

# Brinsons



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[brinsons.co.uk](http://brinsons.co.uk)

# Our History

1900

Brinsons Chartered Surveyors founded in Caerphilly by Mr Evan Brinson, a local entrepreneur from a farming family. Originally established to advise farmers and landowners on property matters, Brinsons also acted as Auctioneers selling livestock at Nelson market and provided accountancy services to local farmers. Evan Brinson himself was a well regarded Caerphilly businessman who was a founding member of the South Wales branch of the Central Association of Agricultural Valuers (CAAV) as well as being a Chartered Surveyor.

1968

Mr Roderick Brinson, grandson of Evan, took over as sole Principal and immediately set about modernising the practice. With the farmland in and around Caerphilly being increasingly developed as housing estate, business parks and industrial estates, Brinsons became more focused on residential estate agency, lettings, professional services and commercial property consultancy.

1992

The Brinsons office on Castle Street in Caerphilly was re-developed as part of the Castle Court Shopping Centre scheme. Rod Brinson then purchased the old Castle Cinema on Eastgate (famously the venue of a Sex Pistols concert in 1976) and redeveloped it as a purpose built headquarters accommodating the expanding estate agency at ground floor and the thriving commercial property team at first floor.

2006

On the retirement of Rod Brinson, Trevor Isaac became Managing Director and was joined by longstanding staff members, Michael Griffin and Richard Harris, who became Directors. Michael subsequently retired as a Director in 2014 but remains with Brinsons as a residential sales Consultant.

2009

The firm acquired Fairfax & Co Chartered Surveyors, a well respected firm of land agents in Cowbridge, thus establishing a new Brinsons office in Cowbridge focussed on commercial and land agency work under Richard Harris.

2013

The Cowbridge team relocated to a refurbished showroom on the High Street to develop a new residential estate agency as well as adding a Monmouthshire Building Society agency to the range of services.

2016

Brinsons acquired La Maison, a residential lettings agency in north Cardiff, and relocated the team to the Caerphilly office to expand the lettings side of the business.

2017

The well established, Cowbridge based firm of Estate Agents and Chartered Surveyors David Birt & Co, a niche residential sales agency specialising in exclusive, high value properties in the Vale of Glamorgan, was acquired by Brinsons to expand its residential sales agency in Cowbridge.

# Welcome to Brinsons

We were established in 1900 as a family business based on the principles of dedicated service, professional expertise and extensive local knowledge. With over a century of experience, Brinsons has developed into one of Wales' leading practices of Chartered Surveyors and Estate Agents.

Operating from prominent, historic and stylish offices in Caerphilly and Cowbridge we offer clients a personal approach to residential sales and lettings, commercial property services and land agency across South Wales.

Much may have changed since 1900, but our dedication to the highest standards of service remain a timeless commitment to each and every one of our clients. This review of the first six months of the 2018 year, gives an insight into the trend of the residential market following a turbulent year in 2017 with the general election and Brexit.

We have featured a variety of properties we have sold and let this year which will show you just how strong sales and lettings have been. We have also included the opportunity of meeting our team of experts and highlight property values, trends and our projection of how the market will shape as we head into the remainder of the year.



Trevor Isaac  
Director



Richard Harris  
Director



## Caerphilly

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## Cowbridge

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# Caerphilly Sales Influenced By New Land Transaction Tax

Michael Griffin provides an insight into the how the introduction of the new Land Transaction Tax influenced buyers in Caerphilly

The most significant event in the Caerphilly housing market in the first six months of 2018 was the introduction of the new Land Transaction Tax (LTT) in April 2018.

The data suggests buyers of high-value properties may have brought forward their purchases into March or earlier to avoid paying the additional tax, which would have been due from April 2018 onward. Similarly, those purchasing lower valued homes may well have delayed their purchase until April or later as the exemption threshold had increased from £125,000 to £180,000 after that date.

The average house price in Caerphilly is £143,842 in quarter 2, 4.6% higher annually but -1.4% lower than the previous quarter. The introduction of the Land Transaction Tax (LTT) in April, suggests this has impacted on quarter 1 and quarter 2, with more purchases of expensive properties in quarter 1, and sales falling off in quarter 2. Total house sales are estimated to be down by 5% in the first half of the year compared with the same period in 2017.

Predictions for the remainder of the year are that the market will remain price sensitive and with the added distraction of Brexit vendors will need to be careful not to price themselves out of the market with too high an asking price.

