



Multi award-winning property experts

Sales • Lettings • Property Management • Acquisitions • Land • Development • Investment

A warm welcome to Charles Bainbridge: Multi award-winning property experts.

As you may have already experienced we are a friendly and approachable firm with credibility and substance. Our lively and distinctive branding gives an indication of our sense of energy and enthusiasm whilst our comprehensive knowledge of the region and the market in your area give us the strongest possible position from which to offer advice on all aspects of the property market.

Our firm is built on effective communication, strong client relationships, superb presentation and innovative marketing, all of which are underpinned by exceptional estate agency expertise. It's a powerful combination that's proved both refreshing and very effective.

In our guide to moving home you will not only find details about us and our services but there is useful advice, information and suggestions on many aspects of moving house that are often overlooked - what does the legal process involve? How do we manage the pets....and the children! What should we look for when appointing our estate agent, we've got it all covered and more. Within our guide you will also find a wide range of useful professional services and products from firms we can wholly recommend and we use them ourselves!

We are very proud of our company and take great pride in every aspect of our work. I am delighted to say that a significant proportion of our business comes from recommendations...

...so don't take our word for it,
here's what some of our recent
clients have said...

"...I would also like to take this opportunity to thank you for the very smooth and efficient sale of my property. I am so pleased with how the sale went and so quickly. I will have no hesitation whatsoever in recommending Charles Bainbridge - it was a pleasure to deal with straightforward, professional but friendly people. An excellent result all round!" - Littlebourne

"...Excellent experience all round, would not hesitate to recommend you to friends..." - Wingham

"...Polite, courteous service. Extremely helpful and we were even met at the property on completion and presented with the keys, very unusual in my experience..." - Seasalter

"...I am very grateful for the way you dealt with the sale of our property. I will definitely be using your services in the future..." - Bekesbourne

"...Thanks again for all your help - I don't think we could have asked for a better tenant..." - Adisham

"...I just wanted to say a huge thank you for providing such a brilliant service in the selling of my Mother's house, you kept us up to date with everything and went above and beyond the remit in helping sort the house clearance etc.." - Canterbury

"...I'd like to add that we found all of our dealings with Charles Bainbridge and all at the company to be excellent, we found you professional and pleasurable to deal with, something some of your colleagues in the industry could learn from. Keep up the good work."

"...Fantastic, faultless service from start to finish. Brilliant communication throughout the whole process. Many thanks. - Canterbury



Charlie Bainbridge MNAEA

Charlie launched the business in the Summer of 2014 and the Firm's success was immediate having since seen exceptional growth across all sectors and disciplines.

Having grown up in Canterbury Charlie went to St. Edmund's School and has an unrivalled affinity with, and knowledge of, the City and surrounding area.

Charlie's career in Estate Agency started in the early 1990's and in 2000 he joined a highly regarded regional Firm where he became a Partner and has since forged an enviable reputation as one of the leading Agents in the region winning a host of awards along the way.

Charlie oversees the operations of the Firm and with his wealth of experience is perfectly placed to offer expert advice on all aspects of property sales, lettings and management, valuation, marketing, method of sale, acquisitions and investment.



Zoë Lawton-Barrett



Paul Willmott



Adele Weir



Jonah Hawkes



Claire Bristow



Andrea Dann



Christine, Thérèse and Bridget

We are a friendly and approachable crowd delivering quality estate agency, lettings and management services with energy, integrity, passion and flair.



Charlie says... thoughts on Contemporary Estate Agency and what to look out for....

Contemporary estate agency utilises cutting edge software, highly developed websites, powerful portals with endless functionality, mobile apps, email and text alerts, virtual tours, land registry data analysis - the list goes on.

Every conceivable technological advancement has been applied to the industry. Many such developments are very convenient and create instant gratification for prospective buyers and tenants. For agents technological features can create individual USP's and distinction and no doubt the race for the next gizmo will go on and on ad infinitum.

However, surprisingly, it hasn't actually changed the way houses are marketed, bought and sold. Yes it has sped up some of the marketing elements and added huge convenience, any agent worth their salt will of course embrace that, but no fundamental change has occurred. The reality is the process hasn't really changed for hundreds of years, in brief; an owner obtains the advice from local estate agents and subsequently chooses the one they feel most comfortable with. The agent then promotes the property to potential buyers, arranges viewings, negotiates offers and sees the sale through to completion. This is how houses were bought and sold in Dickensian times. So even with this astonishing array of technology no change has actually been made to the underlying process.

Another interesting observation is the development of cyber agents. Some web based agents have multi-million pound TV and media advertising campaigns or the backing of celebrity personalities, luxuries well beyond even the most successful regional agent. Combined with this profile they charge a fraction of the price of much of the competition. So given this seemingly powerful combination of massive national publicity and undercutting prices, they should surely have complete dominance and majority market share in all of their operating areas....however they don't. Their impact has been generally insignificant.

So what is the correlation between these observations, to recap: All the technology in the world hasn't actually changed any of the principle functions of the estate agent and web based agency with monumental advertising budgets, combined with the lowest fees available, has had little impact.



What is missing is the people, technology is great, but is no replacement for a good working relationship with an effective and knowledgeable agent. The concept of a cheap web based service is wonderful, but in reality most sellers prefer to pay a fair fee for quality advice, appropriate guidance and to have a reliable and effective agent oversee and manage the whole process for them. The relationship with automated services and computer based tick boxes is short lived.

The client's choice therefore is usually about the people they would like to work with rather than bargain fees or the latest techno wizardry.

We can of course list all the wonderful things we offer our clients and the list would be extensive with fabulous photos, individual brochures, advertising on this portal and in that paper but clients are not paying for those things – they are the tools of our trade, and by now you probably get the idea we use quality tools! You don't pay the artist for his brush, the sculptor for his chisel or the carpenter for his saw, you pay these craftsmen for the skill they have in using these tools to produce something of valueyou get the idea.

So whether you are selling or letting, when choosing your agent don't get too caught up in the whole "whose got most tools" debate – let the agent use the appropriate tools for the job, they know what works best...

