



Est. 1993

Bletchley | Milton Keynes | Stony Stratford

Town & Country Property Sales & Lettings
across Milton Keynes and in the surrounding towns and villages



www.carters.co.uk



Est. 1993



“ You guys really do an exceptional job. The level of attention to detail and focus on getting the deal done to everyone’s satisfaction is so rare and you have done it every time we have worked together so it’s not just a one off! ” – **P. Smallwood**

Meet the team



Stuart Rillstone
Managing Director

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Director

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David McCarthy
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“ We would like to thank you so much for handling the sale of our home; we felt your service was exceptional. Your enthusiasm, initiative, and positive attitude played a prominent part in the selling process ” – **G. Barker**



Welcome

When instructing Carters to sell your home you can be assured that you will be dealt with in a professional and courteous manner by experienced staff with a wealth of local knowledge and an in-depth knowledge of all aspects of the property market.

We are proud to have one of the, if not the, most experienced teams in the area with some of the longest serving and best known estate agents in the Milton Keynes and surrounding property market. Between us we have in excess of 150 years service in the local property market! We have an excellent track record for staff retention and you can be assured that you will be looked after by the same experienced staff throughout your move.

An Established Agent You Can Trust

Established in 1993 Carters are one of the area's longest established and leading independent estate agents, specialising in the sale of property, new homes, and land. We also have an established rental department and offer independent mortgage services. Our record of success has been built upon a single-minded desire to provide our clients with a top class personal service delivered by highly motivated and trained staff. A sign of this success is the fact that a large proportion of our business comes from repeat business and referral from satisfied clients recommending us to family and friends.

Maximum Online Exposure



The Most Comprehensive Marketing Package

When you instruct Carters to sell your home you can be assured that you have chosen an estate agent offering the most comprehensive marketing package designed to give your property maximum exposure to the widest audience, ensuring we achieve the best possible price within your required time scale.

Our marketing package can be tailor made to suit you – Simply let us know your preferences.

Free Valuation

The starting point for a successful sale is an accurate property valuation. Our vast experience in valuing and selling properties in the local area is invaluable when it comes to giving the right advice to get you moving. We will provide you with a written report detailing our valuation along with evidence to support our valuation. Whatever your purpose we will value your home for free, and without obligation.

Professional Brochures

First impressions are everything, which is why we start by producing a full colour brochure with many high quality interior and exterior photos, and a detailed floor plan. The brochure will be available in both hard copy and email PDF format for yours and your buyers' convenience.

Quality Photography & Free Aerial Photography



Quality Photography & Free Aerial Photography

We use a professional camera with a range of lenses to ensure that we capture the best possible images of your home. As the seasons change – so do our photos. When appropriate we will arrange for aerial photography using a licensed drone pilot to produce stunning and eye catching images from above. We will advise and assist with staging your home to ensure the photos look their best, helping tidy surfaces and rearranging furniture as required.

Huge Internet Exposure – Working for you 24 hours a day, 7 days a week, 365 days a year!

We will advertise your property extensively on the internet with both national and global coverage using the major property portals to include the largest, "Rightmove" and "On The Market", along with many other web sites including our own, carters.co.uk. To ensure your property is presented at its best we will use high quality photography and floor plans for all internet based marketing.



www.carters.co.uk

Free Detailed Floor Plans



Local & National Press Advertising

We advertise in the area's largest publication, the MK Citizen Newspaper. We take out several full colour pages each week, displaying large pictures, allowing regular advertising of your property. If required, for an extra fee we can arrange for coverage in the national press and in specialist publications, as an example, for waterside or equestrian friendly homes. Through our sister company, Fine & Country, we have access to a team of national press journalists that are always looking to feature unique homes or property with an interesting past – so do make sure you inform us of any special features or history of your home and we may be able to feature the property in the likes of the Sunday Times property supplements.

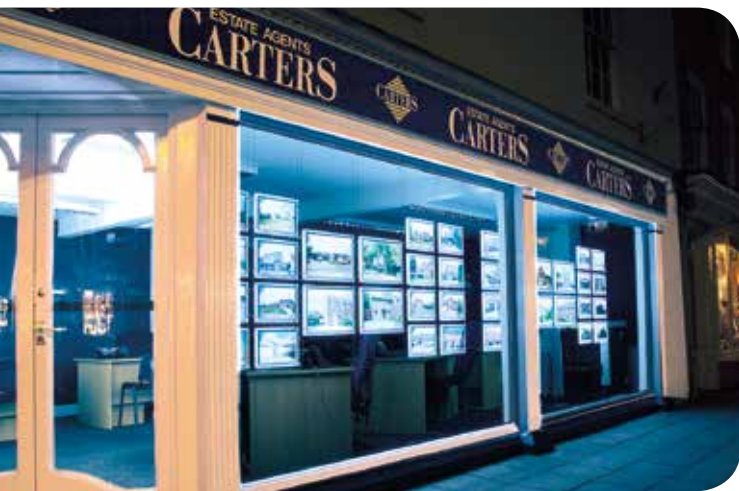
Free Floor Plans – A favourite amongst buyers

