

ISSUE 99

House

BUYING AND SELLING PROPERTY IN WEST CENTRAL SCOTLAND

Property For Sale
PROPERTY TAX
RIP THE OPEN HOUSE





MAKING THE GRADE

We create your perfect bathroom



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ESTATE AGENCY

Welcome

WELCOME TO THE LATEST EDITION OF 'HOUSE', COCHRAN DICKIE'S PROPERTY AND LIFESTYLE MAGAZINE THAT BRINGS TOGETHER HOUSE BUYERS, SELLERS AND THOSE PEOPLE DIRECTLY INVOLVED IN THE PROCESS.

Welcome to the latest edition of HOUSE magazine

Well, how do I start this month's chat with all that's going in the global world of property politics and the like??

I have to start by saying another fantastic start for us! As difficult as it is, and please believe me it has never been tougher (with the onset of small one person only agents springing up selling the odd house to the corporate giants struggling to keep their share holders onside and driving not only sales fees down but surveyors home reports too!) in the face of all of this we have managed to sell to date (mid March) seventy homes which is just a fantastic result for us. There is no question however that the higher up you are in the property value stakes the slower it may be as the market 'waits and sees' as to the outcome on the 29th March, if there is one.

We have to remain positive because what else is there, you could easily send yourself and those around you in to a quick depression if you thought about it too long. Our market of residential homes and less transient movers is such that buyers will still grow out of their homes and other buyers will be there to replace them, right now we are just doing our utmost to make sure we are the agent they think about when they do.

On that note the social media savvy amongst you may have noticed a slight increase on our media presence. Many years ago

we trialed property movies and realised very quickly it was an expensive gimmick charged to the seller but I still felt there was something in it. So at the beginning of March I decided to test a different approach; a 10-15 second introduction of the property by us to launch two days prior to it actually going on and...the response has been fab! Albeit one or two comments on Iain and I's tv voices but better to be talked about than not...

I hope you enjoy this month's magazine and enjoy your Spring.

Curtis Chisholm
DIRECTOR



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Selling or buying a property is the biggest financial decision most people are ever likely to make. Prior to a property going to market, a Home Report will be required – this is where we come in! We are accepted on lenders' panels, have expert local knowledge through our 25 offices and above all we produce quality Home Reports that are independent and reliable. This gives you peace of mind that for such a significant transaction, your Home Report is in safe hands!

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Property Tax

Owning a second property as a holiday home or as a landlord has long been attractive to investors. If you are tempted to join the ranks of second home owners, you need to be clear on the tax charges you could face on purchasing your property.

LAND AND BUILDINGS TRANSACTION TAX (LBTT)

Land and Buildings Transaction Tax (LBTT) replaced Stamp Duty in Scotland in April 2015 and bumped up the tax due on the acquisition of property for many of us. LBTT is payable by anyone purchasing a property in Scotland where the purchase price exceeds £145,000.

A further blow arrived for second home owners from April 2016 with the introduction of the Additional Dwelling Supplement (ADS) which is payable in addition to the normal LBTT charges. The ADS targets the second home and lettings property market and applies on purchases by individuals of a second residential property with a value over £40,000.

In a move that was not unexpected and in a break from the rest of the UK, the Scottish Government recently increased the ADS charge on the purchase of residential property in Scotland from 3% to 4%.

The ADS charge can be hefty as it applies to the total purchase price, and needs to be factored into your financial considerations from the start. As an example, ADS on a property purchased for £250,000 will be £10,000, in addition to the £2,100 normal

Purchases of residential property by companies or trusts do not escape the ADS charge, with the 4% ADS charge in force on any

residential property purchase. But there is some good news, there are reliefs and exemptions available and there is some planning that can be done around this tax.

Gifts of property can escape ADS as well as inherited properties, so planning around family ownership of property can be worthwhile. There is relief available to spouses, civil partners and cohabitants who perhaps both have an existing property in the picture, but wish to purchase a main residence they will both live in. Timings and circumstances are crucial here and need reviewed and agreed before entering into any purchase. Sharing property ownership between friends or family can be useful too, as this can potentially be structured to fall under the £40,000 ADS limit. If you are thinking of multiple property purchases, there is relief from ADS for the purchase of six or more properties in a single or linked purchase as this type of purchase falls to be treated as non-residential.

