

Please click on the links to view websites and emails

A large, stylized silhouette of a house in orange, positioned on the left side of the page. It has a gabled roof, a chimney, and a rectangular base. The house shape is partially cut off by the left edge of the frame.

**EXCEPTIONAL**  
Guide to moving home

## Why choose East of Exe?

### EXcellent Credentials

East of Exe is a new concept in estate agency, established by old hands in the business. Quite simply, after 15 years of working with various traditional estate agents – and becoming increasingly frustrated with their way of doing business – we knew we could do better.

Established at the beginning of 2010 by business partners Chris Taylor and Ian Garcia, our business has quickly established itself as a key player in the competitive Exeter and East Devon agency marketplace despite the challenges facing the property industry.

Not only have we developed a strong and comprehensive lettings service, but have also opened new offices in Southernhay, Exeter.

By limiting our market to properties in Exeter and the surrounding towns and villages, we do not stretch ourselves too thinly and can offer our customers a highly personalised service and genuine insider knowledge of the local property scene.

### EXtra-ordinary Approach

Estate agency is not just about property. It is about relationship building and effective communication. Our success comes from our commitment to establishing a close relationship with you, so that we fully understand your individual circumstances – and your feelings every step of the way. Our independent status allows us to create bespoke marketing strategies that are tailored to match your specific personal circumstances rather than comply with traditional, 'one-size-fits-all' formulas.

Our personalised approach, combined with eye-catching marketing and sophisticated technology, guarantees your property will get noticed. And we have a passion and enthusiasm for the area which, together with our insider knowledge and contacts, gives us a distinct advantage when it comes to selling, letting – and finding – homes East of the Exe. It makes selling or letting your home so much easier.

### EXceptional Service

Selling or renting your property can be a stressful and emotional time. Our mission is to make the experience as quick, painless and hassle-free as possible. For your convenience, we accompany virtually all viewings 6 days a week, including evenings, with one of our qualified team members answering your buyers queries and selling the positives of your property. You will also benefit from instant 24 hour access to your own online e-property page containing all details relevant to your sale, including details of viewings and feedback.

We enjoy what we do, are passionate about Exeter and East Devon and committed to providing the best possible service to our clients. With that in mind, we are always grateful for feedback and suggestions for improvement. Quite simply, whether you are a SELLER or a LANDLORD, if you are not happy, we are not happy.



### EXploiting the Very Latest Technology

Approximately 85% of buyers and sellers now use the internet as their primary means of conducting property searches. As far as property sales and lettings are concerned, the days of High Street 'window shopping' are gone. While most High Street estate agents do now use web sites such as Right Move, Prime Location and Find A Property to market their customers' properties, in our experience, very few have the time, the knowledge or the inclination to exploit the technology and resulting data to maximum effect.

Our up-to-the-minute software allows us to give you regular in-depth analysis of the statistics behind the web pages – for example, how many and what type of people are viewing your property details – which enables us to work together to achieve the best possible marketing strategy for your home.

It also allows us to communicate with both landlords and tenants far more quickly through use of emailed invoices and statements. Google Earth and Google Street View are integrated into all of our online details as a matter of course.

### EXciting Marketing

Selling or letting your property is all about standing out from the crowd and no-one can accuse us of being boring. From our bright orange sale boards to our striking property particulars with their high quality photographs, 3D floor plans and well-written descriptions, East of Exe properties are always presented at their best.

Business Partner Ian Garcia is an experienced and accomplished marketing professional and uses his expertise to great effect. Little touches, such as employing a professional content writer to create well-crafted editorial and property features for the local papers, makes a big difference in terms of attracting your home an audience.

### EXemplary Standards

Our approach is very different to that of our more traditional High Street counterparts, but our commitment to the highest standards of professionalism is not. We are regulated and a member of The Property Ombudsman Scheme and the Tenancy Deposit Protection Scheme.

In short, you can count on us to always provide a professional service of the very highest quality.

## Meet the Team



Success in estate agency is generated through people, and our people at East of Exe are a passionate, enthusiastic, professional team, all of whom are committed to providing the best possible customer service to clients.