We will produce detailed floor plans of your property because we know how important they are to buyers. Floor plans allow buyers to easily visualise how they may live in your home or indeed how they may alter your home to suit their needs. Floor plans are proven to encourage good quality viewings, and greatly increase your chance for an early sale. We can produce floor plans in both 2D & 3D – you choose.

Highlighting Your Home

Branch Network – Larger than you think!

Details of your property are offered through each of our branches. Furthermore we will attract buyers through our sister company, Fine & Country, with in the region of 275 national and international offices. All of our clients will benefit from the supply of London based buyers referred to us via our Fine & Country London office which is prominently located on Park Lane. In addition, through our association with Move With Us, we have access to a nationwide network of approximately 1200 independent estate agents offices, making us part of the largest chain of estate agents in the UK – bigger than even the largest of our corporate competitors!

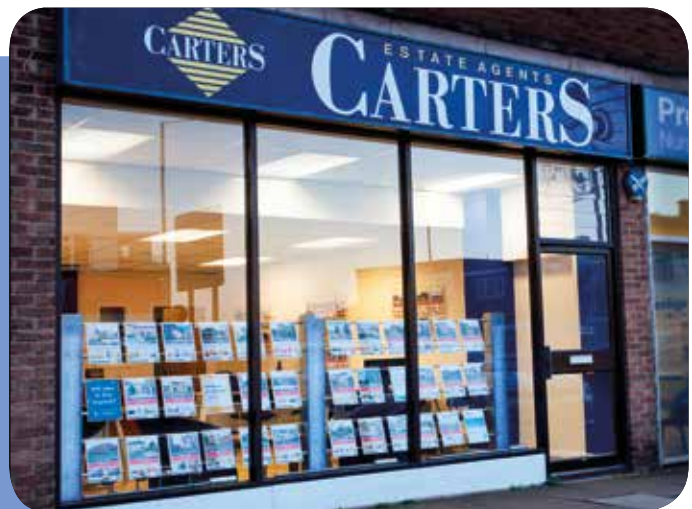


Prominent High Street Window Displays

Your property will be displayed in our prominent state of the art window displays - stunning LED displays with large, high quality, eye catching pictures. Our Stony Stratford office has the largest and most prominent window display in the town which is seen by many - call by the office late of an evening to see just how much attention it attracts. Window displays are a very important tool for us – it is often where people start the house hunting process.

Accompanied Viewings – 7 Days a Week

We have one of the largest sales teams in the area ensuring a member of staff is always available to carry out accompanied viewings - 7 days a week. An accompanied viewing is much more than just a tour of your home – our staff will be able to educate your potential buyer of the benefits of the local and wider area too. We will discuss schooling, shopping, recreation, local and national transport, and indeed any other subject important to them.



For Sale Signs

Our distinctive “For Sale” and “Sold” signs are a familiar sight locally, and customer enquires resulting from our boards are usually of a high quality – for a start the potential buyer clearly likes the look of the property and the location to have made an enquiry.

Open 7 Days A Week

– When you & your buyers need us

Whilst the majority of agents are closed on Sundays and late evenings, we are still open – 7 days a week. Sundays are usually our second busiest day of the week, so by instructing Carters to sell your home you will not miss out on such an important day for viewings. We are there when you and your buyer need us.



Our advanced software swiftly matches your property details to our extensive database of buyers

Open House Viewings

We carry out "Open House" viewings on a regular basis, inviting several prospective buyers to view your property at set intervals, one straight after another. These viewings promote a "competitive spirit" amongst buyers, often resulting in a quick sale and for a top price. We often achieve in excess of the asking price. These viewings also have the advantage of being economical with your time, you may only have to tidy once! Open house viewings are particularly useful when we expect the level of interest to be high for a particular property.

Cash Buy & Chain Break Service

If you need to move very quickly we can arrange a cash sale to ease the way. We work with a number of investors, both local and national. A cash sale could complete in a matter of days if required or within a time scale to suit you.