...but make your choice on the people with whom you feel most comfortable and most confident in – it's that relationship that will be the critical factor in how effectively and smoothly your move progresses.





CREATIVE DESIGN FOR 21ST CENTURY LIVING

Extensions | Refurbishments | New Builds | Conversions

Have you recently moved home and are considering building an extension or making other improvements to create your dream home or are you are thinking of buying a particular property and would like to explore its potential before committing to the purchase? Why not have a free consultation with a well-respected local Architect who will guide you through the creative and technical processes.

James Clague Architects Ltd. is a practice based in Canterbury serving clients across Kent. The practice specialises in the extension, conversion and alteration of residential properties and are particularly expert in working with period buildings and buildings in sensitive locations.

Whether working on a private home or developing a property for commercial purposes, they enhance the life of the building and its occupants by sensitively introducing modern design and technologies whilst respecting a buildings history and traditional construction.

James Clague Architects Ltd. offer full architectural services including:

- Examining the feasibility of a project
- Concept design and Planning/Listed Building Consent Applications
- Building Regulation Applications, specifications and tendering
- Contract administration and site supervision

The practice has extensive experience in their field of expertise and in working to the satisfaction of Planners and Conservation Officers across Kent. They have an excellent reputation and are committed to maintaining the highest standards and providing complete client satisfaction.

Whatever your building project, James Clague Architects Ltd. are very approachable and would be delighted to discuss your vision and answer any questions you may have.

MAXIMISE THE VALUE OF YOUR PROPERTY

Discover Our Vendor Design Package

James Clague Architects Ltd. offer a unique Vendors Design Package which is designed to support you and your Estate Agent to enhance the sale of your property. The service unlocks the hidden potential your property holds and demonstrates to buyers what is possible.

The drawings and images produced help buyers visualise possible improvements, making your property more attractive to them and maximising it's value. By showcasing this potential your property will appeal to a wider market and this greater level of interest, along with providing a clear vision for the property, leads to faster sales and higher prices.

James Clague Architects Ltd. would meet you and your agent at the property to get an understanding of the improvements that might be possible and that which would attract the highest offers. Based on the floor plans produced by your sales agent a scheme is designed and an attractive set of proposed floors plans is prepared. Finally, to really make the proposals come alive and to sell the vision a computer-generated 3D image is produced.

The fee for this service is calculated as a percentage of the sale price. The aim is for the increase in sale price achieved by using the service to far exceed the fee charged.

For more information or for a free consultation please contact James Clague Architects Ltd.





MASTER BREWERS SINCE 1698

Shepherd Neame is an English independent brewery founded in 1698 in Faversham, Kent, and family-owned since 1864. The brewery produces a range of cask ales and filtered beers.

Production is around 210,000 brewers' barrels a year. It owns 328 pubs and hotels, predominantly in Kent, London and South East England. The company exports to more than 35 countries including India, Sweden, Italy, Brazil and Canada.

Brewing has taken place on the site of the Faversham Brewery for more than 400 years. In 1864, Percy Beale Neame joined the then Shepherd & Mares brewery and when John Henry Mares died two months later, Shepherd Neame & Company was born.

From then on, Shepherd Neame has continued to provide the country with quality Kentish ales for the enjoyment of all.



THE FAVERSHAM BREWERY

The Faversham Brewery is home to Shepherd Neame, Britain's Oldest Brewer. Nestled in the medieval market town of Faversham in Kent, brewing has continued on this site for centuries.

Using natural ingredients, such as mineral water from the town's aquifer and local hops, their brewers produce Kentish ales bursting with character and renowned international lagers.

Their brewers blend art and science to produce award-winning beer they want you to enjoy time and time again.





17 COURT STREET, FAVERSHAM, KENT, ME13 7AX
 TEL: 01795 532 206
 MOBILE: 07711 773 306
 EMAIL: GHILTON@SHEPHERDNEAME.CO.UK
 WWW.SHEPHERDNEAME.CO.UK

BREWERY TOURS

Their award-winning guided tour takes visitors around the Faversham Brewery site to learn about the ancient art of brewing. See brewing and fermentation vessels; taste natural mineral water from the brewery's well; try some malted barley and smell locally-grown Kentish hops.

The 80 minute tour also includes a visit to the Old Brewery Store, housed in the old wines and spirits store, which features impressive displays of historic delivery vehicles, a recreated coopers' workshop, bygone pub signs and a collection of hop picking memorabilia. It ends back in the Visitor Centre with a tutored tasting of Shepherd Neame's Kentish ales and speciality lagers, before visitors have the chance to visit the Brewery Shop and pick up a souvenir, gift or some of their favourite beer.



DISCOVER THEIR BEERS

Shepherd Neame is perhaps best known for classic British ales such as Spitfire, which carries the Royal Warrant. Its diverse portfolio also includes Five Grain Lager, Bear Island East Coast Pale Ale and Bear Island Triple Hopped Lager, and the Whitstable Bay Collection. It also brews international lagers under licence including Samuel Adams Boston Lager, and is the sole UK distributor for premium Thai lager Singha.





A 21st Century education at the UK's most historic school

With origins dating back to 597AD, The King's School is reputedly the oldest school in the world. It is also one of the country's leading co-educational boarding schools, for pupils aged 13-18, located in the idyllic surroundings of the Precincts of Canterbury Cathedral, under one hour from Central London.



The School has a strong academic curriculum that is continually adapting to encompass the ever changing demands of modern education. With almost all pupils going on to further education at leading universities in the UK and abroad, there is an emphasis on scholarly excellence.

Through regular monitoring of academic progress, the school's aim is to enable every individual to make the most of their abilities and to fulfil their potential.

Equal to that pursuit of academic excellence, the school believes that much of what is most valuable in education takes place outside the classroom. The wide-ranging co-curricular programme has been developed to provide opportunities for all pupils to discover their passions and encourage them to develop these talents as best as possible. Art, Drama, Music and Sport play a large role in school life, alongside the Combined Cadet Force, the Duke of Edinburgh Award scheme and numerous other activities to suit all tastes. King's Week, the School's own festival of arts at the end of the summer term, involves hundreds of pupils in a showcase of creativity ending each academic year on a fitting note of achievement and enjoyment.