The rules around LBTT and ADS are vast and complex and an unexpected ADS bill can add a staggering cost to your property purchase. Proceed with caution and a clear understanding of the cost and rules that affect your circumstances.

H





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Selling Houses



**Oakwood,
 West Glen Road
 OFFERS OVER £895,000**

Situated in an exclusive development of only four properties this 'Diplomat' style family home was originally built by Manor

Kingdom however partially re-designed by the current owners to create a stunning residence of some 400 sq m or thereby of internal accommodation comprising; 5 reception rooms, 4 bedrooms (3 en suite), balcony and fabulous open aspects.



**Plot 4, Ashfield
 Development, Bridge of Weir
 FIXED PRICE £625,000**

FIXED PRICE £625,000

Phase Two of the exclusive Ashfield development of four and five bedroom contemporary designed family homes. Completion for Summer 2019.



**Unit 5, Burnside
 Steadings, Langbank
 OFFERS OVER £425,000**

Plot 5 has 291 square meters of immaculate internal accommodation, with 4 bedrooms and 3 bathrooms including master ensuite.



**27 Crosshill Road,
 Bishopton
 OFFERS OVER £379,995**

Stunning Dewar style five bedroom family home situated in Dargavel North, Bishopton upgraded and neutrally decorated throughout.



**Nether Knockbuckle,
 Hazelmere Road,
 Kilmacolm
 OFFERS OVER £795,000**

Situated at the bottom of a leafy private lane sits a magnificent B Listed detached family home

built around 1910 by renowned Glasgow Architect James Salmon. This exclusive property has an idyllic setting set within 4 acres or thereby of mature garden grounds with both the River Gryffe and Millburn meandering through it.



**Kaimhill Farm,
 Kilbirnie
 OFFERS OVER £579,500**

Kaimhill Farm Steading is a magnificent 4 bedroom, 3 bathroom, 4 reception room family home located astride the Renfrewshire /

North Ayrshire border with stunning views and paddock to the rear.



**13 Craighends Avenue,
 Quarriers Village
 OFFERS OVER £425,000**

Number Thirteen Craighends Avenue is a beautifully appointed extended family home in Quarriers Village, a desirable hamlet situated on the outskirts of Bridge of Weir.



**Mosshall Drive,
 Bishopton
 OFFERS OVER £379,995**

Situated on one of Bishopton's more discerning addresses Number 29 Mosshall Drive is a monoblocked street of Cala Homes built in 2015.



**Plot 3, Ashfield
 Development, Bridge of Weir
 FIXED PRICE £665,000**

Phase Two of the exclusive Ashfield development of four and five bedroom

contemporary designed family homes. Completion for Summer 2019.



**48b Prieston Road,
 Bridge of Weir
 UNDER OFFER**

Situated in arguably one of Bridge of Weir's most premier addresses is 48b Prieston Road, in an exclusive enclave of five

detached family villas surrounding the elegant blonde traditional home that is 'Ashfield'.



**Kilmory, Eldin Place,
 Bridge of Weir
 OFFERS OVER £425,000**

'Kilmory' is a very pretty and charming extended 4 bedroom, 3 reception room bungalow set in beautiful garden grounds in one of

Bridge of Weir's most desirable addresses and in the Gryffe High School catchment area.



**Sproulstoun Cottages,
 Howwood
 OFFERS OVER £325,000**

Situated in an enviable position within three miles of the village of Howwood is this unique 3 bedroom barn conversion, a

stunning home designed and presented with character and modernity in mind.



**Highpoint, West Glen
 Road, Kilmacolm
 OFFERS OVER £649,995**

Situated in mature private garden grounds sits 'Highpoint' a stunning contemporary and expansive designed 4

bedroom, 4 public room modern villa which has never been to market. Originally built in 1989, this family home extends to some 2500 square feet of living space overlooking Misty Law and an open landscape.



**Branscroft, 6 Albert
 Road, Brookfield
 OFFERS OVER £499,000**

Situated in the centre of the hamlet of Brookfield sits 'Branscroft' a traditionally built 4 bedroom, 3 reception room

Victorian villa with white rendering under a slate roof which was extended sometime in its lifetime to create an extensive family home within 0.8a of mature wooded garden grounds.



