



KINGS

— ESTATES —

kingsstates.net

ABOUT US

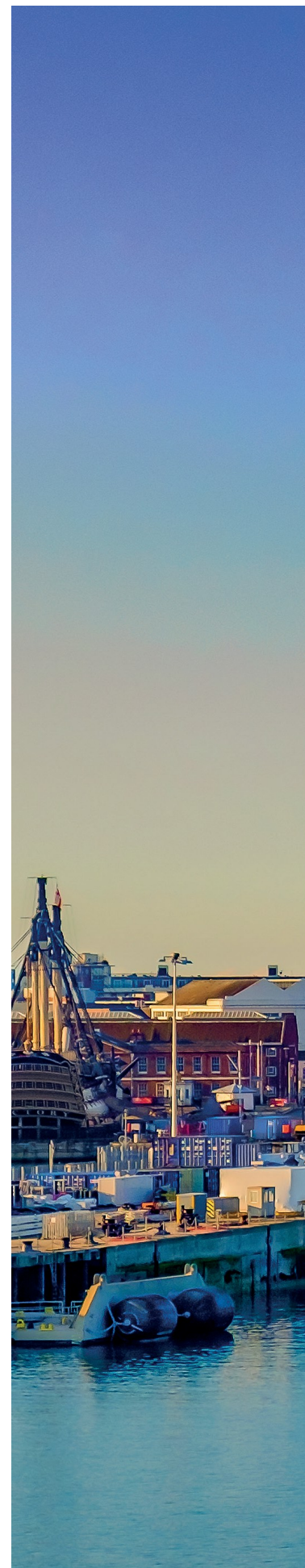
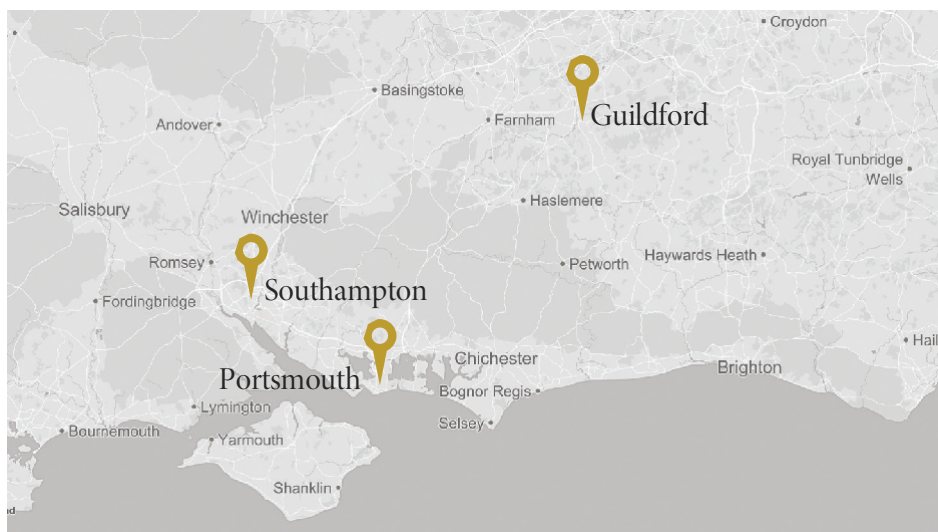
Kings Estates are a progressive independent agency, we deliver a superior quality service and an exclusive experience for our landlords, vendors, buyers and tenants. We offer expert local and industry knowledge that will outclass our competitors and ensure you receive unparalleled customer care.

We have been established in the centre of Portsmouth for well over 10 years and due to our unprecedented success, have expanded into Southampton and the Guildford markets with great success. We are market leaders in both of our south coast offices and due to the demand of our vast portfolio of investors we are now offering our professional and unique know-how to the Surrey area.

Each of our offices are run by property experts that have been working tirelessly within the industry across Sales, Lettings, Commercial and Land & New Homes for over a decade. We are highly knowledgeable in the regions we work in and lead our superb teams of professional individuals to ensure the best outcomes are achieved for our clients.

