



Bespoke marketing from Brighton & Hove's  
Boutique Estate Agency

U N I Q U E

*Why we stand apart...*

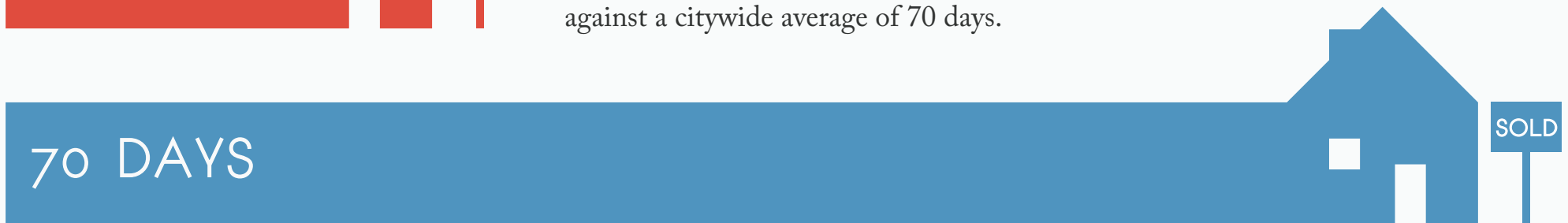
# WE *really* KNOW THE LOCAL MARKET

Not only are we a local agency, we're local residents too, with over 30 years industry experience. We study the market, do our research and tailor the way we sell to the latest housing trends and fluctuations.

Last year we achieved, on average, an incredible 101.4% of the asking price for properties sold.



On average our clients spent 15.1 days on the market before we successfully agreed a price for them. This is against a citywide average of 70 days.