Extensive Database Of Waiting Buyers

We have an extensive register of buyers to call upon, many of whom are looking for specific locations, right down to individual streets, even particular sides of a street! You never know – we may have the perfect buyer for your home waiting right now.

State Of The Art Software

We use the most advanced software that the estate agency industry has to offer allowing the quick matching of your property to our extensive database of buyers. It allows us to keep accurate records of who we have promoted your property to and at any given moment we can show you how many buyers your property may suit. Feel free to call in to our office at any time for a demonstration as to how our software will benefit you and the sale of your home.

Concise Feedback & Marketing Updates

– Giving you the good news and the bad!

We aim to give you feedback on viewings as soon as possible and will not be afraid of giving you the bad news as well as the good! Indeed, it is the negative feedback that is arguably the most important in terms of moving forward with the right advice to achieve a sale. We are able to demonstrate to you at any time the interest shown in your property via the largest property website, Rightmove.

Need A Low Key Service?

For most people our full marketing pack works best. We do however appreciate that there are occasions where discretion maybe required. You can choose or opt out of any part of our marketing pack, or even instruct us to proceed without any form of advertising.

Competitive Fees

As an independent estate agent with substantially lower overheads than our corporate competitors we are able us to pass great savings on to you. We offer amongst the most competitive fees without compromise to our service. The high volume of sales that we make helps us keep our fees to a minimum – to everyone's advantage. We operate on a

**NO SALE - NO FEE basis,
NO hidden costs, NO nasty surprises!**



But it's not all about marketing, there are other important considerations to contemplate . . .

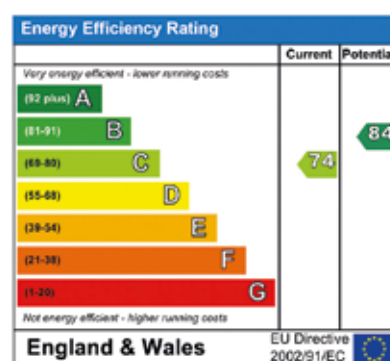
A Strategy To Success

Sales Progression

Finding a buyer is simply the first step to ensuring a successful and hopefully stress free move. It would however be naive to pretend selling your property is always a simple and stress free process and stress levels tend to increase once a buyer is found and whilst the legal process is underway. We are very aware of the many pitfalls in the selling process (it's where our 150 years experience counts the most!) We aim to always be one step ahead, anticipating any problems that may arise, offering reassuring advice and well thought out solutions to any issues that arise. Remember - if involved in a "chain" the chain will only be as strong as the weakest link, so we will monitor the WHOLE chain, on your behalf, where ever in the world it takes us. We have been known to give less experienced agents involved in chains useful advice to ensure their sale and therefore your sale progress to a satisfactory conclusion.

Energy Performance Certificates (EPC)

It is a legal requirement that you have an Energy Performance Certificate (EPC) ordered prior to marketing the property (either for sale or to rent). If you do not already have an EPC we can arrange for one to be produced for you. Once produced your EPC will have a "shelf life" of 10 years. If you are unsure we will search the National database to see if your home already has an EPC or to see if your property is exempt.



Energy
Performance
Certificate
(EPC)

Renting Your Home

Should your circumstances change, and a sale is no longer appropriate, you may consider letting your property. We can find you a tenant on either a short or long term basis. Whilst managing the rental on your behalf we are then perfectly placed to offer the property "for sale" again when you require.



**We believe that our full marketing package is unrivalled in the area.
We can of course tailor the marketing to suit your individual needs
– simply let us know your preferences at the time of instructing us.**

Solicitors

Freedom of choice is key when it comes to choosing a solicitor or licensed conveyancer, and you should consider that you may want to use your solicitor for other life events such as the preparation of wills, trusts, etc. We have strong relationships built up over many years with most of the areas solicitors and we are happy to recommend a select few that will offer our clients preferential rates. Unlike some of our competitors, especially larger corporate agents, we will not “tie you in” to a solicitor of our choice, and often one in a distant, faceless call centre!

Free Mortgage & Financial Service Advice

Unlike many of our competitors, or so it seems, the core of our business is selling homes, not selling financial services! We do however have at our and your disposal the services of local independent financial advisors who have access to the whole of the market and who are not restricted to a limited “panel” of lenders. They are there to assist you if you require. They will confirm your buyers’ financial credentials when the need arises and with their consent.