## Michael Griffin

Residential Property Consultant - [michael.griffin@brinsons.co.uk](mailto:michael.griffin@brinsons.co.uk)



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# Caerphilly Sales



Ffordd Las, Abertridwr | £369,950



Highfield Rise, Trelewis  
£235,000



Castle Manor, Caerphilly  
From £133,950



Sunningdale, Caerphilly  
£315,000

# Caerphilly Sales



Heol Y Berth, Caerphilly | £389,950



Pontygwindy Road, Caerphilly  
£299,950



Plas Grug, Caerphilly  
£199,950



Nant Twyn Harris, Ystrad Mynach  
£235,000

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# Caerphilly Sales



Manor Court, Edwardsville | £300,000



Sword Hill, Caerphilly  
£265,000



Garden Street, Llanbradach  
£150,000



Clos Pandy, Bedwas  
£310,000

# Buyers Find Solace In Welsh Property Market

David Lakin provides an insight into how many buyers are looking to Wales after being priced out of more affluent parts of the UK.

It has been an interesting start to the year within the Welsh housing market, while other parts of the country are reporting near recessionary figures, Wales has since inflationary upward pressure to the tune of nearly 10%. This could be due to the factor of the changes in stamp duty regulation to Land Transaction Tax as we have spoken about earlier on, however it does seem that applicants being priced out of more affluent parts of the country find solace in rural parts of Wales for a fraction of the price.

The Guardian reported in May "Prices in Monmouthshire jumped by 11.3% in the year to the end of March, according to the Your Move index. But the rugged landscape of the Brecon Beacons appears to be the last refuge of the property boom, with Your Move reporting striking price falls in London."

We have seen this hugely within parts of the rural Vale and Bridgend with clients for example paying £1 million in Wales for a country home with 3 acres, and selling in Buckinghamshire for near enough £3 million for the same amount of property.

"Wales bucked the trend as buyers sought to complete before the introduction of a new tax regime. Prices in Cardiff and Swansea were up 9.7%, the Vale of Glamorgan 10.2%, and Torfaen 10.4%, over the year. "There's a simple explanation for this stellar performance: forestalling," said Oliver Blake, managing director of Your Move and Reeds Rains estate agents. "Wales introduced a new land transaction tax in April, starting at a higher base, of £180,000, than stamp duty in England (£125,000) but at a higher rate, particularly for properties priced £400,000 to £925,000, with tax rates at 7.5% and 10%."

Anticipating this, buyers have brought forward purchases of high value homes to avoid the new tax, just as they did ahead of the stamp duty hike in April 2016. Consequently, six of the eight most expensive local authority areas in Wales set a new peak price in March. Such high price growth in Wales is likely to prove short-lived. We have also seen movements back to the UK of an ex-pat nature, with the uncertainty of a Brexit deal on the horizon clients have decided to cut their losses and come back home for the remainder of their time. Many clients have taken early retirement to come back to the Vale, which in turn sees an increase in transactions.

The office has seen increasing market share throughout the year and has been featured in the South Wales Echo, Wales Online, Cardiff Life and globally via the Property Mansion website through a range of properties within our portfolio. This alongside the announcement that we have sold over £30,000,000 worth of property since the merge of David Birt & Co into the business has given everyone great hope of further growth into the marketplace in the years to follow.

## David Lakin

Residential Sales Manager - [david.lakin@brinsons.co.uk](mailto:david.lakin@brinsons.co.uk)



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# Cowbridge Sales



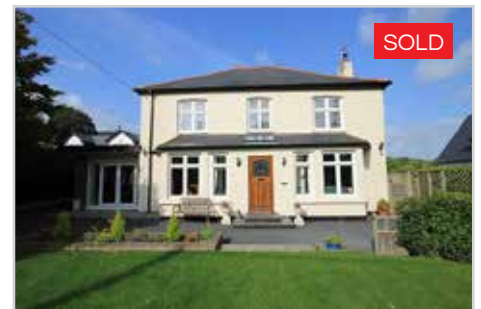
Old Town Mill, Town Mill Road, Cowbridge | £1,350,000