Headmaster Peter Roberts comments: "At the heart of a King's education is the dual pursuit of academic and extra-curricular excellence. The self-discipline, intellect and wide-ranging interests that such a pursuit engenders are highly prized in our modern global society. The quality of the teaching and the breadth of the activities outside the classroom mean that the lessons learnt and the skills acquired stay with the pupils for life."

The main school site is situated in a UNESCO world heritage site, providing a beautiful and inspiring backdrop to what has been described as 'a university for young people'. Find out more at www.kings-school.co.uk





Junior King's
Canterbury



A traditional prep school that brings out strengths, both academic and creative

Junior King's is a co-educational day and boarding school set in a stunning eighty-acre countryside location just two miles from the city of Canterbury and only 50 minutes from St Pancras Station, London. The school caters for children aged 3-13 years with most pupils going on to the prestigious King's School, Canterbury.

A historic school, founded in 1879, but one that is never stuck in history, Junior King's stands out as a place bursting with energy, dynamism and a real enjoyment of learning. The children are at the heart of everything the school does and there is a belief that with a positive and creative approach comes happy, engaged children.

Junior King's prides itself in its excellent pastoral care. Academic results take care of themselves when children are well looked after, feel safe, and have the time to reflect on what they have done during the day. The school wants children to experience success, a real love of what they do, and a heightened sense of self-esteem and modest confidence.

The school is constantly looking for new opportunities to give the children a chance to discover their particular talents and to flourish. The children do so well, and go so far, precisely because the first goal is their happiness, which is achieved by finding something each child is really good at. That is then nurtured in an environment where independence, the ability to exercise choice and to engage in self-evaluation and reflection are paramount.



There is an aim to evolve the curriculum with the times and think of new ways to foster important life skills such as communication, collaboration, critical thinking and creativity that will allow the children to excel in a future we can only imagine. The extra-curricular enrichment programme offers pupils a range of opportunities to develop their interests in different areas, and includes fencing, dance, rowing, sailing, horse riding, debating, current affairs and chess.

To find out more please visit www.junior-kings.co.uk

Open Days are held in May and October when you are more than welcome to explore the opportunities at Junior King's for your son or daughter.

Junior King's
Canterbury



Tel: 01227 714000 | Email: office@junior-kings.co.uk | www.junior-kings.co.uk
Charity number: 307942



LILFORD | GALLERY



When your house hunting is over, the joy of transforming your new house into your new home begins; when you infuse your own personality into your living space.

Lilford Gallery is a family run contemporary art gallery based in Canterbury, Kent. With many years experience to call upon, they can help find the perfect piece of art for your home, be it a statement piece for a prominent spot or a small finishing touch to complete the look of a room.

They exhibit an eclectic range of works by both emerging artists from the Kent Area and internationally known artists. With new works arriving on a daily basis the gallery is always changing.

For those wishing to expand their existing art collection or taking their first steps in purchasing a piece of original art, the gallery assures a friendly welcome and informative service.

Lilford Gallery also offer a framing service from the gallery at Castle Street. Their framing business has been established for over 30 years and with such a wealth of experience they are able to cater for any framing requirements.

Pop in personally, or visit them online, to see the current exhibitions and to purchase any artwork.





Canterbury Gallery
3 Palace Street, Canterbury, Kent, CT1 2DY
01227 639 086



Lilford Framing
76A Castle Street, Canterbury, Kent, CT1 2QD
01227 766616



BoConcept®

LIVE EKSTRAORDINÆR

Based in the heart of Canterbury in Orange Street, BoConcept takes homes from ordinary to extraordinary. With the endless possibilities of their coordinated and customisable Danish design furniture collection and expert interior designers, they bring tailored perfection to homes and workplaces.

Franchisee of the Canterbury store, Rachel Sanders, said "At BoConcept Canterbury, we believe that your home should be as unique as you are and no matter how you live or what your budget is, we can bring extraordinary to your home. It's simple, we adapt so you don't have to."

At BoConcept Canterbury, they understand the challenges customers face furnishing their home and love helping them find the exact piece of furniture that suits their needs, style and price point. Whether it's designing an entire new home or choosing a few key pieces, the experienced team can help customers make the most of their space with their high quality, customisable and functional furniture.

Using the latest design packages, BoConcept Canterbury's interior designers can create full 3D renderings of their customers' space, allowing them to see the result before making a decision and are there to support them through the process with their experience and creativity.

With a strong commercial offering as well as domestic, they offer pre-designed furniture packages for landlords, investors and clients seeking a quick and effortless solution.

With Danish heritage dating back to 1952, BoConcept is the world's most global furniture brand with over 300 stores in 60 countries. Call in to store and collect your Free 2020 Catalogue and try out the furniture for yourself.

Finance options available.

Contact canterbury@boconcept.co.uk for further details or call Rachel Sanders on 01227 455585.

4-5 Orange Street | Canterbury | CT1 2JA

Tel: 01227 455585

Email: canterbury@boconcept.co.uk

www.BoConcept.co.uk





BoConcept®

Exclusive Offer Charles Bainbridge Customers
SAVE 15% On All Furniture Orders
and **Free Interior Consultation** at
BoConcept Canterbury until December 2020 *

Quote Discount Code: CB1220

*Terms & Conditions

Only applies in store at BoConcept Canterbury | Excludes Sale Items and
Ex-Display | Cannot be used in conjunction with any other offer |
Valid until 31 December 2020 | Excludes Delivery and Assembly



Knowing you.

Providing a full range of taxation, accountancy, business advisory and financial services to private individuals and families, dynamic businesses and not for profit organisations. Helping you make confident decisions about the future.

**For all your business,
tax and wealth needs.**

Call: +44 (0)330 124 1399

Email: enquiries@krestonreeves.com

Visit: www.krestonreeves.com



Buying, selling or letting?

