



A Guide To Moving Home

ALL ABOUT ABODE PROPERTY AGENTS

Abode Property Agents are refreshingly different to other estate agents you will come across. That is because the unique combination of our people, our marketing of properties and our company, aims to give you the very best service available, whether you are selling, buying, or both. We believe it is an unbeatable package which makes moving easier - and more enjoyable too!

At Abode Property Agents, we realised a long time ago, that when instructing an Agent to market your home or business premises, you are looking to achieve a relationship and rapport that is based on honest communication and trust.

When choosing Abode Property Agents as your Agent, you are choosing people that are highly trained to the most professional and ethical of standards, as well as utilising the full resources of a team that is firmly on your side.

Whether you are selling or buying, our friendly staff will listen carefully to your needs and use every endeavour to meet your highest expectations. To ensure you receive a high standard of customer care and bring your transaction to a successful conclusion, we bring together modern methods and traditional values, whilst always working to our Professional Codes of Conduct.

We have very flexible appointment times, and subject to prior arrangement, you may view our extensive Portfolio, at a time to suit your diary.

For all your Residential and Commercial Property requirements across West Cornwall, discover the benefits of using Abode Property Agents by contacting our office.

WHY CHOOSE ABODE PROPERTY AGENTS?

Trustworthy

As we are members of several accredited bodies, you will be dealing with a regulated organisation managed by qualified professionals at the forefront of the industry.

Style and Substance

Our contemporary style and branding has become synonymous with high standard market leading services and consequently offers elevated visibility for your property and greater results for us both.

Enthusiasm

Along with our passion for property, we employ the powers of listening, understanding and empathy and combine this with energy, ambition and drive to achieve our client's goals.

Local Presence

With our office in Hayle and our extensive first hand local knowledge, there is no one better placed to represent you and promote the sale of your property.

Buyers

We manage a comprehensive database of buyers who have given us their search criteria and matching this with your house very often results in success.



MARKETING

Modern technology enables us to process a client's property and have it not only on the web, but also on our database and in the hands of our buyers within a matter of days.

The package includes high resolution digital photography for use on the website and in magazines and newspapers, accurate and detailed floorplans, location maps, production of on-line printable colour brochures together with off-line details, plus copywriting and distribution of advertisements to be displayed in press advertising.

Constant research allows us to offer our clients some of the most innovative developments and advances in technology ahead of our competitors, from SMS to Email Property Alert.

Where to invest time and money before marketing your property

It is a known fact that a buyer makes up their mind within 10-15 seconds of walking through the front door. With our experience in both the market place and offering interior design solutions, we can help you achieve a quicker sale.

Preparation and empathy are the keys. When you like a property, you start to imagine living there. Part of our job is to work with vendors to help remove the barriers to that process, then to show you, the buyer, what physically exists and crucially, in achieving the best price for the vendor - to show the potential of the house, how it and your life there might evolve over the years.

Too few vendors allow time for anything other than stage two - showing the house as it is. As a result, they often set and accept a lower price than necessary, or take what should have been preparatory action only after their house has failed to sell. By that time, any buyers that are interested feel in a strong position to negotiate.

So what steps should vendors take to ensure maximum appeal for their property?





ADVICE TO PEOPLE BUYING AND SELLING

Selling your property quickly and gaining the best possible price has got to be a priority for any prospective seller and there are a few simple steps which you can take to improve your chances greatly.

First impressions are very important, your prospective purchaser will form an opinion within thirty seconds of drawing up outside your property. So make sure your garden is kept tidy, a well kept garden usually looks larger and needing less maintenance than an untidy one.

A fresh coat of paint can work wonders to improve the appearance of your front door and window sills. Make sure the interior of your home is free of clutter. Consider short term storage options to allow your rooms to show off their true size and allow potential buyers a clearer picture of how a room could look to them.

The smell of flowers can make a room feel more welcoming as can a warm home in Winter and open windows in the Summer.