Oakville, Graig Penllyn  
£499,950



Tyn Y Bettws, Bettws  
£495,000

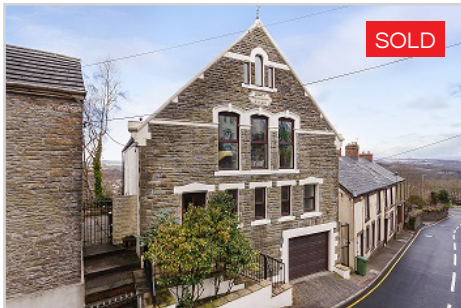


Woodlands, Westgate, Cowbridge  
£799,950

# Cowbridge Sales



The Meadows, Gypsy Lane, Groesfaen | £1,150,000



Trinity Chapel, High Street,  
Llantrisant | £475,000



Cross House, Cowbridge Road,  
Aberthin | £399,950



5 Penylan Court, St Brides Major  
£375,000



# Cowbridge Sales



Stone Court, Bonvilston | £1,500,000



Springfield, Graig Penllyn  
£549,995



St Anne Lodge, Talygarn  
£749,450



Waterton House, Brocastle  
£375,000

# Brinsons | Caerphilly

Operating from prominent, purpose built offices in the historic town of Caerphilly. Our highly experienced Residential and Commercial Departments offer sales, lettings and management services, as well as a range of professional services which include valuations, Landlord & Tenant advice, property investment guidance and development land consultancy.

We offer a bespoke approach to all disciplines of property agency, combining entrepreneurial spirit, integrity and a commitment to understanding our clients' specific needs and requirements helping us to achieve the best possible outcome in a realistic timeframe.

## Meet the team



**Trevor Isaac**  
BSC MRICS  
Director



**Audrey Clemenger-James**  
Finance Director



**Jude Matthews**  
Finance Administrator



**Michael Griffin**  
BSC (ECON)  
Consultant



**Loti Flowers**  
BA (Hons)  
Senior Sales Negotiator



**Shanee Wilson**  
Sales Negotiator



**Sally Bigley**  
Systems Co-ordinator



**Matthew Thorne**  
Lettings Manager



**Trudy Bennett**  
Administrator/Negotiator



**Daniel Jones**  
MSc BSc (Hons) MRICS  
Commercial Surveyor  
(Associate)



**Jodie Clayton**  
BSC (Hons) MRICS  
Commercial Surveyor  
(Associate)



**Beverly Williams**  
BSC (Hons) MRICS  
Commercial Surveyor  
(Associate)



**Emily Wilson**  
Property Administrator

**Contact**  
**Caerphilly Office**  
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**Opening Times**

Monday	9am - 5:30pm
Tuesday	9am - 5:30pm
Wednesday	9am - 5:30pm
Thursday	9am - 5:30pm
Friday	9am - 5:30pm
Saturday	9am - 4:00pm
Sunday	Closed

Find out more about the Brinsons staff by visiting [brinsons.co.uk](http://brinsons.co.uk)



# Brinsons & Birt | Cowbridge

Operating from a stylish showroom in the historic town of Cowbridge. Our highly experienced Residential and Commercial Departments offer sales, lettings and management services as well as a range of professional services which include valuations, Landlord & Tenant advice, property investment guidance and development land consultancy.

We offer a bespoke approach to all disciplines of property agency, combining entrepreneurial spirit, integrity and a commitment to understanding our clients' specific needs and requirements helping us to achieve the best possible outcome in a realistic timeframe.

## Meet the team



**Richard Harris**  
BSC (Hons) MRICS  
Director



**Audrey Clemenger-James**  
Finance Director



**James Williams**  
BSc (Hons) MRICS  
Associate Director



**David Lakin**  
BA (Hons)  
Residential Branch  
Manager



**David Birt**  
FRICS FNAEA  
Residential Sales  
Consultant



**Stephanie Brookfield**  
Sales Negotiator



**Samantha Bigmore**  
MNAEA  
Senior Sales Negotiator



**Kelly Lakin**  
Property Administrator

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Thursday 9AM - 5:30PM  
Friday 9AM - 5:30PM  
Saturday 9AM - 4PM  
Sunday Closed

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# Projected Increase On Rental Values

Matthew Thorne provides his opinion on what factors could see increased rental values in the next 6 months

Many buy-to-let landlords have refrained from passing on extra costs to tenants despite feeling the squeeze from latest Legislation including the Stamp Duty increase on property acquisitions.

However, private tenants may find that extra mortgage costs as a result of the Bank of England increasing the base rate 02/08/2018 are to be passed on in higher rents over the next quarter. The tenant fee ban will also ultimately result in further costs being passed on to tenants.

We are currently noticing a change in the market with many of our re-lets being increased on average £25 per calendar month in Caerphilly and the surrounding areas. This is due to a wide variety of reasons, but primarily due to potential applicants looking to relocate from the higher rents of Cardiff and Bristol.

I would project a steady increase on rental values over the next quarter with interest rates rising coupled with the tenant fee ban contributing to this.