Whether you are buying, selling or letting property, there are taxes to consider.

Effective planning and an understanding of the main rules and reliefs surrounding property tax is key to help safeguard the value you are trying to secure or protect.

When you are buying a property, Kreston Reeves can help advise on the Stamp Duty Land Tax (SDLT) cost associated with the purchase including any reliefs that might be available to minimise your liability. Looking at the right ownership structure from the outset is also important to ensure you minimise your tax liabilities more generally across the lifecycle of your investment.

If you are selling a property, the tax implications may be straightforward if it is your home. But there are special rules around capital gains tax (CGT) when selling investment property or a house you have not always lived in. It is important to get advice early on as from 6 April 2020 any CGT payable on residential property disposals needs to be paid within 30 days of completion.

And what about investment property that you are letting? Here the rules are more complex, particularly if you plan to undertake renovation or alterations or have debt on the property. Kreston Reeves can help you understand the tax, deductions and exemptions available to you.

Kreston Reeves are here to support you with all this and so much more, whether it is personal tax planning, inheritance tax planning, the right structure in which to own and invest in property, they are here to help.

Kreston Reeves have a specialist property team to assist you with your enquiries and the complexities of the property tax rules.

As a leading accountancy and financial services firm located across London and the South East of England, Kreston Reeves provide a full range of accountancy, business advisory and financial services that help UK and international clients achieve their personal and business goals, with peace of mind.

Services include:

- Stamp duty land tax planning
- Tax planning and compliance
- Tax planning on property vehicle structuring
- Overseas ownership of UK property
- Bookkeeping and accounts preparation
- VAT compliance and advice
- Compliance with Making Tax Digital
- Service charge accounts and audit services
- Capital allowances planning

**For more information please contact
Jennifer Williamson, Partner at Kreston Reeves
by email at jennifer.williamson@krestonreeves.com**





THE•M•SOLUTION

SIMPLY THE BEST FINANCIAL ADVICE

The M Solution is a Kent based Financial Advice practice that offers face to face advice to help you with your mortgage, protection, investment and pension needs.

With over 25 years of combined experience, they are proud to always give their clients the best advice.

The business believes that everyone is an individual and that all of their customers need individual advice and financial solutions.

It is very easy to get confused by all the different types of mortgages that are available and your own Bank or Building Society will, of course, only show you the details of a restricted number of loans that they offer.

Because The M Solution have access to the entire market place, they have the ability to look at all the offers available and choose the one which best suits your circumstances.

They are there to help and advise on all aspects of finance, so whatever your needs, it would be sensible to contact The M Solution and give them a chance to prove their worth.

Your home may be at risk if you do not keep up repayments on your mortgage or other loans secured on it.

Choosing the right mortgage, protecting your family, investment, savings, tax planning and planning for retirement are some of the biggest decisions you are likely to make.

The M Solution are here to help.



2 Stonar Gardens, Sandwich, CT13 9LJ

Graeme Hood
Mortgage, Protection and Investment Adviser
07921 760 169
graeme@themsolution.co.uk

Richard Esses
Mortgage and Protection Adviser
07968 023 438
richard@themsolution.co.uk



www.theMsolution.co.uk

MONEY MANAGEMENT AND MORTGAGE SOLUTIONS

The M Solution is a trading name of The M Solution (Kent) Ltd which is an appointed representative of Openwork Limited which is authorised and regulated by the Financial Conduct Authority.



Small enough to care, large enough to cope

It is often the parts of our property which we cannot see that can cause us problems in the future and our electrics are no exception. With electrical wiring, continual use can lead to degradation and eventually failure.

This is why you should contact **Cathedral Electrical Contractors**, who are a friendly business with over 40 years of combined experience and offer a one stop shop for all your domestic and commercial electrical needs.

All of their electricians are qualified to City and Guild's standard and to the latest 18th edition including Part P. They have full indemnity insurance for up to 5 million pounds and are NAPIT registered.

They cover the whole of Kent, Sussex and London offering a range of services which include **testing, inspection, landlord certificates, outside lighting, emergency 24 hour callout, electrical rewire, fault finding, PAT testing, EV charging units, replacement fuse boxes** and much more.

Cathedral Electrical Contractors are a NAPIT registered company which means their work is carried out to the highest of standards.

When you do contact the business, you can expect them to listen to your needs and offer you all the advice and guidance you will require.

The company aims to offer homeowners a thorough and fair service and their customers can have complete peace of mind in all the work they carry out.

If you have a problem with your electrics, or you have a security or cabling need, you should contact **Cathedral Electrical Contractors**.

They can provide maintenance and installation services and will design and install the correct solution for your needs.

86 Heaton Road, Canterbury, CT1 3QA

Tel: 01227 455 810 | Mobile: 07729 638 080

Email: info@cathedralelectrical.co.uk | www.cathedralelectrical.co.uk

Appliances For You is a small friendly business which was recently formed in 2017. It was set up to supply customers with a total service for all domestic appliances, whether that is sales, installation, maintenance or repair.

Their store on Queen Street in Deal offers every conceivable product you will ever need for your kitchen including, fridges, washing machines, dishwashers, tumble dryers, cookers and an extensive range of built in appliances.

The business not only offers a wide range of products, they also deal with most of the major manufacturers throughout the UK, giving their customers the maximum of choice.

Price is also a major consideration within the business and they pride themselves on the fact that they are every bit as competitive as other national companies of their type.



Their main difference comes in the way they treat their customers. The business understands that looking after every customer properly is vital to their future.

When you visit their showroom, you can expect to be greeted by friendly, helpful and above all knowledgeable staff who will offer you all the advice and guidance you need but will always allow you to make the final decision.

The special deals the business negotiates with their suppliers also allows them to have numerous cut price offers available to their customers.

If your domestic appliance is in need of a repair, their experienced domestic appliance engineer is available on weekdays between 8.30am to 4.00pm.

The business also offers a free local delivery and installation service on most appliances.

Whatever domestic appliance you are looking for, Appliances For You should always be your first point of contact.

Charles Bainbridge have partnered with homelessness charity Porchlight.