## What do we need to know about the Sales Process?

The process of selling a property may to many appear complicated, lengthy and drawn out, however, the following paragraphs will help you to better understand what happens.

Before you take the decision to put your property on the market, you would be well advised to instruct a Solicitor or Conveyancer to handle your conveyancing.

The majority of people will not speak to a Solicitor until they have received an offer, however this can have the effect of delaying the entire process.

Once you have accepted an offer on your property we will issue a Sales Memorandum to all parties and their Solicitors to confirm the offer and any conditions attached to that offer. Your Solicitor will then be tasked with producing a draft contract for the buyers to consider in relation to the purchase of your property

As part of the conveyancing process, you or your Solicitor may be asked questions about your property or you may be asked to produce documentation supporting any information you provide.

Your buyer's Solicitor will also commence the legal and local authority searches legally required for a sale.

These will confirm your legal right to sell the property which is called 'Evidence of Title' and will also confirm the boundaries of the property.

Once all the searches and other details have been agreed, a contract for the sale will be put together and will be exchanged, this is known as 'the exchange contracts.'

This is also the point at which a completion date will be arranged with the buyer.

On the agreed completion date, the appropriate funds will be transferred from the buyer's Solicitor to your Solicitor and when this has been confirmed you will pass over the property keys to your buyer.

Never hand over the keys until your Solicitor has told you that the transfer of funds has been completed.

You should never at any time attempt to conceal information and should answer any questions honestly and to the best of your knowledge.

Any communication must be through your Solicitor. Never communicate with your buyer's Solicitor or with your prospective buyer.

The process is involved and it needs to be if your best interests are to be safeguarded. East of Exe and your Solicitor are there to help.

## A guide to Renting Property

Choosing to let your property is a big decision that takes careful thought and planning. Using the services of East of Exe will give you peace of mind that you are doing everything necessary to maximise your return, protect your asset and stay within the law.

At East of Exe we have the flexibility to tailor our services directly to your specific needs and, because we specialise in both lettings and sales, we can help you make the best decisions to maximise your property's investment potential.

We have produced a detailed "Guide for landlords to renting your property" which will help you understand all of the items you need to consider when renting a property. Please ask us for a copy or download one from our web site. Below are listed some of the key areas you need to consider but further details are available in the guide.

### Preparing the Property

We have found that a good relationship with Tenants is the key to a smooth-running tenancy. As Property Managers this relationship is our job, but it is important that the Tenants should feel comfortable in their temporary home, and that they are receiving value for their money. It follows therefore that a well presented and maintained property in a good decorative order will go towards this, whilst also achieving a higher rental figure. Tenants are also more inclined to treat such a property with greater respect.

### Financial considerations

#### Taxes

You are responsible for paying tax on your rental income and, if you are living outside of the UK, applying for approval to receive rent with no tax deducted. In the absence of this approval, we must deduct tax at source from your rental income and pay these monies to the Inland Revenue on your behalf. Of course, if the property is not tenanted, then you are responsible for paying the property's council tax and utility bills and must keep your own records for VAT and personal taxation purposes.

### Legal considerations

#### Assured Short Tenancy

Most tenancies will automatically be Assured Short hold Tenancies (ASTs), provided the rent is under £25,000 a year and the property is let to private individuals. Tenancies are usually granted for an initial fixed term of either 6 to 12 months.

When the fixed term has expired the landlord is able to regain possession of the property provided he gives two months written notice to the tenant. In addition, if the tenant owes at least 2 months or 8 weeks rent on the property he can apply through the court to seek a possession order.

Alternatively at the end of the tenancy the agreement will automatically roll over to a periodic tenancy which entitles the tenant to give one months notice, or the landlord two months notice, to depart from the date of the next tenancy payment.

### Health & Safety considerations

As a landlord you have a number of health and safety legal issues to consider and be complied with. Where you have signed our Full Management Agency Agreement, they are also our responsibility. Therefore where we are managing we will need to ensure compliance. Please refer to our full guide for more details.

