

bespoke property search

**CM**

country house consultancy



**Whatever the market, the best is always in demand.**

Our clients are busy people and expect exceptional service; finding the right house can be an emotive, time consuming and – sometimes – an unexpectedly technical business.

We ensure that our clients get the best possible value. Having established just what they do - and do not - want from their property purchase, we make sure we leave no stone unturned in tracking the right property down.

We save wasted journeys by screening out the unsuitable, check out the right properties and work with our clients right through the whole transaction.



**We really do sort the wood from the trees...**



## How does experience count?

- **We know the key people in the main selling agencies:**
  - we get to the right houses first. Great houses and quality locations sell quickly; agents respect our professionalism and advise us of the right properties - almost always before they are advertised
  - they appreciate the commitment of a buyer who retains us as their agent
  - we maintain daily contact with all possible sources of information about fresh property
- **We have an unrivalled knowledge of the south east:**
  - which merits of an area may suit each individual
  - the relative accessibility and amenity of towns and villages
  - where the best schools are
  - which areas of countryside are protected and how
  - noise, urban expansion and other threats
  - the easiest commuting routes
- **We maintain a fascination for houses and how they work**

**We are probably the best-qualified buying agency in the south-east...**



## How do our clients get the best value?

**Once we have found the right property, our service is just beginning. We help negotiate the best possible acquisition by:**

- anticipating what liabilities a future survey might reveal
- gauging value by reference to our extensive database of sold properties
- considering which contents/fixtures should be included within a bid, what special terms should be agreed, etc.
- employing confidentiality and/or lock-out agreements, as needed
- using our imagination!

**Once terms have been agreed, we maintain our involvement:**

- Survey; we can help instruct and agree the scope of a surveyors inspection, fees, etc.
- Legal; we liaise with our clients' solicitors to check title issues such as boundaries, easements, etc. 'on the ground', as required
- Planning; we check the local planning policy for the area, as well as investigate the planning history of the property and it's neighbours
- as well as working to solve any unexpected problems...

**We see the job right through; from finding the right property to completion and beyond...**



## Why choose us?

- we are Chartered Surveyors, with over thirty years experience
- we know our area
- we are wholly independent and only act for buyers
- we do not work for more than ten – twelve clients at any one time
- no two of our clients have the same requirements
- we offer absolute confidentiality
- our terms, like our service, are tailored to the individual's needs

We frequently find ourselves advising our clients why they should not buy a property, rather than why they should.

**Our reputation is our best advertisement...**



## Consultancy:

Our service is not confined to the search and acquisition of the best houses - we can help with a multitude of ownership issues:

- We can advise on or negotiate the purchase of a house that you have found yourself
- We can assist with other relocation issues (e.g. commercial property search)
- We can provide formal valuations – whether for asset assessment, taxation, or other reasons
- We can advise on maximising asset return
- We can help with planning issues (policy for extensions or additions), before bringing in specialists
- We undertake regular market analysis
- We have built up contact over the years with a wide range of specialists, should advice be needed on such diverse matters as:
  - planning/architectural services
  - land surveying
  - removal contractors
  - fine art consultants
  - tenancy or occupancy issues
  - agricultural and land management matters
  - interior design
  - specialist insurance and mortgage advice, etc.

**We always offer best advice...**



## Which areas do we cover ...?

We offer a wealth of experience across the whole of the South East.

We know and have bought properties for clients in Kent, East & West Sussex Surrey and into Hampshire; in towns, villages and open countryside (as well as in the private estates of Wentworth and St. George's Hill).



We know where the best local schools are, how best to commute, which parts of the countryside are protected, what the major changes in planning policy are likely to be, where the main air routes are, etc..

Each area has it's own nuances and agency coverage – whether local or from London – it is our job to know where to look and who to contact.

**We know where the best value lies...**



**Some of the properties we have purchased...**

### **...and some of our clients comments**

"You did a marvellous job from beginning to end and it was enormous fun working with you... we still can't believe that the whole project worked out so well"

"Whilst it is never a pleasure to sign such a large cheque, I can say that we are truly delighted with your support and felt your advice was invaluable."

"(My wife) and I have been delighted with the effort you have expended on our behalf... to find us 'the right place' "

"Thank you for all your efforts on our behalf. It has been a great source of comfort to us both to have your wise counsel and practical common sense on our side. I am afraid that the size of the fee does not represent the size of your commitment to us... Many, many thanks."

"Thank you very much for the absolutely enormous amount of work which you have put in and which has led to the exchange of contracts yesterday evening. No one could possibly have worked harder or been more agreeable."



"You have given considerable effort to finding us a suitable house and have guided us through a maze of difficulties."

"We could not have done this without your help, guidance and sanity! With many thanks."

"...Needless to say we are thrilled we've secured [the house] and most grateful for all your help, guidance and support. If you ever need a reference in terms of potential clients etc. don't hesitate to contact us. We look forward to sharing a glass of champagne with you..."

"We are obviously delighted to have completed – it was a long haul but worth it in the end. We would like to express our appreciation; the owners... were by any standards very difficult and you handled them very professionally. It was a great weight off our minds to know that you were keeping such a close eye on things with us at such a distance."

***(and, from someone on the opposite side...!)***

"Thank you for the efficient and business-like way you went about the buying of our home on behalf of your client. Your attention to detail was exemplary, which of course kept the solicitors account lower than it might have been..."



## Our contacts:

We know how important experience and local knowledge are - and can put you in touch with the right people 'on the ground';

- **elsewhere in the UK:**

We can refer you to like-minded search agents in most areas, but in particular:

- **London**
- **Oxfordshire and the Cotswolds**
- **West Country**

- **overseas:**

We are responsive to the growth in demand for homes in warmer climates - especially where these offer much better value than here in the UK - yet recognise the challenge of finding the right property in a foreign language, different culture and legal system - often across much larger areas.

All of our overseas contacts reside in the relevant area and therefore know what the right price for a property should be. Ask us about any country or district but, at the time of going to print, our network of search agents includes:

- **France**  
Particularly the mid-West and south of France
- **Italy**  
Based on Tuscany
- **The Balearics**



## Who are we?

- **Colin Mackenzie FRICS FNAEA**

has over thirty years experience of the Country House and Estates markets. Having worked in both Sussex and Kent until the early 1980's, Colin ran the London Country House Department of Hamptons International until 1999, when he joined Knight Frank as a partner in their private clients buying department.

He started his own practice in early 2003 in order to gain total independence as a search consultant and expand into wider professional activity. Colin has always lived in the area.

- **Elizabeth Mackenzie BA (Hons)**

Having secured a degree in Marketing, Elizabeth gained four years experience in sales before joining FPD Savills as an account manager in their international division.

She brings wide experience in the key residential markets across Europe, liaising with our overseas links as well as co-ordinating the UK search for many of our clients.

**With our unrivalled experience, having purchased or sold countless houses, can you afford to buy without us?**

**We do not charge for talking! Please feel free to contact us to explore whether any of our services might be relevant to your needs;**

## **COLIN MACKENZIE FRICS**

BONISCHERCH, OLD HEATHFIELD, EAST SUSSEX TN21 9AG

**Tel:** +44 (0)1435 866988

**Fax:** +44 (0)1435 866662

**Email:** info@cmproperty.co.uk

**[www.cmproperty.co.uk](http://www.cmproperty.co.uk)**