**103 Corsebar Road,
 Paisley
 UNDER OFFER**

Situated in the ever-popular residential location of Corsebar sits this imposing family home of 3 reception rooms and 4

bedrooms, set in lovely garden grounds over two levels. The property offers a contemporary family layout, which is beautifully appointed throughout.



**35 Millbank Avenue,
 Bishopton
 UNDER OFFER**

Number 35 Millbank Avenue is one of those rare to the market opportunities to purchase a re-sale 4 bedroom, 3 bathroom

Taylor Wimpey villa in North Dargavel with open aspects to the rear.



17 Bowfield Way, Howwood

UNDER OFFER

Situated in an enviable south facing garden within this exclusive and established cul de sac of residential properties sits

Number seventeen, a quite stunning detached family home modernised and upgraded in recent times to create a beautiful family home.



9 Torr Avenue, Quarriers Village

OFFERS OVER £299,950

This stunning 5 bedroom, 4 reception room family home is set in the very desirable Quarriers Village, a small hamlet situated on the edge of the highly sought village of Bridge of Weir.



Woodberry House, Kilmacolm

FIXED PRICE £295,000

Situated in the village of Kilmacolm is this stunning contemporary 3 bedroom ground floor apartment extending to 1600 sq feet of living space. Newly Completed.



Crosshill Avenue, Bishopton

OFFERS OVER £279,950

Number 5 Crosshill Avenue, completed in 2017 is situated in a lovely location within the north development built by Taylor Wimpey and is neutrally appointed throughout.



6 St Fillans, Houston

OFFERS OVER £275,000

Situated in a fantastic address close to all the village of Houston has to offer is this extended and detached 4 bedroom, 3

public room split level bungalow only metres from the acclaimed GryffeHigh School.



4 Newton Drive, Elderslie

OFFERS OVER £265,000

An outstanding 5 bedroom, 3 public room semi-detached chalet bungalow set in a beautiful, quiet and established location.



Moredun Lodge, Stanely Road

UNDER OFFER

Detached B-Listed gate house for Moredun House. The building was designed by renowned architect William Leiper. It is

constructed of beautiful pink sandstone and has a flexible layout and a deceptive amount of space formed over three levels.



14 Darvel Crescent, Paisley

OFFERS OVER £249,999

This detached bungalow has huge potential. The property sits in an elevated position with great views but does require

refurbishment. There is an opportunity here to create a superb family home for anyone looking in the area.



6 Inverarish, Erskine

UNDER OFFER

Impressive detached and extended 4 bedroom, 3 reception room villa set in quiet private location.



10 Douglas Avenue, Langbank

UNDER OFFER

Number Ten Douglas Avenue is situated in a popular, well established and neat enclave built by CALA Homes. This

particular property offers spacious accommodation that will require some internal decoration and modernising but offering south facing landscaped gardens to the rear.



33 Burnside Avenue, Brookfield

UNDER OFFER

Number 33 Burnside Avenue is a beautifully appointed detached villa which was comprehensively upgraded

in 2015, set in landscaped garden grounds with the peace and tranquillity of an end of avenue setting.



2 Dryburgh Avenue, Paisley

UNDER OFFER

Situated in this popular residential locale is this stunning 4 bedroom, 3 bathroom, 3 public room detached family villa

modernised and extended to create a contemporary home of excellent proportions with private gardens to the rear and ample parking to the front.



1C Morrishill Drive, Beith

OFFERS OVER £239,999

This will be the second home built in this exciting, bespoke development of three homes in a well established address in Beith.



25 Balfour Road, Paisley

UNDER OFFER

This extended three bedroom semi detached villa is situated in one of Paisley's very popular addresses and offers

spacious and flexible family accommodation. The property has a versatile layout, private gardens, off street parking and an integral garage.



17 Millfield Gardens, Erskine

UNDER OFFER

Fabulously extended semi detached villa now with accommodation over two levels comprising 3 reception rooms, 4 bedrooms, principal with luxury en-suite bathroom.



'Beaufort' 37 Alexandra Parade, Dunoon

OFFERS OVER £239,995

'Beaufort' is a charming, stone fronted, detached villa built in the early 1950s that allows uninterrupted views over the Clyde

estuary. The property has a wonderful, flexible layout and is ideal for a family looking for a special home.