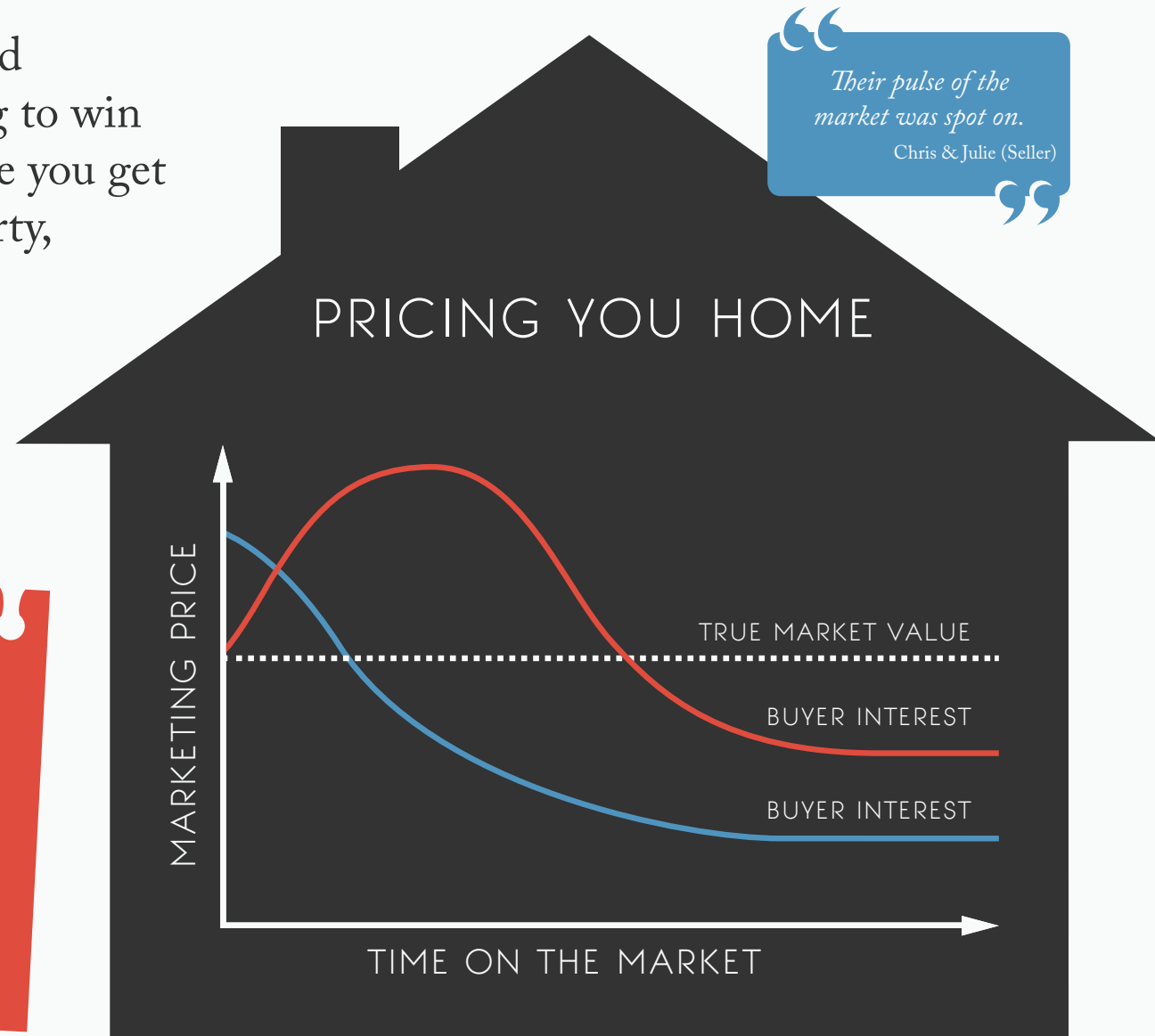
# WE *really* KNOW BUYERS

When we give you our recommended marketing price, we're not just trying to win your business. We're trying to ensure you get the highest sale price for your property, and that might not always be the highest initial asking price.

*There's a science to selling.*

Overinflated initial value  
=  
Lower buyer interest  
=  
Longer on the market  
+  
Less offers  
=  
LOWER SELLING PRICE

Accurate initial value  
=  
Higher buyer interest  
=  
Shorter on the market  
+  
More offers  
=  
HIGHER SELLING PRICE



# WE'RE NOT JUST ONLINE WE'RE *actually* WORTH VISITING

We have all the usual web presence you'd expect from an Estate Agent, but perhaps more than just the usual content.

As well as new properties we also write articles, blog posts, comments, tweets and pin images about:

- Local life and culture
- The property market
- Interior design
- Architecture

*Their Facebook page is great. Not only did they promote our property through it, but I also picked up loads of good tips about selling my house.*  
Elizabeth C (Seller)

Click on the icons to visit our sites.

 [qsalesandlettings.co.uk](http://qsalesandlettings.co.uk)

 [facebook.com/Q.SalesandLettings](https://facebook.com/Q.SalesandLettings)

 [twitter.com/QSalesLettings](https://twitter.com/QSalesLettings)

 [pinterest.com/qsaleslettings/](https://pinterest.com/qsaleslettings/)

 [google+.com/qsaleslettings/](https://google+.com/qsaleslettings/)

Like us on Facebook and follow us on Twitter for regular updates and promotions.

U N I Q U E

How we make your property  
stand apart...

# OUR STRATEGY FOR SELLING IS *bespoke*

We don't have a standard strategy for selling. We come and meet with you, listen to what your plans and requirements are, then present you with a bespoke strategy for selling your property, as well as advise on how you can achieve the greatest value.

*They then provided a detailed and supportive service throughout the whole sales process which was completely new to us. They gave us advice and honest feedback, regular updates and always kept us in the loop.*

Suzi (Seller)

*As an investor its crucial to me the agents are on the ball. James was always ahead of us all. They got me so many viewings we were turning them away.*

Louise (Seller)

*The service you get is head and shoulders above other high street estate agents who treat you like a statistic.*

Heather (Seller)



*Don't just take our word for it...*

Every one of our clients that left us a google review gave us **five out of five**.

# WE SELL WITH *style*

Everyday we're told by buyers that they expect to see floor plans and plenty of photos. And how frustrating it is when these aren't available.

That's why we not only provide these, but we make sure our professional photography will show your property off to it's best advantage, the floor plans always includes dimensions and we also offer an additional video tour service.