### Insurance considerations

You should ensure that you are suitably covered for letting under both your buildings and contents insurance. Failure to inform your insurers may invalidate your policies. We can advise on Landlords Legal Protection, Rent Guarantee Cover and Landlords Contents and Buildings Insurance if required, but below we have detailed some background on the different insurance policies available.

East of Exe landlords have access to a specialist insurance broker, who can advise and organise some very competitive insurance cover for your property. Apart from the insurance mentioned above this can include landlord liability insurance and rent guarantee / legal protection insurance which covers landlords if tenants should default on rent.

For more information please visit our website for an in depth guide to letting your home, [www.eastofexe.co.uk](http://www.eastofexe.co.uk).

## Which type of Mortgage should I choose?

It is very easy to get confused by all the different type of mortgages that seem to be available in today's financial jungle and it is only right and proper that there is such a wide choice, after all, everyone's individual circumstances are different, which also makes our financial requirements different.

**MBS Financial Consultancy** are experienced Mortgage and Financial Planners and are ideally placed to find the right mortgage for your personal circumstances.

Because the financial institutions realise that we are all different with differing financial commitments, they also appreciate that no one can predict what may or may not happen to us in the future.

You may find that your income stays much in line with inflation and you wish to carry on paying the same monthly payment until the end of the term. Conversely, you could find a definite uplift in your finances and may wish to increase the amount you pay monthly, or pay off a lump sum and finish the mortgage in lesser number of years.

Whatever the situation that arises, you can be sure there will be an option or clause to cover it, however, the average home buyer cannot be expected to know them all. This is where MBS Financial Consultancy can really help you.

Mark Bonning-Snook is highly trained and has an intimate knowledge of the mortgage market place and is up to date with all the changes that take place on a regular basis. More importantly, he is not biased towards any one particular company.

This means that Mark will hold a confidential review with you and when he has a clear understanding of your requirements he will help you choose from the thousands of mortgages available from a multitude of lenders. Mark can also advise you on a host of other areas including pensions, savings and investments.

Once this process is complete and you are settled in your new home, Mark will continue working on your behalf to make sure that the mortgage you have in place will always remain competitive as interest rates and mortgage schemes change on a regular basis.

Choosing the wrong mortgage might well turn out to be a costly mistake, on top of which, it will also be an experience you could well do without. The choice of who supplies your mortgage is quite rightly yours, but you would be well advised to contact MBS Financial Consultancy.

**YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.**

A fee of £300 or 0.5% of the loan amount if greater, is payable on completion. Typically this will be £300.

## MBS Financial Consultancy

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Mobile: 07710 415 194  
Email: [mbs@openwork.uk.com](mailto:mbs@openwork.uk.com)  
[www.mbsfinancial.co.uk](http://www.mbsfinancial.co.uk)











## Offering the best Legal Advice when you are moving home

**Ford Simey LLP** was established in Exeter in 1750. Since then the Firm has provided legal advice to both Devon and the wider community. Their success is not just due to their ability to keep ahead of changes, but more specifically is attributable to their philosophy.

Ford Simey LLP strive to provide an excellent service to their clients. They achieve this in a number of ways.

The Firm offers a personal service. It employs qualified conveyancing lawyers in the knowledge that what is the most important financial commitment to most people will be carried out in a professional and competent manner. Thus their clients can have confidence and faith in the fact that they are in safe hands and need not worry about the legal aspects of the transaction.

Their conveyancers are all specialists. Not only do they have in depth knowledge of the legal issues – they are also aware of many common pitfalls. This wide experience is a benefit to their clients.

Perhaps more importantly, they ensure that they are accessible – clients have direct access to the individual lawyer's email and direct telephone number. Queries and concerns are answered swiftly and in a manner which tries to avoid legal jargon: it is vital that clients can properly understand the conveyancing process.

Ford Simey has an excellent reputation both locally and regionally. The firm are proud of this reputation and are intent upon maintaining it. They are known to be not just competent but very proactive in achieving their clients' individual priorities and wishes.