If you have a dog or cat try to keep them isolated when people visit as not everyone likes animals.

There are very few purchasers who buy the home of their dreams and do not want to change anything. All too often when you view a property you see it as it is, not as what it could be.

The best way to view a property is to use the viewing record page in this guide. List all the positive and negative points of the property and your feelings about it.

Then in your own time sit down and work out how much it will cost you to alter the property to your own tastes and requirements. The businesses featured in this guide are there to help you do this.

At the end of the day the choice is yours, however over many years, we have seen so many property transformations which have taken a sad and dilapidated property and turned it into a home anyone would be proud of. See the future, not the present.



Juliet Knowles

Sarah Painter

Maria Masi

YOUR LOCAL EXPERTS IN LAW

Walters & Barbary Solicitors are a progressive firm of solicitors who were founded by Alfred Walters in 1890 and have over 125 years of experience across a wide range of legal services, including helping people buy and sell property. As solicitors in Cornwall they take pride in being able to provide modern solutions to contemporary problems.

They have gained a reputation for the quality of their services based on their understanding and their commitment to fulfil their client's wishes.

The Practice specialises in buying or selling a house, starting up a business, or buying a business and employment law. Family matters including divorce, separation and disputes involving children, wills, trusts and probate, trouble with the police and civil litigation.

The Practice appreciates that people are individuals and have their own special needs. They also respect the fact that to attract new clients, they must be progressive in their approach and understanding in their attitude.



Walters & Barbary SOLICITORS

Their aim is not just to serve the needs of their clients on a one off basis, but to encourage the client to return to them whenever they need specialist legal advice and become their family solicitors.

Like all good solicitors they recognise the need to specialise and Walters & Barbary Solicitors have a dedicated team of professionals able to offer specialist advice across a broad range of legal issues.

Where Conveyancing is concerned, the practice has extensive experience and is able to offer a wide range of advice on all aspects and hold the Law Society's Conveyancing Quality Scheme (CQS) Mark.

Basset Chambers, 18 Basset Road,
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Email: reception@waltersbarbary.co.uk

www.waltersbarbary.co.uk

YOUR FIRST CHOICE FOR SECURITY

After moving into your new home or business property, take a few moments to consider... Who else may have a key to your property?

Have you considered there may be six or more sets of keys out there somewhere, but you have no idea where they are or who has them!

Many home owners feel a lot more secure in the knowledge that they have total control over their keys and are the only ones who have access to their home.

Similarly, businesses hold a great deal of sensitive documentation, valuable computer equipment and stock which needs to be protected 24/7.

Are you aware that without the changing of locks when purchasing a new property, any insurance company could reduce any payout in the event of a claim if this was deemed fully or partially to blame!

As a Trading Standards Approved company, [Owl Locksmiths and Security](#) always recommend checking and changing your locks to insurance policy compliant locks.

With their expert and up to date knowledge of the current legislation, they can replace your locks to the highest current standards and with the best quality tried and tested products available.

From their office in Hayle, but covering all of Cornwall ... 24 hours a day 7 days a week, this family business consider your property security their prime concern.

Owl Locksmiths and Security offer FREE security advice consultations, estimates and quotations on request. In addition to, a Rapid Emergency Response service with NO call out fees or VAT, Owl Locksmiths and Security should be your first choice for security.

Whether you have lost your keys or the lock in your door has seized or broken, Owl Locksmiths and Security can assist.

Owl Locksmiths and Security also offer electronic security such as wired and WIFI Intruder Alarms and CCTV, Access Control and Door Entry systems for larger properties.

Should the worst happen they can undertake your door and window board-up and replace your glazing. If you require replacement Upvc door or window units due to damage, this can also be undertaken. Your peace of mind is their priority.

Owl Locksmiths and Security, Keeping Cornwall Protected 24/7.