*These details can make all the difference.*



*From photography,  
valuation and execution  
of the sale, the experience  
was painless.*

Chris & Julie (Seller)





# WE TAKE BEAUTIFUL PHOTOS OF *every* PROPERTY

We'll spend time with you giving you advice about how to dress your property prior to the photo shoot.



*I couldn't believe how beautiful my house looked in the photos. I wanted to buy it.*

Elizabeth C (Seller)

# WE OFFER A *free* VIRTUAL TOUR FOR *every* PROPERTY

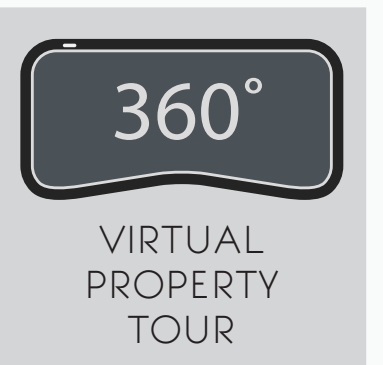
*VR tours are a great way of looking at properties online. Like floor plans they make property searching easier.*  
Marc C (Buyer)

High definition 360° virtual walkthrough tours that can be viewed by any buyer, anytime, anywhere!

A brand new way to show off your home to more people than ever before.

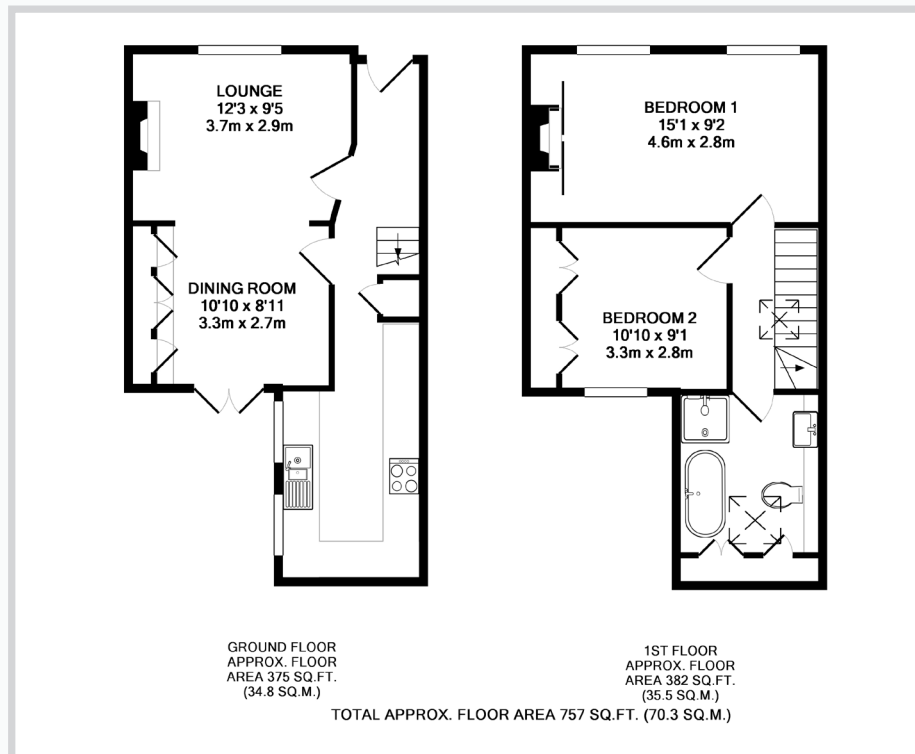
Q are the first estate agent in Brighton & Hove to provide this state of the art technology for free.

*The VR tour was a great idea and definitely helped make our house stand out on the market.*  
Geoff T (Seller)



# WE PROVIDE *detailed* FLOOR PLANS

Our floor plans always include dimensions for every floor. A detail 85% of buyers said they look for.



“  
It really frustrates  
me when properties on  
rightmove don't include  
floor plans.  
”

Charles B (Buyer)

# WE *excite* BUYERS ABOUT YOUR LOCATION

All our property details include practical information about the area, like school catchments and parking zones, as well as some **local gems**: places nearby which make living there special.

