations that reside further from their local telephone exchange, hinting at the potential for a greater exodus into towns and cities where speeds are higher and prices lower,' added Jackson.

The survey results show that property owners want internet speeds higher than the government is currently committed to providing. The current target is to deliver a minimum of 2Mbps to everybody by 2012. 'The survey highlights the importance of being able to deliver speeds of more than double the current Government target,' said Jackson.

What do you think, industry hype or hard fact?

CONTROVERSIAL NEWS

'HIP'PING MAD!



HIP's and their mere mention cause an instant heated debate, whether you are a politician, industry stakeholder, property professional or a consumer. There has been a huge mistrust of this new system, but what are the exact facts; are they really a hindrance to the housing industry or do they have genuine benefits?

Estate Agents and consumers alike are looking for price, service and speed when it comes to the HIP pack and there is evidence that this is happening.

According to Mike Ockenden the Director General of AHIPP, the HIP pack is not only generally well received by the consumer but they have in fact, according to an independent survey by IPOS Mori, no affect on a consumers' decision to buy or sell. 85% questioned in the survey said obtaining a HIP pack did not influence their decision about whether or not to sell their home and the 15% that said it did, put their homes on the market anyway. The majority of consumers surveyed were satisfied with the delivery, the ease with which they were completed and the upfront information about the condition of the property they are buying.

In fact, 73% said it took under 20 minutes to complete the PIQ (Property Information Question) and a huge 85% of those surveyed said that they would ask to see the PIQ when buying their next home. Existing research from Connells has already shown that HIP's reduce transaction times by up to 12 days and exchange ready packs have reduced times even further.

Another important element to the pack is the EPS. Research has shown that there is great support and interest from homebuyers regarding the green credentials of their potential home. A recent YourGov survey for the New Homes Marketing Board showed that energy efficiency is one of the most important attributes buyers look at in prospective homes. Coming third only to outdoor space and a garage, energy efficiency was judged more important than even value for money.

Those who are anti-HIP, have claimed among other things, they have been instrumental in halting the recovery of the housing market, that they are time consuming, cumbersome and taxing, serve no value for money and are inconsistent.

The more vociferous anti-HIP campaigners state that the HIP legislation represents an erosion of people's civil liberty to market their property as and when they like, as a substantial part of the HIP must be completed before the marketing of a residential property can begin.

Sadly, the category of sellers most severely hit as a result of the legislative changes are those in the process of being repossessed. Most sellers facing repossession are not able to afford the outlay for the HIP but, on the other hand, they need to market their property as quickly as possible to stave off repossession in order to protect any remaining equity.

In addition, much of the bad press regarding HIP's is poor and dishonest service. An anonymous employee of a company that prepared personal Searches for HIPS, states, 'Many HIPS are not actually worth the paper they are written on, the company I worked for knowingly provided incorrect information on the search reports and I know that they are far from alone in doing this. If they could not obtain the information required, they would just make it up or lie and say there was no information to obtain. Having amassed a huge amount of evidence and reported this company, surprise, surprise, nothing was done about this dreadful company and they continue to get away with dishonesty'.

Mike Ockenden has welcomed the launch of compliance checks within Birmingham city on HIP's and says, 'Hopefully this will act as a sign to other estate agents that inaccurate Hip's and breaches of regulations will not be tolerated'.

'HIP legislation represents an erosion of people's civil liberty'

Perhaps everyone has spent too much time being distracted by debating their impact than concentrating on making them really work. They are not perfect, but should least concentrate on making improvements and moving forward. Would it not be easier to adapt and develop the

HIP than simply abolish them? Grant Shapps the Conservative shadow housing minister has indicated that if the Conservatives win the next general election they will scrap HIP's, yet they say they are receptive to innovation. Let us not forget that HIP's true purpose is to make the process of buying and selling a house much more transparent and efficient so that the number of failed transactions can be reduced. Attention to detail, excellent solid customer service and a commitment to stringent standards, checks and procedures, is a worthy, not unobtainable goal.

As more and more people witness the benefits of the HIP, the number of Anti HIP protesters narrow and the perceived negative start to the life of the HIP will progress and develop further into an essential and beneficial part of the property conveyancing process.