Some of the services they offer include:

- 24/7 emergency response anywhere in Cornwall
- Fast response times that will not leave you out in the cold
- NO call out fees... NO VAT
- Expert locksmiths fully trained, insured and CRB checked
- Fully insured and licensed
- Specialists in Upvc doors and windows
- Trading Standards Approved





We would like to thank you for your excellent customer service and communication when we requested our locks to be changed at our business premises in Old Bridge Street, Truro.

You gave a very specific description of the added security the new locks would provide, we felt very confident with the product you recommended.

Very down to earth attitude with quick and efficient completion of the job. Will happily recommend your services and would not hesitate to contact you again.

Mark & Selena Govier
The Baking Bird



**OWL LOCKSMITHS
& SECURITY**

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YOUR BEST CHOICE FOR WINDOWS, DOORS AND CONSERVATORIES

Darrens Double Glazing is highly recommended for anyone who is contemplating a conservatory, replacement windows, doors or double glazing repairs.

The business was founded around 5 years ago by Darren Elcocks and he is rightfully proud of the excellent reputation his team have built up with a large number of satisfied customers throughout Cornwall and the surrounding areas.

They must be regarded as one of the area's leading suppliers and installers and like any successful business they continually receive recommendations from their customers, which speaks volumes for the extremely high quality of their products and workmanship.

The business offers a free consultation and design service and all their installations are completed by their own teams of qualified professionals.

All their products have a guarantee which means their customers have added security in the knowledge that they are fully protected.

After discussing your requirements and listening to your ideas, the business will offer you advice and guidance whilst still maintaining and including your own visions.

They will create an image showing you exactly how your new conservatory, windows or doors will look. They will also provide a no obligation comprehensive quotation for your consideration.

Their insistence on quality products and service means that they firmly believe that their products do offer the best value for money. They can also provide testimonials from satisfied customers where this is required.

Pressure and dubious sales tactics are certainly not used by them. They will present you with a comprehensive quotation and leave the decision up to you.

There is no doubt that Darrens Double Glazing are one of the most professional businesses of their type and for anyone who is thinking about improving their home, they are definitely worth a call.

A visit to their web site will give you more information on their product range and also let you view some of the work they have carried out.

You can trust them to make your dreams become a reality.



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YOUR LOCAL INDEPENDENT BUILDERS MERCHANTS

Sometimes when you walk into a business, you just know you have made the right decision and that not only are you going to find everything you will need, but also, you are going to be treated properly. Solo Building Supplies is one such business.

With their branch in Penzance, as soon as you enter their premises, you will find a large and impressive range of stock which will provide new ideas to even the most ardent DIY expert. This is not to say that the business only caters for the general public, since Solo Building Supplies were first established, they have become one of the best suppliers of building products in the area and are widely used by trade and local authorities.

Solo Building Supplies have progressed from a small company to a present day set up where virtually all types and forms of building materials are now available. This has meant not only a significant increase in staffing, but also a massive investment in machinery.

The current products on offer from Solo Building Supplies are now extremely diversified and wide ranging and it is highly unlikely that you will not be able to find what you are looking for. They are rightfully proud of the fact that they are one of the most experienced independent builders merchants in the area.

Their growth has coincided with the need of home owners to be able to obtain good quality building products at very competitive prices.

This is all part of the Solo Building Supplies attitude to customer satisfaction, they have taken the business to another level and insist that the customer and their needs must come first. All the staff will be found to be helpful and friendly as well as being properly trained and supervised.

If you have any building material requirements, you are urged to visit Solo Building Supplies, you will find an Aladdin's Cave full of building ideas and examples.



Long Rock Industrial Estate,
Long Rock, Penzance,
TR20 8HX

Tel: 01736 365 176

Email: sales@solobuildingsupplies.co.uk

www.solobuildingsupplies.co.uk



WELCOME TO SPRAYREND

It is a fact that plastering, screeding, rendering and wall insulation may appear a fairly simple task, however, the truth is far from this.

For anyone who has ever tried to plaster a wall, they will have found that the work is very hard and to achieve even an average finish takes a great deal of painstaking effort.

