

homes & lifestyles

ISLE OF MAN Jan 2010

The best address in town




Daily Mail
UK
RESIDENTIAL
PROPERTY
AWARDS
★★★★★
BEST DEVELOPMENT
ISLE OF MAN
Quay West
by Heritage Homes

MASERATI
2009
in association with

YAMAHA

QUAY WEST

Following our success at last year's ceremony, Heritage Homes recently scooped another top prize at the prestigious 2009 Daily Mail Residential Property Awards. Find out more inside...

heritage
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Five-star living... at QUAY WEST



If you take a walk around North Quay today, you can't fail to notice the changes that have taken place in recent years. From the sleek yachts and pleasure craft moored in the marina, to the smart new coffee houses, bistros and shops that have sprung up along the quayside, the area is now alive with a new energy.

Occupying a prime position on North Quay adjacent to the marina is Heritage Homes' new Quay West development. Recently crowned winner of the five-star 'Best Development' prize at the prestigious Daily Mail Property Awards 2009, Quay West sets new standards in design.

Arranged around a beautifully landscaped central square and offering fantastic views over the marina and riverside, Quay West pays homage to the quay's heritage as Sue Cannell the concept architect behind the scheme explains:

"Our vision for Quay West was to create a scheme that reflected the scale of the surrounding environment by 'anchoring' it using traditional materials found within the harbour area such as slate and Manx stone.

"We've combined these traditional building materials with lighter contemporary finishes such as zinc, structural glass and timber cladding, and we have also made great use of balconies and roof gardens to maximise the spectacular views to the harbour, riverside and hills beyond."

The apartments feature open-plan living accommodation, luxurious fitted kitchens and bathrooms as Sue continues:

"Modern apartment living is all about comfort and convenience and Quay West has been designed with this in mind. From the spacious open-plan

living areas with their luxurious kitchens featuring the latest integrated appliances, to the stylish bathrooms with their cleverly concealed storage solutions, these are homes to suit every lifestyle."

With over 70 per cent of the apartments at Quay West already sold, the scheme has proved to be extremely popular. Lin White, Director of Sales and Marketing at Heritage Homes continues the story:

"Our aim was to create a community of comfortable and contemporary homes that combined the tranquility of the beautiful waterfront setting with the convenience of its town-centre location, and the response to the scheme has been fantastic. Quay West is ideally positioned for everything Douglas has to offer; it's just a short walk from one of the city's largest supermarkets, its shops, restaurants and the heart of our busy financial district.

"We would like to think that our next development in the area will be as popular as Quay West. Planning applications for 'The Waterfront' apartments have been made and we hope to launch the scheme later in the year."

For more information on Quay West or The Waterfront please contact the Heritage Homes Sales & Marketing Suite on: +44 (0) 1624 615000 or visit: www.dandara.com



Profile: Sue Cannell - Architect



Sue Cannell is the concept architect behind Heritage Homes' award-winning Quay West apartments on Douglas' North Quay and the exclusive residences at the company's latest development, Ballanard Woods.

Born and educated on the Isle of Man, Sue left the Island at 18 to study architecture in Scotland. After qualifying, she worked on several high-profile projects including the historic Citizen's Theatre in Glasgow, the University of Glasgow Veterinary School and the Braehead Ice Arena. Nine years ago, she moved to Manchester, where she began working with Dandara.

In 2004, Sue and her family returned to live on the Island and after a brief spell

working with her husband (who is also an architect), she took up a full-time position with Dandara where she is now the lead architect on the Ballanard Woods development.

Sue lives on the family farm in Andreas with her husband, two children and a flock of 70 Loaghtan sheep! Her keen interest in sustainability and design innovation resulted in her collaboration with the Scottish Vernacular Buildings Working Group and the publication of a book on the rural architecture of the Isle of Man.

"Sustainability and giving a building a sense of place comes from continually being aware of contemporary building requirements, whilst taking into account the surrounding materials and forms during the design process".

