

# Build on foundations of excellence

A win at Scotland's most prestigious property awards can lead to new business and further expansion – as well as increased recognition from peers and clients

It is 10 years since The Herald Property Awards for Scotland were first launched and over the course of a decade they have come to be recognised as the hallmark for home building in Scotland, highlighting the best in design and construction and setting the standard for excellence in new development.

Now the search is on to find the apartments, social housing developments, luxury properties, renovation projects, new communities and well-designed family homes that this year will be amongst the winners of The Herald Property Awards for Scotland 2016 in association with Burness Paull.

As publishers of Scotland's Homes, The Herald has perceptive insight into the new build market and from the outset the judging process has been rigorous. For those who triumph, collecting their trophy in front of an audience of senior figures from across the property industry in Scotland at the black-tie awards ceremony is the ultimate accolade for a job well done.

There are 14 categories in this year's awards, including Best Show Home, Best Individual New Build or Small Development and Best Luxury Home. Every year the criteria are revisited and changes are made to reflect the evolving nature of home building.

The awards recognise excellence in service as well as in design and build and last year's winner of the Residential Letting Team of the Year was Macleod Lettings. Managing director, Ross Macleod says: "The win was completely unexpected given the competition we were up against. Following the win, we have had some fantastic PR and we have now opened an office in Dunblane to serve the Stirlingshire area. Being recognised as the best in the business has meant we can continue to expand and offer the same unique service to clients, whilst continuing to grow the business at a manageable level. We are looking forward to entering the awards for 2016, in the hope that we can retain our crown."

Jen Paice, chief executive of category sponsor, SafeDeposits Scotland says: "We are delighted to continue our support for The Herald Property Awards. As Scotland's leading tenancy deposit scheme, SafeDeposits Scotland is proud to be a part of such a vibrant and industrious property sector. Having worked closely with professionals in the private rented sector we know there is a wealth of talent to be celebrated."

This year awards are once again taking place in association with Burness Paull, with Scott Peterkin, Partner, enthusing: "Burness Paull are once again delighted to sponsor The Herald Property Awards. The property and infrastructure sector is of vital importance to the Scottish economy, and the awards celebrate this. They provide a great opportunity to recognise the ambition and vision of all finalists, and we are proud to help showcase their efforts. Being associated with an event so significant in the industry calendar allows us to demonstrate how seriously we take our commitment to the sector."

Returning as sponsor of the Best Residential Sales Team of the Year are Rettie and Jonathan Riley, Managing Partner, says: "We have watched

the event grow in attendance and as one of the most progressive independent estate agents in Scotland, Rettie will be looking again for the best in field in what is a very demanding, competitive and customer focused business."

Keith Benzie, Client Partner, Space and Time Media, who once again are sponsoring the Property Team of the Year category says: "The event is a great opportunity to celebrate the work, dedication and professionalism that is such an important part of the new build property sector in Scotland."

Daw Signs too has had long involvement with the awards and Gary Daw Managing Director comments, "We are proud to be associated as sponsor, again, with this successful annual event and look forward to meeting many of the clients we work closely with throughout the year."

Another returning sponsor is Lowther Homes, this time in one of the two Best Family Homes categories, and Director, Gillian Laverty says: "At Lowther, we are building a range of homes for mid-market and full market rent. These are proving very popular with our customers. But we are always keen to learn from what has been successful in other developments. There is no better way to do that than through these awards."

Ross and Liddell are supporting the awards for the eighth year, this time sponsoring the Best Luxury Home category and Brian Fulton, director, will also be joining the judging panel. He says: "Early indications for 2016 shows promise of this being another excellent year for the industry."

New sponsors this year include Peace Recruitment, which is sponsoring the Best Family Home category for large-scale developers and Chris Peace, managing director, says: "We are delighted to be sponsoring The Herald Property Awards for the first time and further endorsing our support for the property and construction industry."

Also joining the sponsors this year, this time in the Best Regeneration Project category, is Scotland's Towns Partnerships, established by the Scottish Government as the national agency offering funding, and guidance for town centres. Phil Prentice, Chief Officer of STP says: "The Herald Property Awards is one of our most prestigious awards ceremonies; it provides us with a national platform to reward those whose efforts improve our towns and communities."

Every year a team of leading property professionals, led by Andrew MacFarlane, chartered building surveyor and consultant with DM Hall, visits every property entered into awards and makes a critical assessment of its strengths. It is this highly-involved judging process that distinguishes the awards and has made them recognised as the industry standard for excellence.

A win at the ceremony, which every year takes place in a top Glasgow hotel, is not just gratifying recognition in front of an audience of property professionals, but also a marquee of quality that is now recognised by home buyers and tenants.

For leading house builders and a substantial number of independent firms, to not enter would be unthinkable. This is a competition that they want keenly to win as it identifies their product and professionalism as the best in the business.



**FULL HOUSE:** The winners for 2015 celebrate their win, above, at the gala dinner, right. West-point Homes team collect the award for Best Show Home from John Kerr, Sales and Marketing Director, Daw Signs and Carol Smillie, left.



THE HERALD PROPERTY AWARDS 2016 ARE SPONSORED BY...



## This year's categories

**BEST SHOW HOME**

SPONSORED BY DAW SIGNS

Design and style that is appropriate for the property and its potential purchasers. Judges will be looking for a design scheme which enhances the home's interior space. Style, colour, fabrics, fixtures and fittings and unusual features are some of the qualities being rewarded.