If you are moving house, the Firm will look after you to make the process as smooth and as stress free as possible.

The cost depends upon many factors but Ford Simey LLP will issue an estimate which is relevant, clear and comprehensive so that the client has the certainty of accurate budgeting.

If you are buying or selling a property or you need any advice, guidance or reassurance on any legal matters, contact Ford Simey LLP. They will do their best to give you the answers that you require.

**FORD SIMEY** LLP

The Senate, Southernhay Gardens,  
Exeter, EX1 1UG  
Tel: 01392 274 126  
Email: [info@fordsimey.co.uk](mailto:info@fordsimey.co.uk)  
[www.fordsimey.co.uk](http://www.fordsimey.co.uk)

## Who should I use to move home?

Moving home can seem a daunting prospect for many of us, however, the actual move can be left in the hands of a company that you can completely trust to do the job properly.

**Webb South West Ltd** is a family run business who have all the skills, equipment and experience you will ever need.

They offer their services to both domestic and business clients and can move a whole home or just a single item. One of their areas of expertise is in the safe removal and transportation of unusual and fragile items.

They offer a full packing service or can, if you wish, just supply the packing cases so that you can pack yourself. The company can deliver locally, across the United Kingdom, or even, arrange removals overseas if required.

Once you have made your enquiry, you can expect to receive all the help and guidance you will require, together with a free of charge consultation and quotation.

All their staff are uniformed and they never use agency staff. They appreciate they are dealing with your personal possessions and ensure this is handled in the right way.

There are occasions when there is a gap between moving out and moving in and you may have to store all or part of your belongings.

Webb South West Ltd have the answer and can arrange storage in their own secure storage facility, whether this is on a short term or long term basis.

They also offer containerised storage complete with a full inventory. This means all your possessions are sealed at source and stored away until you need them.

This is useful if you wish to de-clutter your home for decorating or whilst selling.

This solution is ideal to businesses who may wish to archive or store records or equipment. Why pay expensive rent in an office just to keep records you rarely use, when they can be safely and securely stored for a fraction of the cost.

For all your storage, removal and specialist needs you should contact Webb South West Ltd. They have the experience to make sure everything goes to plan.

You can also follow them on Facebook, LinkedIn and Twitter. Their video "Unforgettable Removals" is a must watch, this can be viewed on their website [www.webbsw.co.uk](http://www.webbsw.co.uk).



Unit 22, Greendale Business Park, Woodbury,  
Salterton, EX5 1EW  
Tel: 01392 366 066 / 01395 201 213  
Email: [info@webbsw.co.uk](mailto:info@webbsw.co.uk)  
[www.webbsw.co.uk](http://www.webbsw.co.uk)









## Creating Exceptional Living Spaces

**Sophie Louisa Interiors** is a family born interior design company that transforms a property into a perfect living space.

With a select highly qualified and experienced in-house team, every detail from the fabric texture to the complete project, from concept to completion is considered.

The business delivers all interior disciplines, from the sourcing of single items through to full refurbishments. This comprehensive service is applied to residential, restaurant and bar, through to commercial, office and hotel.

They have a reputation built on their adept understanding of clients needs and wishes and translate these aspirations into a reality. Their team ensures that every part of the designs are tailored to the needs of the most discerning clients providing balance of style, usability and budget sensitivity.

The in-house design studio is supported by a talented team of interior specialists.

As a team under the Sophie Louisa Interiors name they can deliver a range of services from initial visualisations so in-depth the client can 'step' into the ideas and bring their design to life, to sourcing one-off antiques to create a personalised interior.

Sophie Louisa Interiors work closely with clients to combine our expertise with their ideas and budgets. The team know that practicality is paramount to their clients.

From incorporating storage solutions during the initial design phase to providing any follow-up design maintenance once the project is complete. From an interior to a single product, creating a statement with Sophie Louisa Interiors is an investment for the future.

Whatever your project, Sophie Louisa Interiors will be with you all the way.



