



AN UPDATE FROM GRAEME, BLACK HAY ESTATE AGENTS

So, that was Easter

2020 ...unique, one we will all remember. The word of the moment, "Lockdown" replacing "Brexit". Normally Easter and the run-into/out-of Easter tends to be quieter for the property market so in some respects the impact on the housing market of the current Lockdown is lessened because of when it started.

BLACK HAY ESTATE AGENTS,

like many businesses, are functioning remotely,

working within Government Guidelines. We monitor daily any changes made by the Government & The Law Society of Scotland.

We progress business where appropriate whilst also planning for future business. Open "Virtually" for Business now, we will physically re-Open for Business when we emerge into what would normally be a buoyant time for the property market.

"It's a natural human reaction, to want to move, to build a new nest"

(...that's my experience. Graeme Lumsden, BLACK HAY ESTATE AGENTS)

OUR THOUGHTS

We look forward to emerging from this challenge.

From everyone at BLACK HAY Estate Agents & Solicitors...

We sincerely wish you, your family, friends & community all the best, keep safe and let's look forward to positive times ahead.

blackhay.co.uk

CLIENT UPDATE FROM AN ESTATE AGENCY VIEW...

Behind the scenes... What does "Lockdown" mean for us? Although we're not working from our physical office workplace, we are working from home where we access our office computers remotely. We receive/respond to various email property enquiries including answering questions about particular properties, forwarding copies of Home Reports etc. In addition we have clients awaiting an opportunity to physically view particular properties when the Lockdown rules are relaxed, whilst we have other clients waiting to put their properties on the market for sale.

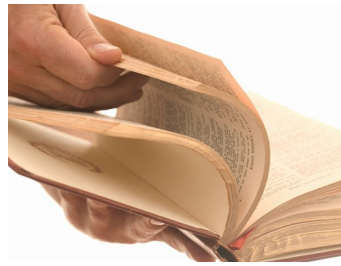
What's the general feeling from clients perspective... Honestly? Those clients who already had their property for sale, have remained on-the-market, albeit that "active" process is clearly in a suspended state to comply with the Government Guidelines.

We had a number of properties about to come on the market around the "Lockdown", some with completed Home Reports & others pending, these were temporarily suspended. Other clients have been in touch wanting to put their properties on the market - we have explained the process whilst we comply with the guidelines in place, suggesting that we pre-register so we can move quickly with the home report survey etc when it is appropriate to do so.

No clients have de-listed their properties for sale and we have had no fallen-through property sales to-date.

We have been serving Our Clients ...since the 1930's

What's our view... in every sense, the word "challenging" seems to cover the entire situation, not only in our industry but right across the economy. As we prepare to emerge from this Lockdown period the picture will become clearer ...as all things start, they also end.



What's our view...

The uncertainty? ...what "The End" of Lockdown will look like. What will be the "New Normal". In reality the country, its people, its economy will have to move forward ...it's what we do, move forward.

In the Property Industry there are varying opinions, as one would expect. Sellers want the market to be buoyant, some buyers are hoping for "bargain buys". The reality, in my view, is probably a return to where we were, with the property market cushioned perhaps by less homes for sale, which has the effect of maintaining the steady pendulum of "supply & demand".

I clearly have a vested interest in the property market because it's my profession ...it's what I have done for 30 plus years, however I genuinely believe my quoted phrase "it's a natural reaction, to want to move, to build a new nest" is true, the vast majority of our clients, home buyers & sellers will move through this ...and we will help them do that, as will Solicitors, Lenders - Banks & Building Societies, Surveyors, Removal Companies, DIY Stores, Builders, Trades people, Architects etc ...all those that form the large circle that is the Property Industry.

So, what's my advice, as your Estate Agent? ...stick with it! If your property is already Under Offer then I'm almost certain that it will go ahead (if for any reason it doesn't then we will find you a new buyer). If you are currently selling then there is no need to panic, you don't need to slash your price to find a buyer, let us find the right buyer which is what we always look to do. If you were coming to the market with your property, then again, stick with it ...there may be additional matters to consider however I can talk you through how we go about getting you the best result.

One thing is sure, as night follows day, this will be something that we all look back on ...just like the "hassle" of selling/buying & moving home ...it all slips away into the memory when you settle in and enjoy your new "nest". It's what life is ...moving forward.

If you have any queries, please get in touch with myself on 01671 401 601 or my mobile 07870 255797 (I can call you back)..... normal working hours/days.

CONTACT US

Following Government Advice our Offices are now Temporarily Closed however we will be working remotely during Normal Office Hours.

ESTATE AGENCY

01292 283606
(normal contact number)

...current contact numbers

01671 401601

or

07870 255797

(Graeme's mobile)

or email...

gpl

@blackhay.co.uk

Or you can send an email using Our **CONTACT US** form on our website

...or visit our **ABOUT US** Page where we have a list of individual email contacts.

blackhay.co.uk

...we look forward to assisting you now and in the future.