64 Craw Road, Paisley

UNDER OFFER

Number 64 Craw Road is a stunning contemporary home extending to 135sqm (1500 sq ft) or thereby of internal accommodation

comprising 3 bedrooms, 2 bathrooms and a 27' dining lounge designed in a fashion fit for today's modern living.



7 Hallhill Circle, Johnstone

UNDER OFFER

This outstanding detached villa is located in this recently completed development by Persimmon Homes. The

property has been upgraded and meticulously maintained by the current owner and would be a superb purchase for any family looking in the area.



2460 Paisley Road West, Cardonald

SOLD

Extended 4 bedroom semi detached bungalow ideally positioned for local amenities in this sought after area. The property

has over the years been modernised and upgraded to create a family home over two levels offering great flexibility for those downsizing or indeed upsizeing.



Flat 1/2 109 Broomhill Drive, Glasgow

UNDER OFFER

This bright and attractive two bedroom, two reception room apartment enjoys a desirable position within an extremely

popular Broomhill address and benefits from the preferred first floor location within this red sandstone tenement.



4 Greenhill Crescent, Elderslie

UNDER OFFER

Located in a popular residential locale is this very rare to the market extended 1930's semi detached villa requiring a

degree of modernising and upgrading but offering an opportunity to have a lovely family home in a prestigious address.



123 Seedhill Road, Paisley

SOLD

This substantial upper villa has fantastic potential and a flexible layout. The property is well located beside Hawkhead Train

Station making it ideal for those looking for easy access to Glasgow City Centre.

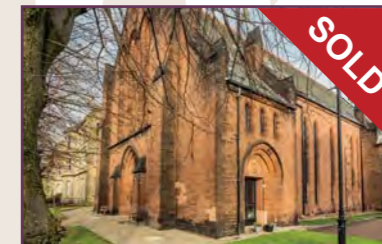


31 Churchill Drive, Bishopton

UNDER OFFER

Number 31 Churchill Drive is an extended semi detached property situated in a fantastic central location in the

heart of the village of Bishopton. It is a short distance away from Bishopton's train station with open aspects to the playing fields opposite.



Flat 15 Greenlaw House, 6 Greenlaw Avenue, Paisley

SOLD

Flat 15 is a beautiful duplex conversion in the former Greenlaw Church. This property provides spacious

and flexible accommodation with character and charm and is put to market in excellent order. View to appreciate this home.



4 Broomlea Crescent, Inchinnan

UNDER OFFER

This superb semi detached villa has been extended to offer flexible family accommodation and is located in a popular address in Inchinnan.



Flat 61 Kelburne Court, Glasgow Road, Paisley

UNDER OFFER

Largest style of apartment in this popular McCarthy Stone retirement development. The property has undergone refurbishment to provide a walk in home with modern fixtures and fittings. Extremely well located for facilities on Glasgow Road with easy access to public transport.



1/3 12 Mulberry Square, Renfrew

OFFERS OVER £139,995

This beautiful apartment is situated on the preferred first floor of this modern building in Ferry Village close to a wide range of amenities at Braehead Shopping Centre. The property has been extremely well maintained by the current owners and is in true walk in condition with tasteful décor and upgraded bathrooms.



59 Renshaw Road, Bishopton

UNDER OFFER

This two bedroom semi detached villa is set in a rarely available location within the desirable village of Bishopton and requires a degree of modernising however benefits from south facing rear gardens.



2 Shaw Avenue, Bishopton

UNDER OFFER

This beautiful semi detached villa occupies a superb plot and is in excellent condition providing accommodation

over two levels. There is also a detached garage with driveway making this an ideal property in a popular area.



10 Sandholes Street, Paisley

OFFERS OVER £150,000

Situated in the West Wend of Paisley is this opportunity to acquire a development site for the erection of student accommodation with vehicular access comprising 19 two bedroom flats and 2 one bedroom flats ideally placed for the University of the West of Scotland.



Ranfurly Road, Bridge of Weir

OFFERS OVER £139,000

This Keanie built two bedroom semi-detached villa has been extended to the rear and sits in mature garden grounds within the heart of Bridge of Weir.