*Sophie Louisa Interiors*  
*Making interiors functional & beautiful*

7 Magnolia Avenue, Exeter, EX2 6DJ

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Mobile: 07758 947 819

Email: [sophielouisainterior@gmail.com](mailto:sophielouisainterior@gmail.com)

[www.sophielouisainterior.co.uk](http://www.sophielouisainterior.co.uk)

## Blinds, Curtains and Foam – you are spoilt for choice

**Rochelles Curtains & Blinds** is a local independent business who can provide many options for dressing your windows with beautiful coverings from a wide range of blinds and curtains in a variety of finishes.

The business which is ideally located focus on the importance of design, colour and style. All their displays have been carefully selected to be inspirational and help their customers see how different ideas can be brought together.

The business specialises in all types of window blinds and the collection is extensive in its offering of colour design and style. There is also a superb choice of accessories including pulls, poles, trims and eyelets. They also offer a home measuring and estimating service which is completely free of charge.

The ethos of the business is to provide their customers with the highest levels of service, quality products and competitive prices.

They are proud of the fact that they do everything from start to finish, from measuring, quoting, on site making to fitting blinds and curtains for you personally.

### Blinds

There are a tremendous range of blinds available in a wide variety of styles, designs and colours. All blinds can be made to your specification and are fitted by the company's skilled installers.

### Curtains

The business offers an extensive range of fabrics for your soft furnishing needs. With a made to measure facility, or using your own fabric, they are able to supply products to the most exacting of requirements.

### Foam

Whether you require foam for sofas, cushions, caravans, boats, sound proofing, mattress, horse box or for stuffing toys, Rochelles Curtains and Blinds are here to help. They can cut the foam to any size or shape that you desire and also welcome you to bring in your own covers so they can fill them for you. Contact them today for more information.

Whatever you are looking for, Rochelles Curtains & Blinds will have the answer. Give them a call, or visit their web site. They are well worth a visit.

**Rochelles**  
Curtains & Blinds

130 Fore Street, Exeter, EX4 3JQ

Tel: 01392 277 921

Email: [enquiries@rochellescurtains.co.uk](mailto:enquiries@rochellescurtains.co.uk)

[www.rochellescurtains.co.uk](http://www.rochellescurtains.co.uk)









## They make the best, look the best

In the throw away society in which we seem to live, it is reassuring to know that there is a company who specialises in the revitalisation of our carpets, upholstery, curtains, rugs and mattresses.

**ServiceMaster Clean** who are well known in the local area are dedicated to offering a complete service to their customers. The business has many years of experience with the sole objective of offering a first class service at a realistic and affordable price.

They appreciate our carpets in particular take a great deal of punishment every day. This means that dirt builds up, much of which is buried deep within the pile.

As well as damaging the pile and reducing the life of our carpets, the dirt could also be harbouring harmful mites and bacteria which can cause allergic reactions in some people.

The company use the very latest in cleaning techniques and equipment which ensures that they achieve the best possible results and are able to lift grease, dirt and grit thoroughly.

This process will also remove those unwelcome odours. Sufferers of bronchial or asthmatic conditions will be relieved to know that they will suffer no side effects from the chemicals used, plus they are completely safe for children and pets.

ServiceMaster Clean have an impressive portfolio of clients across the area and their website has recommendations from a host of satisfied customers.

Their range of services include:

- Carpet & Upholstery Deep Cleaning
- Rug Cleaning
- Cleaning and Polishing to all types of Hard Floors (vinyl, tile, stone, wood, marble)
- Tile and Grout Cleaning and Sealing
- Curtain Cleaning
- Commercial Floorcare Maintenance Programmes

ServiceMaster Clean always perform the best possible job they can for their customers. Why not give them a call and let them revitalise your carpets and upholstery



The Cleaning & Restoration Centre,  
Lime Avenue, Torquay, TQ2 5JL  
Tel: 0800 018 5550  
Email: [office@servicemastercleandevon.co.uk](mailto:office@servicemastercleandevon.co.uk)  
[www.servicemastercleandevon.co.uk](http://www.servicemastercleandevon.co.uk)



## Skilled. Committed. Quality Craftsmanship.

One of the most neglected areas of any house is the roof, yet it is also one of the most important. It keeps us dry and if properly insulated keeps us warm during those long winter months, however, high winds, age and nature are bound to have an influence on the life of the roof.