We are proud to have teamed up with Porchlight to ensure that your house move also helps accommodate those less fortunate.

For every property sale made through us, we will make a donation to Porchlight to help progress their critical work in Kent.

The donation from the sale fee will go towards helping vulnerable people off the streets. Last year, Porchlight supported more than 7,000 individuals and families in Kent who were homeless or at risk of becoming so.



"We strive for a fairer society where vulnerable people find stability, the most excluded are included and where homelessness and poverty are things of the past"

— Porchlight Vision Statement



Porchlight
Changing attitudes • Changing lives



Tel: 01227 760 078

Email: headoffice@porchlight.org.uk

Web: porchlight.org.uk

18-19 Watling Street, Canterbury CT1 2UA
Registered charity no. 267116



Porchlight1974



Porchlight1974

The Canterbury Auction Galleries

FINE ART
AUCTIONEERS
SINCE 1911

THE COUNTY'S LEADING
AUCTIONEERS & VALUERS
OF FINE ART, ANTIQUES
& COLLECTORS' ITEMS

40 Station Road West
Canterbury, CT2 8AN

Canterbury (01227) 763337
general@tcag.co.uk

thecanterburyauctiongalleries.com

YOUR LOCAL AUCTION HOUSE WITH AN INTERNATIONAL REPUTATION

The Canterbury Auction Galleries is Kent's premier Saleroom for Fine Art and Antiques, operating from premises built in 1911, thought to be the first purpose-designed saleroom outside London. There is nothing old fashioned about the way the firm operates, though. Today, its two-day weekend auctions attract a worldwide audience, thanks to live Internet bidding, obtaining prices that match – and in some cases – exceed those achieved by the big London houses, but without the cost associated with selling in the capital.

Chairman and Senior Valuer is Tony Pratt, who together with his colleagues, Director Cliona Kilroy and Managing Director David Parker (Jewellery and Militaria), Specialist Justin Ball (Ceramics and Glass) and Consultant, the well-known James Linington, offer vendors the benefit of more than 200 years combined expertise. Completing the team is Alastair Gibson, a former Sotheby's Director who specialises in Asian Works of Art.

Professionalism and expertise, combined with local knowledge, makes the level of service offered by The Canterbury Auction Galleries unassailable. A free saleroom valuation service is offered every Friday between 10 a.m. and 1 p.m., which continues to uncover rare and valuable objects. People are invited to bring objects to the saleroom for identification and appraisal, a service that is given freely and without obligation.

Advice is given on the suitability of objects for sale and the entire auction process explained to anyone uncertain about how it works. Additionally, the company provides a full Professional valuation service for Insurance, Probate and Sale purposes, which is carried out in clients' homes by Tony Pratt or another member of his fully experienced and qualified staff. Whether you have a house full of furniture and works of art or a lifetime collection of Chinese ceramics, they are confident they can obtain the best prices possible.

The Canterbury Auction Galleries present six two-day auctions every year held over the weekend, each accompanied by a fully illustrated catalogue giving a full description of the objects in the sale. Sales generally run about 1200 to 1500 lots, covering every imaginable antiques and collectors' items from silver, jewellery, paintings, antique furniture, clocks to even wine and sporting guns.



In addition to real time internet bidding through its own bespoke bid platform **thegalleries.live**, which was developed in house and is free to use, buyers also attend the sales in person from throughout the UK and Europe. For the newcomer, staff can assist in the buying process and give impartial advice on the suitability of pieces on offer. To learn more about The Canterbury Auction Galleries, visit the website or call in to view or attend one of the sales.

The current sale calendar and a complimentary copy of one of their catalogues is available to the clients of Charles Bainbridge. Please contact **Lisa Bosche** on **01227 7633337** or email lisa@tcag.co.uk. It costs nothing to look and who knows, you might see something to buy and collect!



1. Doulton Lambeth salt glazed stoneware figure of a seated brown bear, 29.5ins high, - discovered hidden in a garden in Hythe
Sold to a Yorkshire collector for £8,000

2. Rare Chinese archaic bronze tripod vessel or "Tiger Ying", 10.25ins high (1100-771 BC)
Sold for an Auction House record at £410,000
The Canterbury Auction Galleries also organised the donation from the Chinese buyer to the National Museum of China, Beijing.

3. Pair of George I "Irish" cast silver sauce boats by Matthew Walker; Dublin, 1726
 - discovered hidden in the back of a kitchen cupboard in a house in Dover
Sold to an International specialist for £57,000

4. 18ct white gold mounted solitaire diamond ring (weight 4.91ct – with full gemmological certification)
Sold to a private buyer for £24,000

5. Lalique blue opalescent and frosted glass vase of "Ceylan" pattern, 9.5ins high
Sold to a London collector for £3,000

6. Early 19th Century Paris (Dahl) porcelain plaque – Portrait of the Empress Josephine, after Ferdinand Paul Louis Quaila (1780-1853), 8.5ins x 5.5ins
Sold to a Continental buyer for £7,200

7. 1980's Rolex "Sea Dweller" stainless steel cased Divers wristwatch
Sold to a local collector for £9,500

Whitehead Monckton



the Kent law firm

Whitehead Monckton is an efficient and progressive firm of solicitors which has over 235 years experience of helping people buy and sell property in and around Kent. Over these years, Whitehead Monckton has established an enviable reputation for professionalism and client care.

The practice has always thought of its clients as their most valuable asset and is dedicated to offering them a friendly yet professional approach to their problems. They are proud to say that clients return to them time and time again.

Whitehead Monckton offers specialist knowledge on a wide range of areas for both commercial and private clients. This includes residential and commercial property transactions, landlord and tenant issues, Dispute Resolution, advice for businesses including partnership agreements, Wills and probate and family matters.

Whitehead Monckton has a breadth of experience in all areas and is well known in the community for providing excellent results.

Whatever legal requirements you may have, either now or in the future, Whitehead Monckton is only too happy to discuss your needs and advise you on the best course of action.