To do the job properly takes a great deal of skill and a wealth of knowledge. **Sprayrend** has all the knowledge, experience and skill to complete the job, so a first class finish is obtained.

They have many years of experience and have built up an enviable reputation throughout the area with residential home owners and businesses alike.

Indeed, the majority of their work now comes from personal recommendations, which speaks for itself.

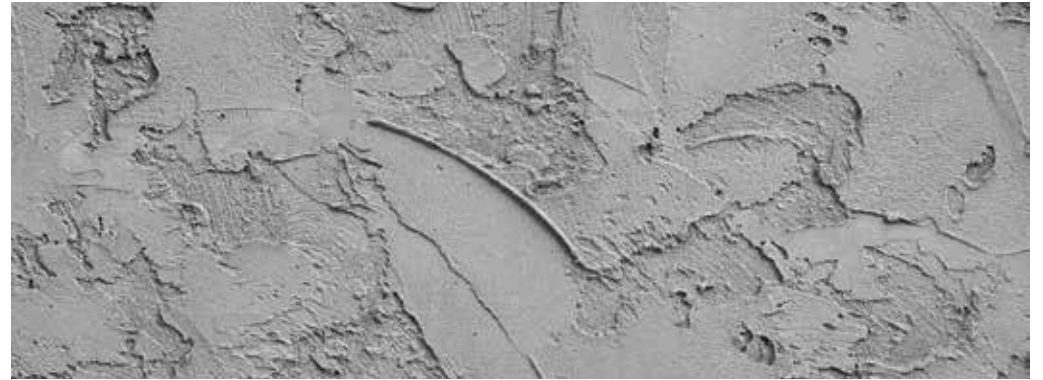
With many home and business owners preferring to choose painted walls instead of wallpaper, the choice of a capable company has never been more important.

Many older properties will have walls which have deteriorated over time, where the corners have been chipped and scuffed and the plaster has fallen away.

If you are less than happy with the state of your walls, floors or ceilings, give **Sprayrend** a call and let them help you.

SPRAYREND
RENDER & SCREED SYSTEMS

Barn J, Unit 4,
Boswednan, Tremithick Cross
Penzance, Cornwall, TR20 9AX
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www.sprayrend.com





PHILPS
FAMOUS PASTIES FROM Cornwall

Sometimes when you walk into a place, you just know you have made the right decision. **Philps Famous Pasties** which can be found in Hayle is such a place.

The Bakery which is situated on the coast of the beautiful Cornish Seaside is the location of the Philps Headquarters.

Their dream was to delight people across the world with the delicious taste of the Philps Cornish Pasty. They have come a long way as they now distribute their pasties by post delivery within the UK.

With great humour, their family and those of their friends and neighbours have been raised within their bakeries, helping chop, peel and run errands. It is this family bond that has helped them connect with their wider community and those travelling to Cornwall.

They employ local staff and use local suppliers, as well as supporting local charities and will always listen to their customers feedback.

Using premium ingredients and traditional baking methods gives their food its succulent flavour. The smell of freshly baked pasties fills their bakeries every morning. Their cakes and confectionery are also made daily.

Why not pay them a visit to experience their unfaltering service, buy a pasty and experience the true taste of Cornwall.



PHILPS
FAMOUS PASTIES FROM Cornwall

1 East Quay, Hayle, Cornwall, TR27 4BJ

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THE GARRACK

Whether you are looking for a hotel to stay at while you are house hunting, or you need that special venue for a perfect holiday, look no further than The Garrack.

Located high above St Ives, you get stunning views across the water. The Garrack is a haven of tranquility where families, couples, groups of friends and business people will find a welcoming environment, full of activities and outstanding values.