## Matthew Thorne

Lettings Manager - [matthew.thorne@brinsons.co.uk](mailto:matthew.thorne@brinsons.co.uk)

# Introducing Brinsons Letting

Our long established Residential Lettings department handles a large number of properties across the South Wales area. We have a long standing policy of handling only good quality and well maintained properties which has earned us a high level of respect amongst our Landlords and Tenants alike.

We operate a "Full Management Service" or a "Finders Only Service", depending upon Landlords requirements and we are also registered by the RICS to operate a Tenants Deposit Scheme.

We are a member of ARLA (Association of Residential Lettings Agents), which is the UK's foremost professional body for letting agents so Landlords can be assured they will receive the best management for their property. At the end of November 2016, all Agents and Landlords have to be registered and licensed (if conducting property management).

Brinsons is committed to complying with the Housing (Wales) Act 2014 that has been set and all our staff are compliant with Rent Smart Wales.



# Lettings



Honeysuckle Cottage, Cowbridge | £625 pcm



Heol Y Dolau, Pencoed  
£650 pcm



Windsor House, Cardiff  
£575 pcm



Alynlee Court, Treharris  
£525 pcm

# Lettings



Bluebell View, Llanbradach | £625 pcm



Cwrt Nant Y Felin  
£650 pcm



Llys Y Coed, Ystrad Mynach  
£575 pcm



Kingsmead, Caerphilly  
£850 pcm



# New Homes

New homes are exceptionally popular by offering owners peace of mind with warranty and guarantees, plus the advantage of creating your own design and putting your own stamp on your brand new home.

We are proud to work with local, regional and national house-builders to bring forward high quality developments of new homes.

## Past Developments

Brinsons New Homes having been working with property developers for over 30 years providing a professional sales service to some of the leading property developers in the UK.

**A selection of developments recently sold by Brinsons**



Castle View, Caerphilly



St David's Meadow, Colwinston



Cwrt Lando, Pembrey



Gerddi Glantaff Gardens, Pontypridd

"Reginald Moore Ltd have used Brinsons Estate Agents for over 40 years. It's a testament to the service received during this time that we have never felt the need to use anyone else. It is their high professional standards and friendly service that have proved successful time and again. We would highly recommend using Brinsons and all their associated services"

## Current Developments

**Alder View, Caerphilly**



This beautiful, exclusive and bespoke development of four detached properties within a sought after vicinity within Caerphilly. The development, called Alder View because of the attractive Alder trees surrounding, briefly comprise three different house styles, all four bedroom detached with open plan, modern family living to the ground floor.

**Great Frampton, Llantwit Major**



A beautiful development of five former stone barns. All of different shapes and sizes, wonderfully individual and will suit the needs of a variety of purchaser.

We also have a selection of new and exciting developments coming to the market at the end of 2018 heading into 2019. Why not register your interest with us to receive information on the launch of future developments.

# A Buyer's Journey with Brinsons

All at the Cowbridge office have known Katie and Rob for many years, and when they came into the office to let us know they were anxious to leave the hustle and bustle of Cardiff to come back to their roots within Cowbridge vicinity we were more than happy to accommodate. With their young family in toe the journey was becoming treacherous to find somewhere, until they popped into the showroom at Brinsons & Birt in Cowbridge.

Met with a friendly voice on arrival they booked in viewings on a couple of places, having been let down on a previous property with a local agent. Upon sitting down with a cup of tea and chat with David Birt they booked in to see a couple of properties with ourselves after having a browse around the showroom looking through details, photographs, as well as floor plans.

They were fortunate enough that they fell in love with a property just outside Cowbridge, on what was our first viewing with the couple on their return back into the purchasing process, further

to this we carried out a second and then third viewing to make sure that this really was the right property for them.

Thankfully for us it was! They saw potential to extend to the rear, coupled with a fantastic private plot and beautiful lawned garden with patio terrace. All of which meant we got to offer acceptance relatively quickly.

After only eight weeks of conveyance and carrying out our weekly follow ups on sales progression they finally got to an exchange of contracts, unfortunately the solicitors for the purchasers we hacked on the day of completion so we went out of our way to deliver the key at 6.30pm to Katie and we are happy to see them settled in perfectly to their new home. The feedback we received from them was fantastic, "David Lakin & David Birt were excellent. They put in the extra effort on exchange day when there was a problem transferring the money due to a solicitor hack"

"David Birt's wealth of experience, calm manner and shrewd advice was greatly appreciated; many thanks for all his efforts on our behalf.