Summary:

- ✓ **Free** Valuations
- ✓ Professional Brochures
- ✓ Quality Photography
- ✓ **Free** Aerial Photography
- ✓ **Free** Floor Plans
- ✓ Huge Internet Exposure
- ✓ Regular Full Colour Local Press Advertising
- ✓ Stunning LED Window Display
- ✓ Open 7 Days A Week
- ✓ Accompanied Viewings & Concise Feed Back
- ✓ State Of The Art Software
- ✓ Dedicated Sales Progression
- ✓ Energy Performance Certificates (EPC)
- ✓ **NO SALE – NO FEE**
- ✓ **NO HIDDEN CHARGES**



Surveyors, Local Trades & Removal Firms

We have excellent relationships with many local surveyors, structural engineers, damp & timber specialists, electricians, gas installers, roofing contractors and general builders. Whilst we hope not to need to call upon their services they do form a critical part of the chain in the event issues arise with the sale of your home (or even your purchase) where further investigation is required to ensure your buyer can proceed with the purchase. We recommend removal firms that are helpful and are often able to take bookings at short notice.

A simple contract

One of the most over looked aspects by sellers - we often see unhappy clients that have used other agents and whom are tied in to a lengthy and inflexible contract – almost 6 months in many cases, on top of which with a 28 day cancellation period! A painfully long time to be tied in to an agent if things are not going as you wish! Clients often sign up to things they do not fully understand – for example, did a previous agent explain the difference between a sole agency and sole selling rights? Did they explain your right to a 14 day “cooling

NO SALE – NO FEE
NO hidden costs and
NO nasty surprises!

off” period? Our contract for the sale of your home is amongst the simplest we have seen, with flexible terms and relatively short tie in and notice periods reflecting our confidence that we will provide you with a service that you will be totally satisfied with.

For Your Absolute Peace of Mind

We are members of both the National Association of Estate Agents, and The Property Ombudsman redress scheme and we abide by the stringent industry regulations that they set.



The Cost Of Moving

The cost of moving home soon adds up so it is important to have a realistic idea of the cost involved before you set out. There can be many hidden costs involved. We will guide you through the most common costs – (approximate).

The new stamp duty charges are more complicated than before, but for most buyers they are now significantly lower than under the previous scheme. There are many stamp duty calculators online. The thresholds are;

Important Note: New regulations from April 2016 will add 3% stamp duty to each threshold for many buying a second property (Landlords / Holiday homes etc).

Guide to Stamp Duty Land Tax	
Purchase Price	Rate Payable
£0 – £125,000	0%
£125,001 – £250,000	2% Due
£250,001 – £925,000	5% Due
£925,001 – £1,500,000	10% Due
£1,500,000 +	12% Due

Assuming Electronic registration for a registered property.
(Double cost for first registration/new home).

Guide to Land Registry Fees	
Purchase Price	Amount Payable
£0 – £80,000	£20.00
£80,001 – £100,00	£40.00
£100,001 – £200,000	£95.00
£200,001 – £500,000	£135.00
£500,001 – £1,000,000	£270.00
£1,000,000 +	£455.00

Fees can vary – see below for a transaction price.

Guide to Solicitors Fees	
Purchase Price	Amount Payable
Up to £250,000	£600.00
Up to £500,000	£700.00
Acting for mortgage lender	£150.00
Completing SDLT Form	£100.00

Selling Your Home	
Carters Fees	£
Legal Costs: Solicitors Fee	£
Acting for lender	£
Leasehold Fee	£
Mortgage Redemption Fees	£
Removal Charges	£
Energy Performance Certificate	£
Other	£
Other	£
Other	£
TOTAL SELLING COSTS	£

Buying Your New Home	
Stamp Duty Land Tax (SDLT)	£
Legal Costs: Solicitors Fee	£
Acting for lender	£
Leasehold Fee	£
Local Searches	£
Completing SDLT Form	£
Land Registry Fee	£
Mortgage Broker Fees	£
Survey Fee (Optional)	£
TOTAL SELLING COSTS	£

TOTAL	£
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“ I wish to state on record that I have found your service to be excellent and of good value and will not hesitate to place my properties with Carters in the future” – **R Osili**

“ Thank you for all your efforts in getting through all the issues with the sale of our property... It's a breath of fresh air to deal with someone with your professionalism ” – **G Barrett**

“ Thank you very much for your professionalism in the way you handled our sale & purchase, moreover the way you all conducted yourselves in a friendly and personal manner. We would not hesitate to recommend Carters to anybody wishing to buy or sell a property ”

– **K Hance**



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