The impression that comes from the staff at Whitehead Monckton is that they take a great deal of pride in the work they carry out for their clients and believe wholeheartedly that their clients' interests must always come first.

This is a very important approach especially where the buying and selling of property is concerned as you will need a solicitor who is able to become an active partner, working with you and making a positive contribution.

Whether you are buying or selling a property, dealing with landlord or tenant issues, seeking advice in respect of matrimonial matters or looking for assistance with tax and estate or probate matters, Whitehead Monckton is at your service and only too willing to help.

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COOMBS BROTHERS BUILDERS

What are you looking for in a building company?

- The personal touch – listening and taking notice of the detail that means so much to you
- Quality of work – a reputation which is in evidence in previous projects
- Trust and honesty – someone you feel comfortable letting into your home

What you are looking for is a family run business which can undertake renovation, restoration or new builds.

Coombs Brothers is a small business run by brothers Paul and Robert Coombs who employ hand selected, trusted tradesmen who can fulfil work to the highest of standards. Having been trading for 30 years and following in their fathers footsteps they have continued the family ethos of trust, care and expertise to the highest standard.

Previous projects have included English Heritage restoration, traditional English country heritage work and modern builds sympathetic to their surroundings.

The brothers have a wealth of professional experience bringing to life the visions of both clients and architects, offering their support where appropriate to the fine detail which can make the difference when creating your new home.

Their work can be viewed through Canterbury and surrounding towns and villages and they have been recommended to complete projects as far afield as London and Tunbridge Wells. Many clients will happily welcome you into their homes to view the standard and range of work they have completed.

Selecting Coombs Brothers to undertake your project will be a wise choice and will ensure quality, reliability and attention to detail.

1 West View Farm, Cop Street Road,
Ash Nr canterbury, CT32DN

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GreenStone

CHARTERED
SURVEYORS



PROPERTY EXPERTISE THROUGHOUT EAST KENT

A house purchase is the largest single investment most of us make in our life time and to consider such a purchase without the benefit of professional advice from an independent company such as Greenstone Chartered Surveyors would seem, to say the least, imprudent.

Yet that is exactly what the majority of home buyers tend to do. Most house purchasers still rely on the Valuation Report prepared by their mortgage lender, although that report is primarily for the lenders own purposes and is based purely on financial grounds and not on any structural basis.

A detailed survey such as the Homebuyer Survey and Valuation or the more in-depth Building Survey should be considered as a bare minimum irrespective of the age or condition of the property.

These surveys are aimed at identifying defects which require repair in order to prevent further deterioration and possible associated damage.

The survey will also draw attention to defects which can have a significant affect on the value and can form the basis for further negotiation on the purchase price. Often, the cost of the survey is only a fraction of the savings made through renegotiation.





The Royal Institution of Chartered Surveyors Homebuyer Survey and Valuation is suited to most residential property. Obviously the cost of a survey will vary depending on the purchase price and type of property, as well as the type of survey required.

If you want a surveyor that does not hide costs, only charges what is agreed and puts its clients first then you need Greenstone Chartered Surveyors.

We are an experienced independent surveyor with a wealth of knowledge and have many years of experience in survey and valuation work covering Folkestone, Canterbury and across the whole of East Kent.

We are well known to local Estate Agents and Solicitors. The business is approachable and friendly and will advise on which survey or valuation in our opinion, is most suited to your needs.

Following the inspection, we will discuss our findings with you and advise you on the best course of action.

When you are about to make such a large investment in your new property, it makes common sense to carry out a survey and ensure a real piece of mind. Greenstone Chartered Surveyors are ready, willing and able to help you achieve this.

If you are looking to buy a residential property in East Kent, Greenstone Chartered Surveyors specialise in:

- **RICS Homebuyer Reports**
- **RICS Building Surveys**
- **Valuations**
- **Investment and Development advice**
- **General property consultancy**



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ELITE BLINDS

MADE TO MEASURE

Discover interior blinds and shutters in Canterbury

Today's modern living demands leading edge as well as traditional materials and Elite Blinds in Canterbury, Kent supply and fit bespoke interior blinds and shutters. They also specialise in conservatories and motorised blinds.

David Lester started Elite Blinds in 2002 as a made to measure blind supplier and installer, and now with an experienced and expanding team they supply and fit all types of interior blinds and shutters with the knowledge and expertise gained from their years in the business. They take great care to ensure each customer has the knowledge and advice they need to decide which product is best for their situation.

As members of the British Blind and Shutter Association (BBSA), Elite Blinds are committed to offering a high standard of quality, safety, integrity and reliability to every customer.

A full fitting service is available by skilled craftsmen who will complete the job to a high standard leaving you with a feeling of satisfaction with your new purchase. Quality, value for money and personal service are very important to Elite Blinds as many of their customers have discovered over the years.



Some of our products and their benefits:

- Energy Saving (Our SPC fabrics can save up to 40% of heat loss)
- Porchester Security Shutters (They look great and keep the uninvited guests out)
- Child Safety (All our blinds and shutters are fitted to current legal standards)
- Micro Pleated Blinds (Perfect for Bi-Folding doors)
- Cellular Pleated Blinds (Great insulation for conservatories)
- Shaped Blinds and Shutters (Because of those adventurous architects)
- Motorised Blinds and Shutters (Let's face it, who wants to get out of bed!)

Elite Blinds have a wide range of designs and finishes from which you can choose. Their shutters and blinds enhance properties of all ages and interiors with their effortless classic chic.

Why not arrange a free site visit and let them help you transform your home or business. With friendly helpful advice and high quality products and workmanship, you are sure to achieve the window dressing of your dreams.

Tel: 01227 720 881

Email: info@elite-blinds.com

www.elite-blinds.com

Unit 4, Builders Square,
Court Hill, Littlebourne,
Canterbury, CT3 1XU





KENT'S INTERNATIONAL ARTS FESTIVAL

Canterbury Festival is Kent's leading International Arts Festival, taking place annually in October. The large and varied programme offers something for all ages with music, circus, theatre, dance, cabaret, literary talks, science, family events, visual arts, historic walks and more.