1/2 14 Greenlaw Avenue, Paisley

UNDER OFFER

This first floor flat is in lovely condition and positioned in a blonde sandstone tenement block on the forever popular Greenlaw Avenue. The property is in a well maintained, tiled close and has charming communal gardens.



9A Glenpatrick Road, Elderslie

OFFERS OVER £169,995

This upper conversion occupies the top half of the old Police Station in Elderslie. The property has a good layout, fantastic dining kitchen, driveway and both private and communal gardens.



Burnbrae Cottage, Mill Braem Bridge of Weir

OFFERS OVER £149,995

This cottage is in the heart of the village of Bridge of Weir and has plenty of charm and character. The property has gardens to the rear and traditionally proportioned rooms making it ideal for a range of buyers looking in the village.



3A Glenmill Way, Darnley

OFFERS OVER £135,000

This modern mid terrace is The Portree built by Persimmon Homes in 2016. The property is in good condition and it's in a lovely position in the development with open outlooks to the play park.



3C Ness Avenue, Linwood

SOLD

This impressive modern 3 bedroom semi-detached villa is positioned in private garden grounds and is convenient for Fordbank Primary school, Johnstone High school and close to Milliken Park railway station.



Dennistoun Road, Langbank

OFFERS OVER £165,000

Situated in the former St Vincent's College Chapel sits these three level three bedroom characterful apartment with stunning views of the River Clyde.



66 Stravaig Walk, Paisley

OFFERS OVER £144,995

This super end terrace villa is positioned at the top of a cul de sac in this popular development in the South of Paisley. The property is a great family home and has lovely gardens making it ideal for those looking in the area.



1/2 83 Maxwellton Road, Paisley

UNDER OFFER

This stylish 'B' listed late Victorian traditional blonde sandstone duplex six apartment has been comprehensively upgraded to provide accommodation fit for today's modern living.



20 Locherburn Place, Houston

OFFERS OVER £123,000

This well presented 2 bedroom mid terraced villa is situated in a cul de sac location with ample residents' parking to the front.



10 Nether Johnstone Steadings, Johnstone

OFFERS OVER £165,000

Number 10 Nether Johnstone Farm Steading is a beautifully presented 4 bedroom end terraced villa developed from the

buildings of the original farm retaining great character in a very peaceful and secluded location.



1/1 1 South Park Drive, Paisley

OFFERS OVER £145,000

This is a fabulous first floor apartment which has been fully renovated to offer a spacious and stylish property in a popular location in Paisley. The property offers modern fixtures within traditional surrounds complimented by sophisticated decor.



10 Fisher Drive, Paisley

UNDER OFFER

This modern semi detached villa has been impeccably maintained by the current owners to provide a lovely family home. The property sits in a level plot with enclosed grounds and off street parking.



4 North Park Villas, Thornliebank

SOLD

Number 4 North Park Villas is a 2 bedroom conversion set in a former stone built 19th century mansion house formed over two levels with its own main door access and is beautifully presented internally.



12 Renshaw Road, Bishopton

UNDER OFFER

This lovely located extended six apartment semi-detached bungalow is set in an elevated position within the desirable village of Bishopton and requires a degree of modernising and upgrading.



3/1 2 Cardon Square, Renfrew

OFFERS OVER £139,995

This immaculate top floor apartment sits in a corner position and was built by Miller Homes. The apartment is ideal for a young professional looking for a sophisticated property.



75 Dee Drive, Paisley

UNDER OFFER

This lovely modern, semi detached villa occupies a good plot with golf course views to the rear. The property makes a superb family home and has the added benefit of a detached garage and off street parking.



6 Glamis Avenue, Elderslie

UNDER OFFER

Number Six Glamis Avenue is a rare to the market two bedroom semi detached villa requiring a degree of modernising but situated in a well established residential address with easy access to Johnstone Town Centre, Johnstone Train Station and the surrounding countryside.



233 Brockburn Road, Glasgow

UNDER OFFER

Situated in a convenient location close to amenities at Silverburn and the Motorway network sits Number 233 Brockburn

Road, a modern 2 bedroom semi detached property neutrally decorated throughout.



32 Falcon Road, Johnstone

UNDER OFFER

This three bedroom terrace is a great family home in a popular part of Johnstone. The property has accommodation formed over three levels and enclosed rear gardens.