**BEST LUXURY HOME – FOR DEVELOPERS BUILDING MORE THAN 50 UNITS PER YEAR**

SPONSORED BY ROSS AND LIDDELL

This category rewards spacious and stylish properties at the top end of the market. Design, quality of finish, landscaping, fixtures and fittings and location will be combined to create a spacious and well-designed home in the ideal location.

**BEST FAMILY HOME – FOR DEVELOPERS BUILDING MORE THAN 50 UNITS PER YEAR**

SPONSORED BY PEACE RECRUITMENT

Affordability, good value for money and meeting the needs of a family with both young and older children are key criteria in this category. Judges will be looking for adaptability, space saving ideas, safety and convenience in a well located property that has been designed and built with the family in mind.

**BEST FAMILY HOME – FOR DEVELOPERS BUILDING LESS THAN 50 UNITS PER YEAR**

SPONSORED BY LOWTHER HOMES

Affordability, good value for money and meeting the needs of a family with both young and older children are key criteria in this category. Judges will be looking for adaptability, space saving ideas, safety and convenience in a well located property that has been designed and built with the family in mind.

**BEST APARTMENT**

This category will reward a single, one-off building or scheme comprising apartments. Judges will consider the layout, design, storage, built-in features and interior specification and target market. The apartment should offer flexible living and convenience and successfully meet the needs of the target market.

**BEST RENOVATION / CONVERSION**

This recognises enterprising development or sympathetic conversation of a dated or derelict property which retains the best features of the original building while creating a modern home appropriate to 21st century living. Judges will consider the exterior and interior appearance as well as interesting adaptation of original features.

**INDIVIDUAL NEW BUILD OR SMALL DEVELOPMENT**

An individual new build property or small development (maximum of 10 units) in any style and setting will be rewarded in this category. Entries will be judged on the quality of design, layout, location, features and specification and energy efficiency.

**BEST REGENERATION PROJECT**

SPONSORED BY SCOTLAND'S TOWNS PARTNERSHIP

Open to projects of all scales as well as public and private sector firms and partnerships, examples of such projects could include the regeneration of dilapidated buildings, housing schemes or town centres. Entries should show innovative use of brown field sites as well as architectural design and consideration for green issues. They should demonstrate value for money and how the area has been revitalised for those who live and work there.

**PROPERTY TEAM OF THE YEAR**

SPONSORED BY SPACE AND TIME MEDIA

This category will reward an outstanding sales, marketing, construction or management team within the property development industry. This could also be a supplier to the industry who can demonstrate great success. Judges will be looking for evidence on how the team has distinguished itself from the competition and how their efforts have contributed to the overall company's success.

**RESIDENTIAL SALES TEAM OF THE YEAR**

SPONSORED BY RETTIE

Buying and selling property is recognised as one of the more stressful activities in life. A good sales team can do much to ease the stress as well as achieving a successful outcome for all parties. This category will reward an outstanding sales team in the residential market. Judges will be looking for evidence of how the team has distinguished itself from the competition and how their efforts have contributed to the delivery of a high quality, cost effective service to buyers and sellers alike. Innovation and commitment to the industry are also important.

**RESIDENTIAL LETTING TEAM OF THE YEAR**

SPONSORED BY SAFEDEPOSITS SCOTLAND

An active private sector letting market is now a recognised feature of the Scottish property market. A good lettings team can do much to not only achieve lettings but manage the tenancy to achieve a successful outcome for all parties. This category will reward an outstanding letting team in the residential market. Judges will be looking for evidence of how the team has distinguished itself from the competition and how their efforts have contributed to the delivery of a high quality, cost effective service to landlords and tenants alike. Innovation and commitment to the industry are also important.

**AFFORDABLE HOUSING DEVELOPMENT OF THE YEAR**

This category is open to registered social housing providers, charity, trust or public body in partnership with a local authority and/or a developer for rent and/or shared ownership. The judges will be looking for evidence of how the development has impacted positively on the lives of local residents and contributed towards the regeneration of the area. Consideration will be given to the use of sustainable materials and green building techniques, as well as the development's impact on the local environment.

**COMMERCIAL PROJECT OF THE YEAR**

SPONSORED BY BURNESS PAULL

The aim of this category is to recognise a commercial property which meets the needs of its target market. Open to projects of all sizes and scales as well as both public and private sector companies and partnerships. This could be a new build, renovation or fit out project. Entries should show innovative use of materials and building techniques as well as architectural design and consideration for green issues. Entries will be judged on how well the property meets the needs of its target market along with the quality of design, layout, location, features, specification and energy efficiency.

**DEVELOPMENT OF THE YEAR**

SUPPORTED BY SCOTLAND'S HOMES

Site layout, design, range of house types and local amenities are key criteria in this category. Judges will be looking for a development which has been carefully planned to make the most of its location, resulting in a pleasant and desirable place.

**Closing date: Friday, June 3**

To enter The Herald Property Awards for Scotland 2016 in association with Burness Paull, download a form from [www.herald-events.com/propertyawards/](http://www.herald-events.com/propertyawards/) or contact Claire Hunter on 0141 302 7319 or email [claire.hunter@heraldandtimes.co.uk](mailto:claire.hunter@heraldandtimes.co.uk). Closing date for entries is Friday, June 3, 2016.