With venues including Canterbury Cathedral, The Marlowe Theatre, Kent College's Great Hall and the spectacular touring Salon Perdu Spiegel tent; Canterbury's most ambitious Festival unifies the City's cultural hubs and invites audiences of all ages and backgrounds to be inspired, delighted and stunned.

Through Festival events and year-round projects, the charity aims to encourage and provide positive, creative experiences for the local and wider community - attracting over 65,000 visitors to the City and engaging over 2000 young artists directly in the Festival each year.

Sign up to Canterbury Festival's mailing list at canterburyfestival.co.uk for the latest news and opportunities.

**Festival House, 8 Orange Street,
Canterbury, Kent CT1 2JA**

T: 01227 457568

E: Boxoffice@canterburyfestival.co.uk

www.canterburyfestival.co.uk



When your sale is agreed the hard work starts – and we've got it covered...

Our sales progression expertise ensures your move is closely overseen and effectively managed every step of the way.

Before a sale is agreed we'll be implementing a robust due-diligence procedure to ensure the potential buyer can demonstrate their means of purchase and any variables that need to be considered along with the offer itself. There are a multitude of factors that can influence the position: Is there a mortgage requirement? How much deposit is available? Is there a related sale involved and if so what the status of the sale and any other in the chain? If it's a cash purchase can proof of such funds be promptly provided (you would be amazed at the different interpretations of "cash" that we hear!).

Once we are happy with the solidity of the buyer, and should the offer be accepted by the seller, we then progress to the conveyancing process. The same team that have looked after the marketing from day one also run the sales progression to ensure our clients have complete continuity of service right the way through to moving day. We have regular feedback complimenting the relationships that are forged during this element of the cycle, which can be critical to ensuring a positive and successful outcome.

If you have any questions about the potential progression of your sale or any elements that are involved just ask any one of the team and they'll be pleased to help.





The Moving Process Made Easy!

So you've made that decision to move

Not a decision taken lightly by any of us, your home is usually your biggest financial asset; but nonetheless you have agreed that the time has come to place your property on the market whether you're moving up, down or relocating entirely the process of selling needs careful handling from day one.

How do you get things started

Choose your estate agent wisely, make sure they are going to work with you not just through the sale but they are going to be there throughout the whole transaction.

Jubilation

Now you have accepted an offer and perhaps also secured a property you wish to buy. By the time you appoint a solicitor we know that you may have already been through a rather stressful time. Always try to appoint a local firm and obtain an estimate before instructing your solicitor, this will save time and is far more convenient. That first call is so important, like everything else, first impressions count and you will quickly know if the conveyancer is someone you will enjoy working with and will look after your best interests.

There are six distinct stages of your transaction:-

1. Instructions - confirmation of instructions to your solicitor to act on your behalf and of course the mandatory Identity regulations - another benefit of using a local firm, you can attend the office and provide the necessary ID swiftly and easily.

2. Pre-exchange work - involves submitting or receiving a contract pack; if you are selling, the solicitor will obtain official copies of the title from the Land Registry to your existing home, supply you with protocol documents i.e. Property Information Form and Fixtures and Fittings Form for your completion, as these form part of the contract pack. Planning permission and building regulation consents should be produced where work has been undertaken by the seller. If you are buying a property, your solicitor will receive a contract pack, approve the contract and raise any enquiries that are necessary.

3. Searches - usually only applicable to a purchase, these are generally a Local Authority Search; Drainage Search; Environmental Search and a Chancel Check. Some of these searches are discretionary. Your solicitor will report to you on the results of all these searches.

4. Mortgage Instructions - only relevant on a purchase of course, your solicitor can't proceed until they have received a copy of your mortgage offer and instructions from your lender and have complied with all the mortgage conditions.

5. Exchange of contracts – Yippee! - this is the legally binding part, now you can prepare for completion day, confirm removals and organise those change of address cards!

6. Completion your moving day - stay in touch with your solicitor and agent – all systems go! After completion your solicitor will have some registration work to do and we will look after this for you.

Lastly and most importantly...

...settle in and enjoy your new home!



Moving with children

Make it fun and engaging for the children - the move is likely to be far easier to manage.

When preparing to move home give serious consideration to explaining the process to the children. It can be sensible to tell the children of your plans as soon as possible. They are sure to find out one way or the other and being upfront will enable you to manage the situation better and to retain control.

Getting the children involved is often a good way of engaging them with the project and even seeking their help with preparations for viewings can have a very positive effect.

Similarly, asking the children what they may look for in a new house can be exciting. The children obviously won't have a major influence on your decision, but their apparent involvement can pay dividends.

Although young children may be fascinated by viewers coming to look over the house, however endearing they are, they are generally a distraction and the prospective buyer should be concentrating on looking at the house.

Similarly a tidying up tantrum, just as viewers are arriving, is something to avoid (that goes for the parents too!).

We suggest that the viewing should be left to us and the children are best taken for a walk (with the dog!) where practical.

Children love practicing their signature and signing documents so we've created the Family Agreement to get the children really feeling involved in the process – we hope you find it helpful.

moving house is exciting!

So let's all agree to...



- ✓ tidy our bedrooms every morning
- ✓ make sure our things are not scattered around the house
- ✓ make sure bikes and stuff are not lying around in the garden
- ✓ make sure the washing up is done and tidy the kitchen
- ✓ turn off the radio and television when people come round to view
- ✓ keep the stairways clear of clutter
- ✓ pets – some love them, some hate them and some are allergic to them, so make sure that on the viewing they are out of the house
- ✓ keep the toilets clean
- ✓ being polite to people when they come to view
- ✓ ...be proud of our house!

We the undersigned agree to help our family move by helping with the above items.