We have a far-reaching portfolio of investors waiting for the latest property, so a quick sale is always likely. You will be designated a skilled professional for your property and as a point of contact throughout the selling or lettings process. Each week, we will provide feedback on your property and the market to give a clear consistent view of how things are progressing and what next steps you can expect to take.

Whether you are a seasoned investor or new to property, you will receive outstanding customer care and an experience that will mean you can rely on us now, and in the future, to give you the results you require.





MEET THE TEAM



RYAN CHERRY

Area manager - **Southampton**

Having started in Estate Agency in 2010, Ryan has worked in both Portsmouth and Southampton and is able to use his experience gained in sales and lettings to help provide the best possible service to his clients. After turning Kings Estates into a market leader in Southampton, Ryan is able to achieve the results you are looking for.



JAMES BENNETT

Sales Manager - **Southampton**

James Bennett is a seasoned sales manager with over a decade of distinguished experience in the real estate industry. Throughout his career, he has navigated the dynamic landscape of property sales, working with major corporate estate agents as well as independently. Currently settled at Kings Estates, James brings three decades of unparalleled local knowledge, having been born and raised in Southampton. James's deep-rooted familiarity with the area, coupled with his exceptional salesmanship, consistently yields impeccable results for his clients.



TIA BERNSTEIN

Lettings manager - **Portsmouth**

Tia has been with Kings Estates for 3 years and through a multitude of hard work and dedication she is now the Lettings Manager at our Portsmouth Branch. She runs a motivated team who drive to provide the best lettings service in the area. Every landlord can rest assured knowing their property is in good hands with Tia and the team as they provide an all-encompassing service to meet your needs.



ALEX CROKER

Branch manager - **Portsmouth**

Alex has been with Kings Estates for over 8 years, joining the company as a junior negotiator and has worked his way up the rankings to become the branch manager. Alex brings over 10 years of experience and knowledge and has helped create solid foundations for the company to achieve the great success it has. He will go over and above for each customer and does not hesitate to go the extra mile to give the service that is expected of the company.



MATTHEW DALTON

Branch manager - **Guildford**

With over 20 year's experience in Sales, Lettings, Commercial Property and Land & New Homes Matt has the knowledge and expertise to give our clients the best possible advice in any given situation. Matt has a great team around him our Guildford office offering a personal, friendly service combined with a wealth of industry and local knowledge, you can therefore be rest assure that they will go the extra mile to secure the best possible outcome for you.



KEVIN JOHNSON

Sales manager - **Portsmouth**

Having joined the industry in 1989 as a trainee negotiator, Kevin embraced the fast and challenging environment of estate agency. Having previously worked with both corporate and independent firms, Kevin is able to offer an unparalleled knowledge of the Portsmouth and Southsea sales market.

MARKETING

At Kings Estates, we firmly believe that getting the marketing of your property right is key in achieving the best buyer at the best price. With ever-changing trends in how buyers and tenants look for properties, Kings Estates have always looked to offer our clients the most innovative and cutting edge marketing tools available.

High Street Locations

All of our branches were carefully chosen on their prominent positions in the local area. This ensures maximum exposure and ease of access for our clients.

Online Presence

With coverage on all major property portals including Rightmove, Zoopla, Unihomes and OnTheMarket we can ensure your property is seen by as many active clients as possible.

Professional Photography & Drone Shots

As the old adage goes "A picture paints a 1000 words" and a great set of photographs can really help sell a property. We are also able to offer aerial filming and photography using remotely piloted drones, which can really help a listing stand out from the crowd.

Virtual Tours

Combining the traditional methods of photos and floor plans, virtual tours offer prospective viewers the chance to experience your home prior to arranging a physical viewing.



PREPARING YOUR PROPERTY TO SELL

First impressions are vital when trying to achieve the best price for your property, for some advice to help you maximise your homes potential please see below.

KERB APPEAL

Often a buyers mind can be made up before even crossing your threshold. Just by making sure your entrance is presentable, weed and debris free can make a good lasting impression.

CLEAN/DE-CLUTTER

One of the most important things you can do to improve the way your property is viewed is to ensure all rooms are clean, neutrally decorated and clutter free paying special attention to the kitchen and bathrooms.