# A Seller's Journey with Brinsons

You know a property is special when the first three viewers through the front door had been waiting for the property to come to market since birth. It was the perfect family home, within a popular location to any new occupier. The eventual buyers were ever so taken with the original features and beautiful stained-glass window.



Mr & Mrs Hughes faced the age-old problem of downsizing when they decided to sell in Pontyclun after a happy 25 years at the property. The property was built in 1950 for famous welsh rugby international Cliff Jones and was a fine example of the imposing bay fronted style of the period.

**"Our thanks go to both 'Davids', Birt and Lakin. You could not have been more professional and helpful"**

It still sits very well in its large garden enjoying delightful views to the front over the park opposite and beyond and the rear towards the distant wooded hills. Mr & Mrs Hughes had done much to the house over the years to bring it up to date in terms of standard of appointment, but it still retained the character of the house, including converting the integral garage to provide more living space.

The team as a whole within Brinsons & Birt took the property on and it sat wonderfully within their growing portfolio of premium property and were delighted to have the opportunity to not only market but sell such a prestigious home.

Mr Hughes had nothing but glowing reviews; "Our thanks go to both 'Davids', Birt and Lakin. You could not have been more professional and helpful.



The location of this particular property was ever so convenient within easy walking distance of the centre of Pontyclun with its extensive range of local facilities including main line railway station. On the day of completion, we were lucky enough to meet both the buyer and Hughes' at the property.

They were kind enough to give some comments "We thank you for providing a first-class service in every way. We particularly appreciated the way in which you kept us informed every step of the way. This was so helpful to us"



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## “Very professional, an amazing team of estate agents”

Just to say what an amazing team of estate agents, very professional and well organised, its been an absolute pleasure to have them as our agents on our Castle Manor development at Caerphilly I have absolute confidence in every member of the team and would highly recommend Brinsons Estate agents to any one, We will certainly be working together on future projects.

## “Brinsons are a rare breed of devoted agents”

I personally think every high street agent needs an Emily, as she clearly isn't afraid to come down on a human level and show empathy whilst doing her duty in getting issues resolved."

"Brinsons are a rare breed of devoted agents that love houses and their customers. Keep up the good work!



## “A big thank you for all your help”

Just wanted to say a big 'thank you' for all your help with the purchase of Watford Cottage, it took a long time but has been more than worth the wait! We've had the cottage for just over a month now and have already uncovered some really nice early historic features, please do get in touch if you ever want to visit and see how it's all progressing.

## “They put in the extra effort on exchange”

David Lakin & David Birt were excellent. They put in the extra effort on exchange day when there was a problem transferring money.

**BRINSONS**



# BRINSONS



**From the start the service was excellent.  
Honest and forthright!**

From the time David came out to give advice and take the property on the service was excellent. The advice given was honest and forthright I was advised of what I could improve to help the sale. Communications where very good I knew what was happening with viewing and any feed back. All in all very good service.

CHRIS W

**Excellent service. Friendly  
and knowledgeable!**

"Recently used the Caerphilly branch of Brinson's for the sale of my previous property and the purchase of a new one. During both transactions, they were very helpful, friendly and kept an open line of communication at all times which I found excellent. I'd happily recommend Brinson's to others."

PAUL G



rateragent.co.uk™



# BRINSONS

## Find your perfect property

Caerphilly or Cowbridge\_

[brinsons.co.uk](https://brinsons.co.uk)

Sales • Lettings • Commercial • New Homes • Surveys

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Brinsons are an highly experienced Residential and Commercial estate agent offering sales, lettings and management services as well as a range of professional services which include valuations, Landlord & Tenant advice, property investment guidance and development land consultancy.





# Do you need property advice?

Ingram Evans Care is a traditional firm of general practice Chartered Surveyors established in 1990. Based in Cardiff, we offer surveys, valuations and professional services relating to residential dwellings, commercial property, development land and agricultural holdings throughout South Wales.

## Our services include:

RICS Homebuyers Reports | Building Surveys | Valuation Reports | Leasehold Matters  
Party Wall Act Advice | Landlord & Tenant Matters | General Professional Services

We pride ourselves on our professional but friendly approach to our work.  
If you require the advice of a fully qualified Chartered Surveyor,  
then please contact us and we will be delighted to assist.

INGRAM EVANS CARE

CHARTERED SURVEYORS

029 2061 4411

[www.ingramevans.co.uk](http://www.ingramevans.co.uk)

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# Cardiff

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# BRINSONS

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