Signed by the family:

Dated:



We've created an easy and quick check list

to help you compare the benefits offered by agents you may be considering



Service	Benefit to the seller		Other Agent?	Other Agent?
Owner run business	Complete personal commitment from the people in charge	✓		
Happy and motivated team	No staff turnover means continuity of relationship for the client	✓		
Friendly, helpful and interested staff	A pleasure to work with	✓		
Directors and staff all live locally	Intimate knowledge of the area, schools and facilities for purchasers	✓		
Member of National Association of Estate agents	Qualified Directors and staff	✓		
Member of the Ombudsman Scheme	Peace of mind for the client	✓		
Regular communication	Keeping you informed and updated	✓		
No long sole agency contract	If you're anything but delighted - just terminate anytime	✓		
Accompanied viewings	Take the awkwardness out of viewings, leave it to the experts	✓		
Free professional standard photographs	The highest quality presentation with no additional cost to you	✓		
Free colour floorplans	Engaging and easily digested presentation	✓		
High impact individual brochures	Inspiring well-informed viewings	✓		
Utilises state of the art software	Creates swift and efficient internal systems	✓		
Lettings and management department	Direct access to tenants looking to buy	✓		
Specialist sales progressing team	Ensuring your sale has the highest chance of completing	✓		
Client references encouraged	Speak to existing clients to get their first hand opinion	✓		
Post sale surveys available	See the results for yourself – completely open and transparent	✓		
Comprehensive web coverage	Reaching London, national and international buyers	✓		
High profile regional media coverage	Not solely reliant on web exposure, ensuring rounded marketing	✓		
Charitable donation from every sale	Portion of your fee goes to Porchlight	✓		

Viewing Record

Keep track of all your viewings, comments, feedback and offers with our viewings record below



MOVING CHECKLIST

Mobile phone	<input type="checkbox"/>
Broadband	<input type="checkbox"/>
Telephone	<input type="checkbox"/>
TV	<input type="checkbox"/>
Gas and electricity	<input type="checkbox"/>
Insurance	<input type="checkbox"/>
Credit card	<input type="checkbox"/>
Bank and/or building society	<input type="checkbox"/>
Pensions and investment	<input type="checkbox"/>
Loyalty cards	<input type="checkbox"/>
TV Licensing	<input type="checkbox"/>
Vehicle registration – DVLA	<input type="checkbox"/>
Drivers licence - DVLA	<input type="checkbox"/>
HMRC	<input type="checkbox"/>
Electoral roll	<input type="checkbox"/>
Doctor	<input type="checkbox"/>
Dentist	<input type="checkbox"/>
Optician	<input type="checkbox"/>
Vet	<input type="checkbox"/>
Schools	<input type="checkbox"/>
Nursery	<input type="checkbox"/>
Employer	<input type="checkbox"/>





BUDGET CHECKLIST

Buying your new home

Legal fees	£
Mortgage broker fee (if applicable)	£
Stamp Duty	£
Deposit for mortgage	£
Arrangement fee to lender (if applicable)	£
Additional fees	£
Storage/removal company/ van hire	£
Bridging loan (if required)	£
Total cost of purchase	£

Anticipated monthly cost

Mortgage payment	£
Life insurance/income protection	£
Buildings and contents insurance	£
Rates payable	£
Total monthly property costs	£

Settling in costs

Repairs, alterations and decoration	£
Telephone/internet	£
Gardening	£
Fixtures and fittings	£
Furniture	£
Curtains and carpets	£
Total of settling in costs	£

This Guide to Moving Home has been prepared for CHARLES BAINBRIDGE of CANTERBURY by GLARIC CONSULTANCY LIMITED, 58 Hove Road, Lytham St Annes, FY8 1XH
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A moving experience a guide for moving home with dogs



Despite the best planning and organisation, moving house can be a bit stressful (although ultimately very rewarding). For those people who are also dog owners, the process of moving can be a source of added stress, as well as the initial settling in period once in the new home. Fortunately, the transition can be made far more stress-free for the dogs (and therefore for the owners too).

On moving day, have the dog go somewhere else. A friend, relative or kennel can look after the pooch, while the multitude of boxes, furniture and (in some cases) the kitchen sink gets transported from one place to another. Whether there are going to be removal services (i.e. complete strangers in the house) or you are doing the job yourself, it is a good idea to have the dog out of harm's way.

Once everything is ready to go, pick the dog up without making a fuss. Often we humans tend to make a big fuss to try to reassure a dog that everything is OK. The best way to do this is to act like everything is under control. No reaction is better than an overreaction.



Make the place more familiar by making sure that the dog's bed/blankets are set up in the home as soon as you can. This way there is already a familiar smell to the place which can avoid the previous problem. If your dog has a favourite toy then that can be brought out too.

The new neighbourhood needs checking out but make sure that you are the one to take your dog, not the other way around. Dogs that pull on the leash are dogs that are making decisions (I will take us here and get there first). Starting in the home and garden (if you have one), walk around and change direction often. This is done calmly and slowly in case your dog tears around all the time. When the dog is walking nicely (the leash is slack) you can then venture further using the same technique. Explore the outside one bit at a time being happy and in control of the walk.

If your dog barks at a stranger or other dog, calmly thank them. Their job is to let you know that

there is a problem. If they carry on, have a look at what they are barking at and thank again. If they continue then without speaking put the dog somewhere on its own to calm down. The last thing you want is for the dog to think that this new place is dangerous and gets you upset too!

The new home can be a big deal for a dog

The new territory, new sights and smells etc. can overwhelm a dog. It is important to take things slow and give your dog time to get used to the new environment. It is a good idea to take your dog out to where you would like it to toilet as soon as possible. Be patient; let the dog sniff about and praise when it goes in the right place. A dog might get it wrong at first – sometimes due to stress at the change of circumstances – so if that happens simply put the dog out of the way and clean up without a word. This is easier said than done but for some dogs the new place needs to smell more “homely” and scent marking is one possible way to do this.

To find out exactly what you can do to help your dog to settle into the new home as calmly as possible, I have created an audio download which is easy to follow. It is full of useful advice and you can listen to it while unpacking all those boxes! Go to www.tonyknightdoglistener.com and look for the audio “Think Like A Dog”.



TONY KNIGHT
Dog Listener

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Multi award-winning property experts

- book your free personal marketing consultation
and valuation with one of our team.

Just call 01227 780227



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