

## **Salcombe Regis Camping & Caravan Park**

### **Seasonal Static Caravan Proposal – 2020/21**

At Salcombe Regis we have 10 static caravans that have been historically let as weekly rentals to our customers. We often get asked if we will sell them and offer ground rent terms as done on holiday parks with private owners. The step from touring caravan to permanent holiday home is currently the most common option for customers.

What many customers do not realise is that they have to purchase a caravan through the Park and they can only sell through the Park. They then have to pay a high ground rent and the full maintenance of their caravan. The Park will charge commission on any sale, they will buy back caravans at trade prices only and the initial purchase will be the full retail price. When the customer comes to sell their caravan, they will of course have the depreciation to consider. The annual cost is quite substantial.

We are considering offering a seasonal licence to occupy our static caravans at a fixed price. This is an option that falls between owning a touring caravan and going to the expense and commitment of owning your own holiday Static Caravan. The season will run in line with the rest of the Park (March to October) in each year and the Static Caravan will be licenced to you for your use. It will not be let/rented/licenced to anyone else during that season.

We will still own the Static Caravan. We will insure the structure and maintain it in good condition. We will undertake Gas Safety and Electrical Checks as required (but not your portable appliances). The Static will have all fixed furniture including beds, tables, a cooker & hob etc. but the licensee will have to supply everything else. (Bed linen, towels, crockery, glassware, cutlery, small portable appliances, television, radio, vacuum cleaner etc.) The licensee will be responsible for insuring their own contents as this will not be covered by the Parks insurance policy. We will cover all standard maintenance issues. Damages are the responsibility of the licensee. There will be a security and damages deposit of £500 that is held by the park for the duration of the licence and returnable at the end of the season or carried forward to the next term.

In order to keep the base cost down the occupiers will be responsible for the payment of bottled gas (Currently £75 per 47kg bottle) and individually metered water and electricity. Under current guidelines, electricity and water will be charged at cost plus a small administration charge. In essence, the more you use it, the more you will have to pay. This is only fair to those that will only visit occasionally.

Under a normal year we are looking to charge £5,500 for the season. This equates to under £25 per day plus consumables. The licence will entitle the licensee to occupy the static for up to 28 days in any one period. (Planning condition. You can go off site for one day and then return in order to comply).

Occupation is suitable for 4 persons comfortably but it can accommodate up to 6 with the use of a small pull out double sofa bed in the lounge. The occupation is not limited to the

Licensee as they can permit family and close friends to use the accommodation. **However sub-letting will not be permitted and will be a breach of the agreement resulting in termination immediately with no refund given.** The Park will need advance notification of occupancy and for security reasons we will require all guests to check in with reception upon arrival and departure.

Dogs and visitors are free of charge. One car may be parked adjacent to the Static, other vehicles are to be parked in the visitor car park.

We may consider offering seasonal licences to a limited number of vans for the remaining season of this year (2020) and if we open the Park as anticipated in July, the remaining season will be available for £3,000. Anyone taking advantage of this offer will be given first refusal for renewal for the following season.

The price includes VAT.

The idea of this proposal gives you the total flexibility to have a holiday home year by year without the long term commitment. It will also be a comfort to many in the knowledge that they can have the enjoyment of a UK holiday destination that is totally self-contained and that the use has been limited to their own family unit.

If this proposal is of interest to you, please do not hesitate to contact us so that we can discuss it further.

Kind regards

Mark Langdown

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