



Richard  
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# NEWSLETTER

JULY 2010

From an "Icelandic Ash Cloud", to a "General Election" and then onto an "Emergency Budget" all in the last two months is making Estate Agency life eventful to say the least.

As a country we currently face ourselves in a situation where we have never been before. With a growing realisation that not only the Exchequer is bare, but that as a country we are mortgaged up to the hilt which will inevitably lead to massive changes on the Economic scene over the coming months.

As an Estate Agency business we are not immune from any of the above. As yet we cannot see clearly what the implications are for Richard Kendall Estate Agent, our clients or the property market as a whole. I do however believe that two things are certain, the first being that life is going to get a whole lot tougher out there for both businesses and individuals. Secondly people are very much aware of the situation and will take their time in conducting any serious purchases they are thinking of making.

We are entering into an era without a rule book, so whether this will be an exciting or a worrying time will depend on your point of view, but whatever your view it is certainly going to be different.

My job is to run a company and sell houses for my clients. Therefore, just like the country, I am saying "*we are open for business*". I have said many times that we are a nation of house owners (or would be house owners) and even though the going might get tough, people are still wanting to look at properties, so my own personal confidence is high. Also, the investment market should not alter, as Capital Gains tax did not increase as much as well publicised. People were prepared for the worst, so this is more of a bruise than severe damage.

We shall no doubt have an intermittent market place over the next few months. At the beginning of June all our offices were reporting good sale volumes. Unfortunately people waited for the budget, and are still waiting for the aftermath; as a result house sales over the last three weeks have not been quite as buoyant. I do however think things will slowly start improving and I do not believe that we are in for a double dip recession. There is a good selection of properties to choose from out there and if you take time to look through our selection, I am sure there is something for everybody.

**Richard Kendall**  
**Partner**

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IN THE WAKEFIELD AREA**

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