DEFINE EACH ROOM

Anything you can do to help a prospective purchaser visualise living in your home helps and having a clear use for each room is a great way to start. For example, ensure your dining room is used as a dining room and doesn't double up as a playroom.

COMPLETE ANY OUTSTANDING MAINTENANCE

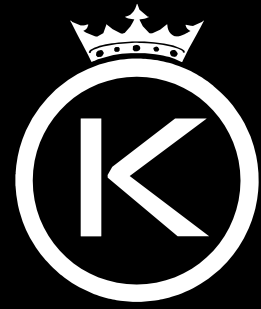
Buyers tend to view a lot of properties before making an offer and often the smallest detail can factor into making a final decision so completing any outstanding projects can go a long way.

MAKE THE MOST OF OUTSIDE SPACE

Gardens or any outside space are a fantastic selling point but if overgrown can be a huge red flag. It doesn't need to be perfect but neat and weed free is a must.



SALES PROCESS



OFFER ACCEPTED



Our pre-qualified buyer will provide their solicitor details and confirm which surveys need to be booked.



Once you have in turn instructed your solicitor they will send out a welcome pack and when completed work can commence.



Next step is your solicitor sending out a draft contract to the buyers solicitor, when received the buyers solicitor can apply for searches and once they're returned raise any enquiries needed.



When all the information has been completed you will be invited by your solicitor to sign contracts. Normally this would be when you would discuss completion dates.



A date will then be set to exchange contracts and complete the sale. Your buyer will then have to transfer their deposit to their solicitor and when everyone is in agreement, exchange of contracts can take place. Completion is usually set within a week of exchange but this can happen simultaneously.



MOVE DAY

PREPARING YOUR PROPERTY TO RENT

As with preparing your property to sell the same basics are important when it comes to renting so making sure your property is clean, well presented and clutter free is key to maximising your return. However, there are certain safety requirements set by law that you will need to take into account. See below for a short explanation on what could be required. Please note that legislation is frequently updated and below is not an exhaustive list.

SMOKE & CARBON MONOXIDE ALARMS

Since 2015 it has been law that:

1. At least one smoke alarm is fitted per floor.
2. A Carbon Monoxide alarm is to be fitted for any solid fuel appliance.
3. Any new tenancies must have the smoke alarm tested on the day the tenancy starts.

ELECTRICAL SAFETY

In 2020 it became law that all rented properties are now required to have an EICR (Electrical Installation Condition Report). This means that a qualified electrician must find that a properties "fixed installations" are safe. An EICR typically lasts 5 years.

FURNITURE & FURNISHINGS

All furniture and furnishings such as sofas, beds, cushions etc that will be left in a property must comply with the Furniture and Furnishings (Fire) (Safety) Regulations 1988 and be fire resistant.

GAS SAFETY

An annual gas safety inspection is required to be completed by a qualified engineer. The check should ensure that all gas appliances and fittings in the property are safe and in working order.

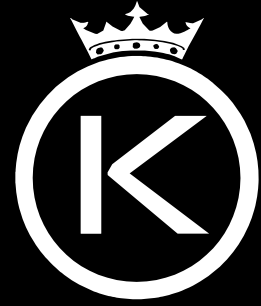
EPC

Before a tenant moves into the property they must be provided with an Energy Performance Certificate (EPC). An EPC shows you how energy efficient a property is and can be helpful to give tenants an idea of the costs of bills for the property.

HOUSE IN MULTIPLE OCCUPATION (HMO)

Depending on size, location and number of tenants, the property may require planning and/or licensing. Our local team will advise and make sure you are compliant.

LETTINGS PROCESS



1

Obtain A Valuation

Finding out what your property is worth and devising a plan for marketing is key to finding the right tenant for the right price in the right time-scale.

2

Marketing The Property

We advertise on all the major property portals (Rightmove, Zoopla, OnTheMarket & PrimeLocation) and provide floor plans and virtual tours as standard.