0/2 88 Barrangary Road, Bishopston

OFFERS OVER £95,000

This beautifully appointed ground floor apartment is the first of the new apartments in the ground floor to come to the market as a re-sale.

Completed in 2015 it has open aspects to the front and benefits from an allocated parking space to the rear.



3 Orr Square Church, Paisley

OFFERS OVER £84,995

Ground floor two level conversion within Orr Square Church which was converted by the award-winning developers Noah in 1997 situated in the

heart of Paisley. The property offers contemporary accommodation in a fantastic traditional building.



71 Hillview Road, Elderslie

UNDER OFFER

Number 71 Hillview Road is an Arts & Crafts style 4 apartment semi detached villa set at the head of the avenue in a very popular locale.



25 Stonefield Drive, Paisley

SOLD

This superb lower cottage flat is in an ideal pocket in the popular Lochfield Area in Paisley. The property would work for a range of buyers with its flexible layout and good sized apartments.



2/2 8 Mulberry Square, Renfrew

OFFERS OVER £99,999

This modern second floor apartment is ideal for young professionals looking for the perfect first time buy. The property has the added feature of a Juliette balcony in the lounge.

has been well maintained and has the added feature of a Juliette balcony in the lounge.



Ingleby Court, Bridge of Weir

OFFERS OVER £94,950

Enjoying a central location in the village of Bridge of Weir is this fully modern 2 bedroom apartment situated in the preferred 1st floor location.



38 North Road, Johnstone

OFFERS OVER £84,995

Situated in this rare to the market location is this well maintained two bedroom and a box mid terraced villa with views to the Church Steeple in the town centre and Old Kilpatrick Hills beyond.



49 Thomson Street, Johnstone

UNDER OFFER

This modern mid terrace villa is located in a residential cul de sac with easy access to Johnstone Town Centre. The

property would be ideal for a young family or couple looking in the area and has enclosed gardens and a driveway.



91 Hillfoot, Houston

OFFERS OVER £89,995

This beautifully appointed quarter villa is situated in a cul de sac setting and offers accommodation over two levels with parking and private garden.



0/2 1660 Dumbarton Road, Scotstoun

UNDER OFFER

This fantastic ground floor apartment has been upgraded by the current owners to a beautiful specification making it a superb apartment for any discerning buyer looking in the area.



24B Williamson Place, Johnstone

OFFERS OVER £114,995

This beautifully appointed modern 2 bedroom mid terraced villa was built in circa 2010 and is set in a quiet residential locale in the heart of the town of Johnstone.



12 Park Top, Erskine

UNDER OFFER

This mid terrace villa is in the popular Park Mains area of Erskine and has excellent sized accommodation over two

levels. The property sits in a nice position and would make an ideal family home.



Flat 2 51 Kelburne Court, Paisley

OFFERS OVER £89,995

This rare to the market ground floor 1 bedroom apartment is set in this popular McCarthy Stone retirement development extremely well located for

facilities on Glasgow Road and has easy access to public transport.



0/3 6 Mansionhouse Road, Paisley

OFFERS OVER £79,995

This ground floor flat is in a well maintained block of flats that sits in generous and mature communal grounds. The property is

ideal for those looking to downsize and first time buyers as it is in an excellent location.



2/1 15 Regent Street, Paisley

UNDER OFFER

This elegant traditional two bedroom top floor flat is in a popular position on Regent Street in the East End of Paisley enjoying all that a period property has to offer.



0/1 10 Millview Crescent, Johnstone

OFFERS OVER £99,500

Millview Crescent is a development of modern apartments built by DawnHomes in 2011 which sit in landscaped

grounds. This ground floor apartment would be an excellent purchase for a first time buyer looking for a good quality, modern apartment with residents parking.



129 Erskinefauld Road, Linwood

OFFERS OVER £89,995

This modern terraced property was originally built by Sanctuary Homes in 2011 and offers fantastic spacious accommodation rarely found in modern construction.



68 Kiloran Street, Thornliebank

UNDER OFFER

This is a superb lower cottage flat which has been very well maintained by the current owner. The property has good quality

fixtures and fittings and enclosed gardens and could be ideal for a couple or those looking to downsize.