Ballanard Woods

Luxury Living

Located just minutes from the centre of the Island's capital, Ballanard Woods is an exclusive gated development of superior executive homes set in a private parkland setting.

Within easy reach of Douglas' main business district, its shops, wine bars, restaurants and leisure facilities, Ballanard Woods is perfectly positioned for business and pleasure as Lin White, Director of Sales and Marketing explains:

"From the moment you pass through the entrance gates at Ballanard Woods, you get a taste of what awaits you inside these stunning properties. From the grand entrance halls with their impressive sweeping staircases and double-height ceilings, to the elegantly proportioned living and dining rooms, these luxurious family homes epitomise style and sophistication."

Featuring bespoke, handcrafted kitchens in a range of traditional and contemporary designs and the highest quality appliances from Miele and Gaggenau, these homes successfully fuse practicality with style, providing you with every amenity whether you're cooking for the family, or catering for a large number of guests.

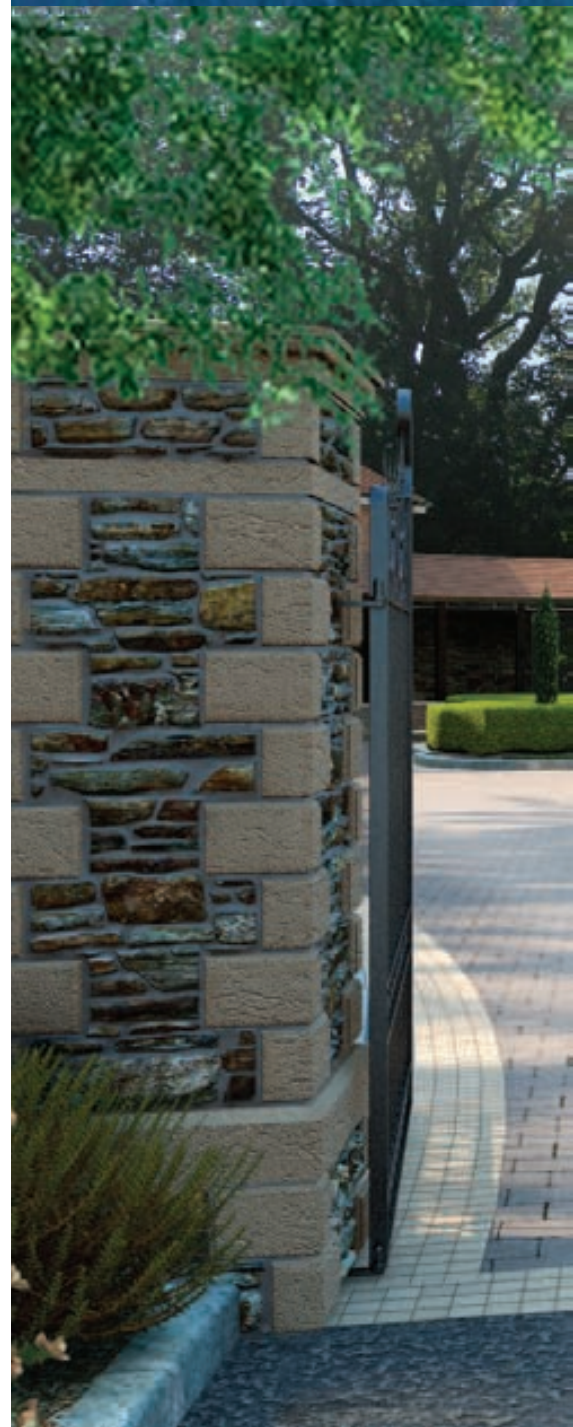
The stylish and spacious bedrooms are superbly appointed and each features its own en-suite with Villeroy & Boch ceramics and Grohe fittings. You can work out whenever it suits you in your very own gym, or if you prefer a more relaxed pace, then the sauna may be your ideal way to unwind at the end of a busy day.