**HAVE YOU A NEWS STORY THAT YOU WOULD LIKE TO SHARE WITH OTHER PCS MEMBERS?
CONTACT US AT;
INFO@PROPERTYCONSULTANTSOCIETY.ORG
WE WOULD LOVE TO HEAR FROM YOU.**

ANNUAL GENERAL MEETING

Dear Sir/Madam,

NOTICE is hereby given that the 55th Annual General Meeting of The Property Consultants Society will be held on 2nd December 2009 at 5-6 Edgar Buildings, George Street, Bath BA21 2EE at 13:00hrs for the purpose of transacting the under-mentioned business.

By order of the Council

Secretary

AGENDA

1. Apologies for absence.
2. To approve the Minutes of the 54th Annual General Meeting for the year ending 30th. June 2008 held on 19th December 2008.
3. To present the Annual Accounts and report of the Council for the year ending 30th. June 2009.
4. To appoint a non executive President
5. Executive Council. Re-election of Council Members.
To appoint D. J. May as a Director
6. To appoint the auditor for the ensuing year.
Mr. M.J. Hosmer, F.C.A. has expressed his acceptance.
7. Ratification of elected, reinstated and upgraded members during the year.
8. To vote on rescinding the Directors' Attendance Allowance.
9. To vote on changing Articles to bring in line with New Companies Act.
10. Any other business, whereof previous notice has been given.
 - a. To receive Michael Swan's presentation on The Way Forward

MEMBERS AREA

Although requested by many of our members, it appears that our Members' Area on the website is not being used. This area is only available to other PCS members and you will need a unique password to enter. Please have a look.

TECHNOLOGY CORNER



NEWSLETTER UPDATE

All Newsletters, (except those including the AGM information) will be sent via email and be available to view online at our website



www.propertyconsultantssociety.org

If you are unable to receive email or do not have online access, please call us as soon as possible on 01903 883787.

NETWORKING UPDATE

Why not chat with other PCS members all over the world and join our online forum with Google Groups. Quick and easy to register, it is also free of charge. You can post news stories, ask questions and discuss industry issues.

<http://groups.google.com/pcs-members>

MEMBERS OLD AND NEW

WE WOULD LIKE TO WELCOME THE FOLLOWING NEW MEMBERS;

Mr R A J Mann (3165F), Leicester
Mr Z Loucas (3166F), Athens, Greece
Mrs K Costelloe (3167F) Temple Knight & Ellis, Bedfont, Middlesex.

WE WOULD LIKE TO WELCOME AGAIN MEMBERS RE-JOINGING;

Mr E M Leonard Snr. (1664F) Jersey City, USA
Mr A J Brown (2498F), Gloucestershire

WE WOULD LIKE TO WISH THE FOLLOWING A HAPPY RETIREMENT;

Mr B Crisp (641F), Essex
Mr R M Hargrove (1030F), Kent
Mr D Wotney (2815F), Surrey
Mr S Harris (2959F), Stroud Gloucester



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HALL OF SHAME

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THE FOLLOWING MEMBERS PAYMENTS OVER OVERDUE;

Anthony Cox (2372F), Knebworth, Hertfordshire
John Fielder (2957F), Salhouse, Norwich
Stephen Harris (2959F), Stroud, Gloucester
Tobin Jones (2753F), Bicester, Oxfordshire
Samuel Lipfield (1280F), East Finchley, London

THE FOLLOWING HAVE BEEN DELETED FOR NON PAYMENT;

Healy Hynes (3119F), Athlone, Ireland
Panayotis Papakyriacou (2962F), Archway
Lynne Stockdale (2415A), Northumberland
Robert Walker (2984F), Middleton St.George, Darlington
Paul Wesley (3027F), Stourbridge, West Midlands
Samuel Lipfriend (1280F), East Finchley London, ceased trading

THE FOLLOWING MEMBERS WILL BE DELETED UNLESS PROMPT PAYMENT IS RECEIVED;

George Bickerstaffe (1737F), Prescott, Merseyside
Ronald Caine (1815F), Battle, East Sussex
Christopher Davis (3146A), Ripon, Yorkshire
Paul Dunford (2956F), London
Maxine Peller (1963F), Southgate, London
Giles Perry (3052F), Early, Berkshire