27 Poplar Avenue, Johnstone

UNDER OFFER

This gorgeous mid terrace villa feels like it is just out the wrapper. The property has been immaculately maintained by the current

owner and provides great family accommodation and good outdoor space.



57 Huntly Terrace, Paisley

SOLD

This mid terrace villa sits in an elevated position and has good sized rooms and a very generous back garden. The property is an

ideal family home and a new family could really put there own mark on it.



7 Glenbrittle Drive, Paisley

UNDER OFFER

This mid terrace villa has been very well maintained by the current owner but would benefit from some internal modernisation.

The house has landscaped rear gardens and would be a great purchase for a young family looking in the area.



2 Derwent Court, Kilmarnock

UNDER OFFER

This modern, ground floor apartment has fresh and generous accommodation that would be ideal for a couple. There is room to

entertain and the property also has direct access to the communal gardens at the rear.



113/5 Falside Road, Paisley

UNDER OFFER

Modern top floor 2 bedroom apartment on the South side of the town only a short walk from Brodie Park.



41 Elphinstone Court, Lochwinnoch Road, Kilmacolm

UNDER OFFER

This one bedroom third floor retirement flat by McCarthy Stone enjoys impressive rear views towards the countryside

and is set in the heart of Kilmacolm convenient for shops, amenities and transport facilities.



15 Finlaystone Place, Kilmacolm

OFFERS OVER £69,950

Number 15 Finlaystone Place is a rare to the market 1 bedroom semi detached bungalow situated in a cul de sac setting set back from the road with off street parking.



21 Heys Street, Barrhead

UNDER OFFER

A rare to the market mid terraced 1 bedroom in popular residential locale requiring modernising and upgrading.



1/1 104 Neilston Road, Paisley

OFFERS OVER £65,000

Stunning apartment comprehensively re-furbished and modernised yet retaining the ambience and character of a traditional property set on the preferred first floor.



68 High Street, Lochwinnoch

OFFERS OVER £49,950

This traditional 1 bedroom first floor flat is presented in excellent condition and is set in the heart of the village of Lochwinnoch.



95 Craggs Road, Paisley

UNDER OFFER

This lower cottage flat is ideal for those looking for a good sized apartment in the Lochfield area. Lochfield is a popular spot with a selection of cottage flats and semi detached villas.



32 Homemount House, Gogosside Road

OFFERS OVER £46,000

This one bedroom retirement flat is in a popular development built by McCarthy Stone. The apartment does require some modernising but has excellent potential. The property sits in well maintained landscaped grounds and has an accessible lift to every floor.



4A Wren Place, Johnstone

OFFERS OVER £59,950

Fantastic ground floor 2 bedroom apartment that has been insulated externally in 2016 and is neutrally decorated internally.



0/2 127 Neilston Road, Paisley

UNDER OFFER

This one bedroom ground floor apartment is in a popular spot with good local amenities. The property would benefit from modernisation and refurbishment but offers a versatile layout.



6 Baron Road, Paisley

SOLD

This lovely lower cottage flat is in great condition and has been well maintained by the current owner. The property has private grounds to the front and rear and would be ideal for a couple.



7D Knowe Road, Paisley

UNDER OFFER

This one bedroom, first floor flat need some upgrading but would make a good buy to let or first time buy.



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RIP the Open House

The return of the high street agent?

Cast your minds back to the summer of 2014 'Sorry I'm late' offers the young underprepared estate agent as he crosses the street weaving between 30 to 35 people who have turned up to see a nondescript two-bedroom mid-terrace for the advertised 10 am viewing.

'Are you going to let these all in at the same time?' proffers the owner of the property as the first viewer crosses the threshold without any interest in the remonstrations of the vendor with no attempt to wipe their feet.

The open house is born.

Roll on to the summer of 2016. The same sort of stage... only its 9.40 am and there are three members of the instructed agent's sales team welcoming the first of the prospective purchasers with a smile, knowledgeable repartee and a brochure with great photos and floorplans.

An eclectic group of people ranging from the resurgent first-time buyer through to the would-be property magnate jostle for position with purposeful gait...

'I would like to make an offer... who do I need to speak to?'

November 2018... the scene is set. 1 Acacia Avenue... priced sensibly, great kerb appeal. 'Let's review the numbers people, how many viewers we got for Saturday?'