There's an abundance of space for entertaining and relaxing both indoors and out as Lin White continues: "Extensive terracing brings the outdoors, indoors, extending your living space to provide you with the perfect space for coffee whilst you read the morning papers, taking afternoon tea with friends or an aperitif before an al-fresco meal with the family.

Lin continues: "Each house has a strong individual identity whilst drawing on traditional influences, fusing exceptional build quality with unrivalled levels of interior specification. Several clients have already expressed their interest and if the initial response is anything to go by, Ballanard Woods is set to become the Island's most desirable address."

To register your interest in the residences at Ballanard Woods, please contact the Premier Collection sales team on 615000.

From the moment you pass through the entrance gates at Ballanard Woods, you get a taste of what awaits you inside these stunning properties...







Castle View
NURSING HOME



Happy 1st Birthday Castle View

It's just over a year since Castle View Nursing Home opened in Peel. It's been a very busy year for everyone involved as Matron, Annie Bairstow explains:

"Since we opened in December last year, we've welcomed over 40 residents to Castle View and provided respite care to many other clients. We are very proud of the fact that the majority of our residents have come to us by way of personal recommendation, which is all due to the dedication and professionalism of our staff."

Castle View is the Island's newest nursing home and provides 24-hour general nursing care, respite care, dedicated dementia care and specialist care for residents under 65 years of age in the Island's only Young Persons Unit.

Set in secure landscaped grounds with stunning views over the hills and down to the sea, Castle View was designed and built by Dandara and features the very latest in residential nursing care facilities.

There are eight light, spacious lounges where residents can meet with friends and family, listen to music, watch television or

relax and enjoy the stunning views over the hills and down to the Castle. The home's four comfortable dining rooms often play host to family and friends who are welcome to join residents for meals, and a varied, balanced diet is created by the in-house chef and his team using fresh local ingredients.

Matron continues: "Each bedroom is equipped with the latest electric profiling beds for maximum comfort and has its own en-suite shower or wet-room. We also have several assisted bathrooms featuring variable-height baths, which can be raised or lowered to create a more secure, comfortable bathing experience for residents who require additional help. We also have a hair salon offering ladies and gents hairdressing, which has been extremely popular with residents."

She concludes: "We have received excellent feedback from our residents and their families over the past 12 months. Our goal is to provide residents with the care and support they need to lead happy, comfortable and fulfilled lives in a warm and homely environment. We continue to invest in our staff and facilities to ensure that we exceed customer expectations."

Castle View accepts both privately-funded and DHSS residents. For further information please contact Matron and her team on: 841400.

Lettings & commercial departments on the move...

It's been a busy time for our lettings and commercial departments, which have both moved into their new 'home' at the Sales & Marketing Suite on Victoria Street, as Commercial Director Andy Race explains.

"In the last 12 months we've seen a significant rise in the number of people coming into the Sales & Marketing Suite asking whether we had any properties for rent, so it made sense to move the lettings department down here." He continues "We have a good choice of rental apartments and houses available across the Island, and prices start from just £500 per month."

The move into Douglas has proved to be very popular as Andy continues: "We've certainly had more enquiries since we moved into Douglas. I think the fact that people can just pop in during their lunch hour or at the weekend has been a real benefit."

The company's Commercial department is also now based



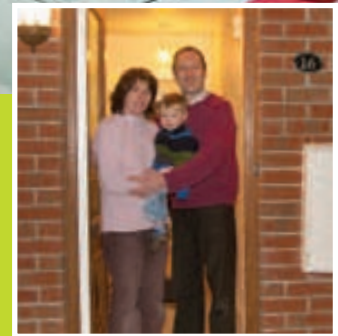
at the Victoria Street office from where Andy Race and his team can offer a full design and build service. "We also have brand new multi-purpose industrial units for sale and rent in a very convenient location just on the outskirts of Douglas", explains Andy. "Sizes start at 1,500 sq.ft. and the space is extremely flexible so the units can be configured for a wide variety of uses which makes them excellent value for money."