Your roof should be periodically checked, particularly after stormy weather, also if you have just moved into your property, it would be wise to call in a specialist roofer and ask them to carry out a survey.

**Salter Roofing** is an established family firm with over twenty four years of experience of working in the Exeter and surrounding areas.

The business is proud to boast that they provide a thorough and professional service and are fully committed to total customer satisfaction.

They specialise in all types of roofing, including slating, tiling, rubber roofing, flat roofing and lead roofing and work in both the domestic and commercial market sectors. All their work is also guaranteed.

By working closely with each client and fully discussing and documenting their exact requirements, they are able to agree the cost and timescales in advance of starting any given job.

The company guarantees completion of work to the highest standards of quality and in compliance with the most up-to-date Building and Health and Safety Regulations.

Their team of qualified personnel are available to provide free surveys and no-obligation quotes. Their work provides a cost-effective solution for all your roofing needs.

If you have a concern about your roof, the business will be more than happy to carry out a full inspection. Fixing a potential problem now can save you thousands of pounds in the future.

If you are looking to gain extra space, then you may consider converting your loft space. This single improvement can add extra value to your property. It is also a convenient way to add that extra bedroom, play room or home office.

Finding a well established, reliable roofing company need not be a problem. All you have to do is contact Salter Roofing.



Ebford Mews, Ebford, Exeter,  
Devon, EX3 0PF  
Tel: 01392 875 727  
Email: [info@salterroofing.co.uk](mailto:info@salterroofing.co.uk)  
[www.salterroofing.co.uk](http://www.salterroofing.co.uk)









## Local specialists for all your Security needs

House burglaries are a relatively common form of crime in our society today which is rather puzzling when you consider that technology now affords us some very sophisticated weapons in our fight against the common thief.

This is sad, because it is so preventable. Bearing this in mind, you would be surprised by the number of houses and businesses in the local area who do not have an alarm fitted, even though the cost is so affordable.

If you do not have an alarm fitted, you might wish to contact **J & A Security Systems** who run a well established security business in the local area.

They supply house alarms, commercial alarms, CCTV, intercom systems, gates and barriers and door access systems all of which conform to British Standards.

They are happy to call at your property, carry out a full survey and give you a free estimate for what is required. The final choice is obviously yours, but if you value your property and possessions, surely they are worth protecting.

All installations conform to strict regulatory standards and the business operates an ongoing in-house training programme which ensures that they maintain their exceptionally high quality of service.

Their maintenance service, repair, upgrade and takeover of existing systems in the domestic/residential, commercial or industrial ensures that your home, business or premises is properly protected.

If you require any security work, you would be well advised to contact the company and discuss your requirements with them.

## J&A Security Systems

Unit 7a, Sandpiper Court, Pinhoe,  
Exeter, EX4 8NS

Tel: 01392 247 683

Mobile: 07719 911 344

Email: [ja.secsystem@btinternet.com](mailto:ja.secsystem@btinternet.com)

[www.jasecuritysystems.co.uk](http://www.jasecuritysystems.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 East of Exe of Exeter and East Devon by GLARIC CONSULTANCY LIMITED, 58 Hove Road, Lytham St Annes, FY8 1XH  
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Whilst it is believed that the editorial features included in this Guide are representative of the businesses appearing, no responsibility will be accepted by East of Exe or GLARIC CONSULTANCY LIMITED in respect of any products or services supplied by them.

## Viewing Appointment Record

Date	Address	Price	Comments

**Exeter Office**

18 Southernhay West  
Exeter  
Devon  
EX1 1PJ

Tel: 01392 345070

**East Devon Office**

61 Fore Street  
Topsham  
Devon  
EX3 0HL

Tel: 01392 877240

[www.eastofexe.co.uk](http://www.eastofexe.co.uk)