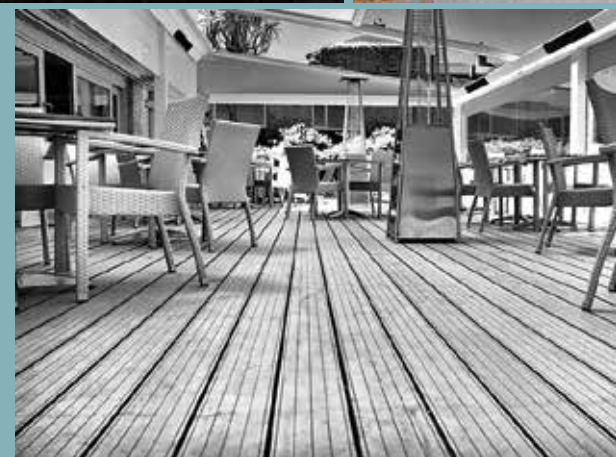
Built in 1932, the house which forms the main part of the hotel is built of Cornish granite, clad in greenery for much of the year.

The hotel offers 19 luxury rooms, including some with fantastic views of the bay. All their rooms are beautifully decorated with en-suite bathrooms, tv's with multiple channels plus tea and coffee making facilities.

With carefully-styled architecture and an interior that balances urban and country-infused themes, The Garrack is a high quality hotel with a blissfully relaxed atmosphere, making it the perfect place to relax and unwind.

The hotel also features a restaurant, bar and two relaxing lounges as well as their newly-refurbished heated indoor pool, with sauna lounge and adjacent cafe-bar area. All of these amenities are also open to non-residents.

Whatever your personal requirements, you will find the The Garrack more than capable of satisfying them. You will also find you will want to visit time and time again.





The Garrack

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Fax: 01736 798 955

Email: garrackhotel@btconnect.com
www.garrack.com

AYR HOLIDAY PARK

With stunning views across one of the world's most iconic bays, Ayr Holiday Park offer luxury caravans, self-catering apartments as well as touring or camping pitches.

Caravans

With a wide selection of caravans available, Ayr Holiday Parks caravans are modern, spacious, double glazed and have central heating. They offer great value which boasts a full kitchen, dining and comfortable seating areas as well as separate bedrooms. For more information about their tariffs, please visit their website www.ayrholidaypark.co.uk

Touring and Camping

The main touring park at Ayr in St Ives has camping pitches for tents, motor caravans and touring caravans. There are excellent views over the sea from most pitches.

The advantages of choosing Ayr campsite and touring park for your camping or caravan holiday is that you will benefit from amazing facilities which are practical yet still entertaining as well as having quick access to the town and beaches.

Visit Ayr Holiday Park today... you will not be disappointed.

St Ives, Cornwall, TR26 1EJ
Tel: 01736 795 855
Fax: 01736 798 797

Email: recept@ayrholidaypark.co.uk
www.ayrholidaypark.co.uk



Budget Checklist

Monthly Income Figures

Your Monthly Salary

Partners Monthly Salary

Any Overtime/Commission

Any Other Income

Total Monthly Income (A)

Disposable Income

Box (A) minus Box (B)

Your mortgage provider will advise you how much you can borrow.

This is dependant upon a number of issues: Size of deposit, monthly expenditure etc.

Monthly Expenditure

Gas and Electricity

Telephone and Mobile Telephone Bills

Council Tax

Food and Drink

Entertainment

Credit Cards and Store Cards

Other Standing Orders and Direct Debits

Hire Purchase Payments

Insurance Policies and Pension Plans

Travelling Expenses

(Petrol/Road Tax/Insurance/Running Costs)

Family Clothing

Savings for Holidays or Savings Plans

TV or other Licences

Any Other Expenses

Total Monthly (B)

This Guide to Moving Home has been prepared for ABODE PROPERTY AGENTS of HAYLE
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the businesses appearing, no responsibility will be accepted by ABODE PROPERTY AGENTS or
GLARIC CONSULTANCY LIMITED in respect of any products or services supplied by them.

Viewing Appointment Record

Date	Address	Price	Comments



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