Dandara Lettings: contact 615000 or email lettingsiom@dandara.com

Dandara Commercial Property: contact Andy Race on 480881 or email arace@dandara.com

Sales & Marketing Suite, 22-24 Victoria Street, Douglas • Open: Mon to Fri 9am-5.30pm, Sat 9am-4pm, Sun 11am-4pm

Heritage Homes helping families get onto the property ladder



Taking your first steps onto the property ladder can seem like a pretty daunting experience, however help is available in the form of the Government's House Purchase Assistance Scheme and the friendly sales team at Heritage Homes.

One family who has benefited is James Bedford, his wife Susan and their baby son Conal. James and Susan were finding it difficult to find a house they could afford and were resigned to renting.

"We were desperate to own our own home so we could settle down and be a family" says James. "We had almost given up when we heard about the top-up loan and grant available through the House Purchase Assistance Scheme, so we contacted the Department of Local Government & the Environment who explained how the scheme worked. We had to fill out an application form to get onto the First Time Buyer Register then we just had to wait for a property to become available.

"When we received the letter offering us a three-bedroom semi on the Reayrt y Shecar Development at Johnny Watterson's Lane, we were absolutely delighted as we had just discovered that Susan was expecting our first child, so the timing couldn't have been better."

In-line with Government planning policy, 25% of all new housing on the Island must

include homes for first time buyers purchasing through the Government scheme as Lin White explains.

"To comply with this policy 25% of all housing we develop is now required for first time buyers to purchase through the Government scheme and is designed and built to a specification set out by the Department of Local Government and the Environment. The price of these properties cannot exceed £150,000, so qualifying first time buyers receive a massive saving as the developer is subsidising the difference between the £150,000 cost and the typical market price for a three bedroom semi-detached house, which is currently around £250,000."

In the last two years alone, Heritage Homes have completed in the region of 100 new homes for the House Purchase Assistance Scheme across the Island, including Manor Woods and Reayrt y Shecar in Douglas, Reayrt ny Crink in Crosby, Queen's Pier in Ramsey and Reayrt ny Keylley in Peel. A further 44 new First-Time Buyer homes are currently under construction at Ballacottier

"The sales team at Heritage Homes really looked after us," said James "and went out of their way to make the move as easy as possible. We love our new home, it's modern and comfortable and our neighbours are great – it's more than we could have wished for."

in Braddan and The Steadings in Douglas. This represents a contribution from Heritage Homes of around £2million to the Island's first time buyers.

To find out more about properties for First Time Buyers, please contact the sales office on: 615000.

Greener homes



The recent release of more than 100 years of data by the Met Office has shown that average global temperatures are now 0.75 °C higher than they were 100 years ago, and that human activity is largely responsible for this change.



Minimising the effect of their industry on the local environment is something Heritage Homes takes very seriously as Ciaran Downey, Director of Residential Construction explains:

“Whether it be through our use of raw materials, vehicle and plant emissions or the potential for noise pollution, our business inevitably has an impact on the environment, so almost a decade ago we developed our Environmental Policy to help us reduce the effect.”

All direct employees of the Group, self-employed personnel and sub-contractors are required to comply with the Policy, which has a specific focus on waste reduction and sustainable development.

Some of the ways in which the company achieves this are:

- **Brownfield development:** this is a form of land recycling where derelict or former industrial sites are redeveloped. In the last decade Heritage Homes has built approximately 750 new homes on such brown-field sites across the Island
- **Solar Gain:** housing schemes are planned to take maximum advantage of natural sunlight, reducing the need for supplementary heating wherever possible
- **Ethical sourcing:** using locally supplied materials wherever possible and timber from Forest Stewardship Council approved sources
- **Recycling:** reducing waste and recycling and re-using materials wherever possible e.g. waste bricks are crushed for hardcore
- **Site equipment:** all plant and equipment (including those of sub-contractors) are assessed for noise levels and emissions prior to purchase and use
- **Heating systems:** all properties are fitted with ‘A’ rated high efficiency gas condensing

boilers, which consume 15% less gas than standard efficiency gas boilers. Customers also have the option of a Solar Thermal Heating system on selected developments