*It's safe to say these guys really know their stuff. They gave us all the information we needed about the area. And even pointed us in the direction of a decent pub for a spot of lunch after our viewing.*

Clive & Marie (Buyer)

## In The Know...

Area:	Queens Park
Council Tax:	Band B
EPC Rating:	D60
Floor Area:	75 sqm (approx.)
Station:	Brighton (1.2 miles)
Bus Stop:	Eastern Road (500m)
Parking:	Permit Zone C
Schools:	
Primary:	Queens Park; St Lukes
Secondary:	Dorothy Stringer; Varndean
Local shop:	Mulberry's, Sutherland Road (350m)
Supermarket:	Morrison's, St James' St (0.7 miles)
Local Gems:	Queens Park; Round Georges pub; 24 St Georges; The beach; Brighton Flea Market



# WE *really* SELL YOUR PROPERTY

Unlike other agents we don't limit your property to only two property portals.



As part of our bespoke marketing, we run one-off editorials and adverts in alternative magazines as well as social media campaigns.

# WE'RE *local*

Our Brighton office, is in a prime location on a busy high street. Which means properties in our window get seen by passing trade, and we're always close if you want to pop in for a chat.

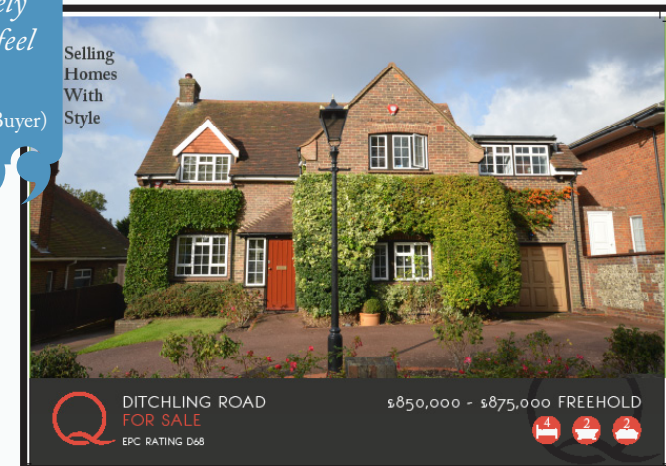


*When we completed our purchase and collected our keys, they gave us a bottle of wine and a recipe for some (beautiful) soup, which was a really nice touch and completely in character with the 'personal' feel throughout the process.*

Steve B (Buyer)

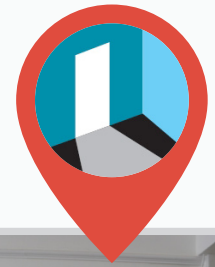
*All of the guys were really approachable and able to answer our (frequent) questions. Everybody was completely contactable throughout the process and were happy to speak at any time.*

Steve B (Buyer)



Our office windows use bright LED lighting to display large prominent photos. So your home can't be missed.

# WE'RE PART OF THE *community*



- We make a donation to the Hanover Community Centre for every property we sell in Hanover.
- We make a donation to the Rockinghorse childrens charity for every home we sell.
- We sponsor and host an artist open house during the Brighton Festival - *come and see us in May.*
- We sponsor and run a stall at the Hanover Charity Beer Festival.
- Every agent flyers, but when we flyer, we try to make sure there's something in it for you too. Keep a look out for our flyers featuring an original recipe and recommended companion wine from Butlers Wine



## AUNTY MARGARITA'S FISH STEW

This rich, wholesome, tomato-y stew is one of our Spanish family recipes that is perfect for bridging the gap between the cold wet winter and the coming spring sunshine. All our fish, seafood and stock was sourced from O'Fishly Healthy in Kempdown.

### Ingredients (serves 8):

500g pollock fillet (skinned & cubed)  
750g mussels  
3 squid (cut in rings)  
8 large or 16 medium raw king prawns  
300ml white wine  
3 tbsps tomato passata  
3 large onions (finely chopped)  
3 large garlic cloves (finely chopped)  
800g potatoes peeled and cubed  
1 litre fish stock  
2 tsp paprika  
1/4 tsp chilli powder (to taste)  
Olive oil for cooking.  
Salt to season  
Parsley to finish

### Method:

Peel and clean the prawns and set aside. Gently fry the heads and shells in a little olive oil, crush to release flavour, add 1 litre of water. Boil for 10 minutes, strain the stock and set aside.