3

Processing An Application

After passing references and all legal checks we will then provide an AST and any check in documentation for signing not releasing keys until we have collected all initial monies due.

4

Selecting A Service

Finally see table below for a brief breakdown of what is included with each service to help pick the right fit for you.

	TENANT FIND	RENT COLLECTION	FULLY MANAGED
Marketing The Property	✓	✓	✓
Accompanied Viewings	✓	✓	✓
Process Application & Reference Tenants	✓	✓	✓
Prepare Tenancy Agreement	✓	✓	✓
Collect The Initial Monies	✓	✓	✓
Prepare Inventory*	✓	✓	✓
Register Deposit With Approved Scheme		✓	✓
Transfer Utilities		✓	✓
Collect The Rent		✓	✓
Action All Maintenance			✓
Periodic Inspections			✓
Check Out			✓

* Can be provided at an additional cost.



COMMERCIAL PROPERTY

Kings Estates Commercial was created with one goal: to provide a professional and efficient service with client relationships at its heart. As a leading Commercial Property Agent and Commercial Property Management provider covering Hampshire, Dorset, Sussex, Surrey and London, we specialise in the leasing, sale and management of shops, offices, light industrial units and development land and have expertise in all disciplines and sectors of Commercial Property.

We understand the stresses and strains of decision making in a business environment can be difficult, that is why our team of expert advisors are here to help guide your hand to make the best decisions for your long-term success.

Our commitment is simple – to prioritise you. Whether it is finding the right tenant who you can build a long-term relationship with, or sourcing a property where we believe your business can thrive. Our open and honest advice is a key reason why you can trust us to aid you in your commercial growth.

It is also our belief that IDEA's allow business to thrive over anything else, that is why we base our Commercial department around them.

INFORMATIVE

Information is key to every business decision you make, from the location of your business to internet connectivity and licensing on the premises you're viewing. That is why for every premises we list for sales or let we gather every key detail you require, and work with Landlords and Clients to allow them to make informed decisions.

DYNAMIC

The world of business is ever-changing, and so too we can expect commercial property markets to change in response to national and global challenges. Our team don't just market commercial real estate as a day-job, we take the time to analyse local market fluctuations and changes to business requirements that come from an ever-changing picture across the country.

ESTABLISHED

Kings Estates has been operating for many years across Portsmouth, Southampton, and Guildford branches. Our commercial success is built off the back of the local knowledge we have gained over many years and our team operates using a wealth of experience which Kings Estates has to offer.

ADAPTIVE

Business is a creative environment – from the inventive step in creating a new product, to finding new ways of marketing your company to the outside world. That is why when we take on new instructions, we explore every possibility the spaces we market can offer to you.

LAND & NEW HOMES

Here at Kings Estates, we have a dedicated Land and New Homes department that provides a complete range of specialist services and products for small, medium and large Developers/Housebuilders, Housing Associations, Local Authorities and Investors, through to start-ups and niche providers.

Our new homes team are experts in this field, dedicated solely to providing a professional, result driven solutions to our new build clients. We welcome the opportunity to engage with our clients or prospective new clients at the earliest opportunity to allow us to offer valuable market insight and local knowledge which can assist in the early stages of the development process. Our flexible approach means that we 'tailor' a pro-active and effective solution to suit the needs of each individual client and site, to provide a cost-effective sales and marketing solution in line with stakeholders key objectives.

Services we can offer, but not limited to:

- Land sourcing
- Land valuations
- Acquisition
- Land sales
- Off market sales
- Planning advice contacts
- Layout advice
- GDV's
- Market insight
- Comparable evidence
- Interior design advice and contacts
- Development marketing
- New home sales





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*Excellent People,
Excellent Service.
Highly recommend.*

Maq

★★★★

*Made a stressful event -
less stressful. Brought our new
house with them - professional
& helpful.*

Jo

★★★★

*Amazing customer service, extremely
helpful and kind.*

Jeetan

★★★★

*Very quick in dealing with requests,
callbacks. Found us a perfect home,
no hassle and very friendly, top
marks.*

Jamie

★★★★

*Great people to deal with
always polite, professional.*

Marco

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