- **Double Glazing:** all windows are argon-filled double-glazed units, which are 15% more efficient than standard units
- **Lighting:** all properties are furnished with dedicated low-energy light fittings
- **Plumbing:** low and dual flush toilet systems are fitted as standard to reduce water usage
- **Appliances:** where supplied, all appliances have a minimum energy efficiency rating of ‘A’ or ‘A+’

In addition the company has also planted in the region of **60,000** trees on its developments over the last decade including Alders, Ash, Cherry, Oaks and Rowans, and around **75,000** shrubs as Mike Skelly of Lezayre Landscapes explains: “We have been working with Heritage Homes for a number of years now and the natural environment has always been a big priority for them when planning new schemes. In addition to the 6,000 trees we plant on Heritage Homes developments each year, we also plant more than a ton of Narcissi, tulips and snowdrops to provide a display of colour throughout the spring and beyond. “

Ciaran Downey continues: “We select plants and trees that not only enhance the natural landscape, but will also create nesting habitats and valuable wildlife corridors. Our planting programme is just one of several initiatives we have implemented over the last decade and we will continue to develop new strategies to help us reduce our environmental impact still further. Our ultimate aim is to be building carbon neutral homes within the next five or six years.”

Creating new 'homes' for local businesses

In addition to building award-winning residential property, Dandara is also the Island's largest developer of commercial property and has constructed almost half a million square feet of commercial space on the Island over the last two decades.

With projects ranging from small industrial starter-units through to multi-million pound buildings for major international clients, the company has extensive experience in the planning, design and development of commercial property as director Andy Race explains:

"We designed and built our first small commercial project on the Farmhill Estate almost 20 years ago. Since then we've worked on a wide variety of projects across the Island ranging from industrial units for start-up businesses to bespoke office accommodation, the new Hospice and numerous retail and leisure outlets. We offer a 'one-stop-shop' design and build service and can create premises to suit individual client needs."

During the last two years, Dandara has completed several high-profile commercial schemes including the Castle View Nursing Home in Peel, the prestigious 'Courthouse' development in Athol Street, Conister Bank's new headquarters and the Heritage Homes Sales & Marketing Suite on Victoria Street



New offices at Finch Road

and the company is currently working on several new schemes including the next phase of starter units at Middle Farm.

Andy continues: "To maximise productivity, commercial buildings must meet the physical needs of the workforce and the practical requirements of the business, so we work closely with clients to get the balance right. We currently have a number of exciting new projects in development, which have been designed following these principles and will be constructed on brown-field sites to minimise their impact on the environment and assist town-centre rejuvenation."

Over the years Dandara Commercial has earned a reputation for delivering high quality commercial properties 'on time' and 'to budget', whilst their mixed-use developments also provide much-needed services for communities, giving potential investors the opportunity to take advantage of this growing market sector.

Current Commercial Properties for sale with Full Planning Permission

Description	Address	Sq.ft.	Price
Small Office Unit	Isle of Man Business Park Neighbourhood centre	1,700	£457,000 Construction completed
Small Office Unit	Quay West, Douglas	3,875	£1,275,000 Completion due 2010
Office	Finch Road, Douglas	34,300	Please contact for price
Commercial/Retail/Office	Market Street, Douglas	10,000	Please contact for price
Office	Alan Bank, Douglas	36,500	Please contact for price
Office	Isle of Man Business Park	21,000	Please contact for price
10 x industrial Units	Middle Park, Braddan	1,500	£195,000 plus VAT each Completion due 2010



Proposed, Market Street Douglas



Proposed IOMBP,
Cooil Road, Braddan

Investing in your future



Historically low interest rates coupled with an increase in mortgage approvals helped to stimulate a recovery in the UK property market last year with average house prices rising 8.5% by the end of 2009.