In a pan put 5 tablespoons of olive oil, add the onions and garlic with a little salt and fry until soft. Add potatoes and mix well. Turn heat up high, pour in the wine and allow alcohol to evaporate.

Reduce heat to medium. Add paprika and chilli powder and mix. Add tomato passata, fish stock and prawn stock, adjust seasoning and boil until potatoes are tender. 15 minutes before serving bring to the boil and add the pollock, mussels, squid and king prawns.

Sprinkle with chopped parsley and serve with garlic bread.

Can be prepared the day before, adding fish on the day.

### Butler's Recommended Wine:

This is a stunning wine made from Godello grapes. It's bursting with flavours of ripe citrus fruits, jasmine and orange blossom balanced with fresh acidity and spice. It has a long mineral finish perfect with this tasty recipe.

Butler's Wine Cellar has shops located on Queens Park Road and St George's Road in Brighton. 01273 698724



# WE OFFER A *complete* SERVICE

We want the selling of your property to run as smoothly as possible. So we don't stop at finding you a buyer. We'll also:

- Recommend tried and trusted solicitors, mortgage advisors and surveyors.
- Help liaise with other parties - estate and letting agents, solicitors and mortgage brokers.
- Make regular checks on vacant properties on your behalf.
- Make sure that one of the Directors is always on hand to talk with you.

- Wide Angle Photography
- Floor plans
- Energy Performance Certificate
- 360° Virtual Reality Tour
- Rightmove & Zoopla Premium Listing
- Social Media Marketing
- Eye-Catching Window Display
- Launch Days
- Evening & Weekend Viewings.....All the above included for **FREE**
- Independent Property Stylist.....Subject to requirements
- Half Page Editorial in Latest Homes .....£175.00 plus VAT
- Full Page Editorial in Latest Homes .....£275.00 plus VAT
- Cover feature in Latest Homes .....£375.00 plus VAT
- Editorial in Portfolio Magazine .....Subject to Availability

“  
*Their contacts in the industry enabled us to source a solicitor and surveyor with total confidence. It was comforting when speaking to both solicitor and surveyor how well respected the team are.*  
”  
Chris & Julie (Seller)

We're proud to be regulated:





# OUR *team*

*All of them are an absolute pleasure to deal with.*  
Mark K (Seller)



## JIM QUINTANA MNAEA

Jim is the beating heart of Q Estate Agents having started the company way back in 2004. Born and bred in Sussex, Jim initially worked for a large multi-office letting agent in Brighton before striking out on his own. Well known for his integrity and realistic approach to both sales and lettings, Jim is the perfect person to advise you through any property transaction. Jim is a qualified Member of the National Association of Estate Agents.

## JAMES BEALE MNAEA

James moved to Brighton in 2003 and quickly established himself as one of the city's most accomplished estate agents. Having built up a wealth of experience at a number of large and small agencies across Brighton & Hove the chance to bring his extensive knowledge to his own company was the obvious next step. There is little James doesn't know about property and he always has time to talk buyers and sellers through the complexities of moving. James is a qualified Member of the National Association of Estate Agents.



## DOMINIC RYAN MNAEA

Dominic has lived in Brighton for most of his life and knows the city inside out. He first started working in property in 2010 and has built up a huge bank of experience having worked for both corporate and independent agencies. Dom's hard-working approach combined with his bright and cheery outlook ensures that many clients return to him for advice time and time again. Dom passed his technical award in residential estate agency in 2011 and is a Member of the National

## JEMIMA HORSFALL

Jemima moved from London to Brighton in 2016 to follow her passion for property. Since joining Q Estate Agents she has demonstrated the organisational skills required to look after our portfolio of managed homes. Jemima has excellent people skills and has quickly established herself as the perfect link between landlords and tenants. Jemima is currently studying for her technical award in residential lettings and property management.



## JOSE QUINTANA

Jose has worked at Q Estate Agents since 2010 and brings a level-headed approach to the business. Jose is responsible for much of the behind-the-scenes areas of the business, including accounts and payments, freeing up time for Jim and James to be out-and-about on viewings and valuations. Jose has passed his technical awards in both residential sales and lettings.