A recent survey by the Association of Residential Lettings Agents also shows that confidence among prospective tenants is rising. People who postponed moving out of the parental home 12 months ago now feel secure enough to proceed, whilst those who have historically shared a property now want to set up home independently.

With demand for quality rental accommodation on the increase, Janice Farnan of Dandara's Investment Sales division explains why property remains one of the most secure long-term investments you can make:

“Based on population projections by the Government Actuary's Department, net inward migration to the UK is now estimated at 135,000 people a year, add this to domestic population growth and demand for new housing rises to around 210,000 properties per annum. However up to the end of 2008 output from UK house builders has been just 154,000 properties per year, whilst in the last year the figure was almost half that amount.”

According to a recent report by the Joseph Rowntree

Foundation, the downturn in housing production will lead to a property shortage of more than 1.1 million homes by 2022 unless house building rates increase dramatically. The pressure on housing supply will inevitably lead to an increase in prices and a subsequent rise in rental demand as Janice continues:

“Demand for rental property is rising; many young people are still nervous about buying their first home or simply can't afford the higher deposit rates now required. The UK market has experienced eight consecutive months of rent increases and returns on buy-to-let properties have risen to 4.5%, whilst here on the Island average returns have been around 6%.

“Housing is a vital commodity and it remains one of the most secure investments you can make. Dandara currently has 655 properties under management in Manchester with 100% occupancy and rents are rising. We provide a dedicated investment service to guide you through every aspect of the buy-to-let process and also offer a comprehensive lettings and property management service to clients who purchase from us. So, whether you're buying your first investment property or perhaps looking to diversify an existing portfolio, we can help.”



Current investment opportunities

Development	Property type	Price
Queens Pier, Ramsey, Isle of Man	2 bedroom apartments	From £199,950
Spectrum, Manchester	Studio apartments	From £99,950
Gh2o, Glasgow	1 bedroom apartments	From £109,950
Auldryn Walk, Ramsey, Isle of Man	2 bedroom apartments	From £149,950
Image Hemel, Hempstead	1 bedroom apartments	From £150,000
Castle Court, Castletown, Isle of Man	1 bedroom apartments	From £164,950
Castle Quay Jersey	1 bedroom apartments	From £180,000

Current developments

Home Living

Development	House Type/Description	Price
Douglas Farm Hill Manor	Charming 6 bedroom period manor house set in private grounds	Contact for details
Peel Reayrt ny Kelley	Maple, 4 bedroom detached with single garage	from £312,950
Ballawattleworth Phase II	Next phase coming soon	subject to planning
Ramsey Auldyn Walk	Ash, 2 and 3 bedroom mews with parking Haven, 3 bedroom semi-detached with parking Lindale, 3 bedroom semi-detached with single garage	from £169,950 from £199,950 from £224,950

Apartment Living

Development	Apartment Type/Description	Price
Douglas, Spectrum	Studio apartment with store 2 bedroom apartment	from £99,950 from £209,950
Ramsey, Queens Pier	2 bedroom, 2 bathroom apartments, including carpets	from £199,950
Douglas, Quay West	2 bedroom apartments 3 bedroom apartments	from £359,950 from £459,950
Castletown, Castle Court	1 bedroom apartments 2 bedroom, 2 bathroom apartments	from £164,950 from £209,950
Douglas, Ballacottier Meadow	2 bedroom apartment, ground floor with garden	from £194,500
Ramsey, Auldyn Walk	2 bedroom apartments with parking	from £149,950

Premier Living

Development	House Type/Description	Price
Douglas, Quay West	2 storey penthouse, over 3000 sq. ft.	£2.5m
Douglas, Ballanard Woods	Exclusive gated development comprising of 21 superior residences	from £2m
Kirk Michael, Cooil Dharry	6 bedroom executive detached country residence with over 10,000 sq ft of floor space, set in approximately 7 acres.	£4.6m



Contact us on 615000 or email: salesoffice@dandara.com
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