'2! Where has the buy-to-let fraternity gone?'

'Stamp duty killed that avenue.' 'where are the first-time buyers?' 'There are two booked in... I phoned them and sold them the idea of viewing!'

'You did what?'

The first-time buyer is at the front of 1 Acacia Avenue... 'where is everyone?' he thinks... usually the cocky agent is here avec patronising and condescending repartee, with 50-odd individuals jostling for position in the two in, two out game.

Cocky agent is now not so cocky. He's got two viewings and one of them utters the words that are incomprehensible: 'this has been on the market for two weeks, why hasn't it sold?' the agent doesn't know what to say.

A lightning bolt-style realisation of biblical magnitude ensues. This is the death knell of the 'open house viewing', the block viewing is dead, long live the viewing.

Enter stage right the traditional independent agent, pro-actively promoting their latest listings with knowledge attained from years of working within the local area. No sale no fee, a branch network offering from the corporates, an insightful up-to-date input from the local independent agent.

Surely these are the people to turn to in an uncertain market?

In summary, the days of listing a property on the main portals and expecting the right result within a week or two are over. Selling a property is a skill and an art form that encapsulates the full spectrum of emotion, tenacity, perseverance. Skillsets and old-fashioned hard work.

Good agents with an authentic proposition can harness all the skills required in a business that's all about people and also about technology, they go hand-in-hand.

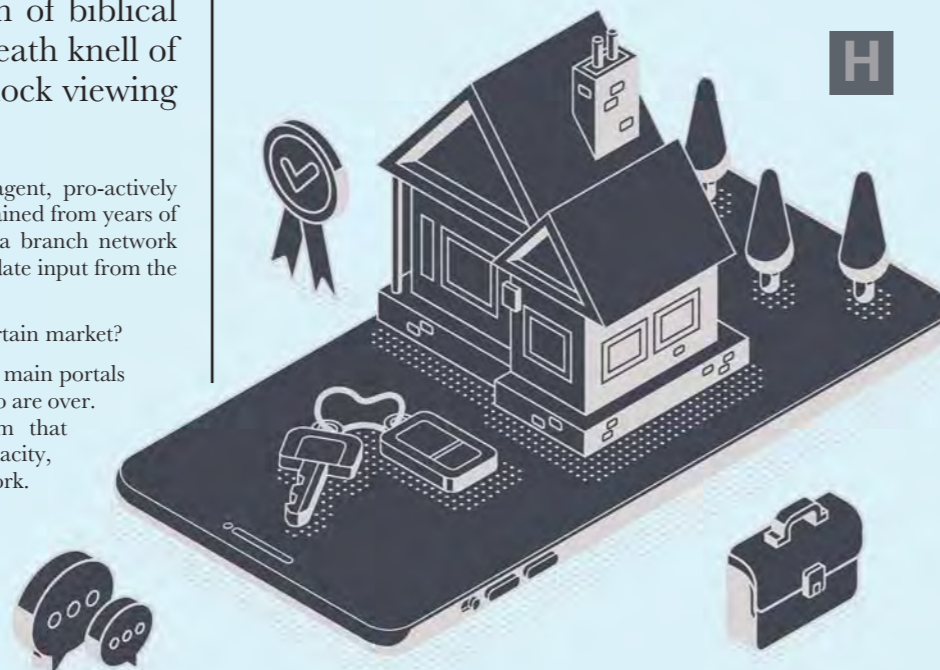
The business of selling a property is relatively simple on the face of it, only complicated by the essential core elements... people! There is nothing more complicated than people, but the more you can assist and show willing to help with true interest and desire to assist, the less complicated they become.

An estate agent is responsible for assisting in a process that in some instances takes up to six months (or even longer) and is often cited as one of the most stressful experiences in a person's lifetime. The question is a simple one... 'should choosing an estate agent be considered on many levels and not the traditional method of fee v price?'

Good service offers the opportunity to tackle problems and overcome hurdles.

Does good service come at a price? The answer is unequivocally yes. Can the online agents, or the desperate agents looking to hit targets by taking on overpriced property at low fees offer the service in a market that is now changing into the buyer's favour with the uncertainty of the economic horizon? The answer suggests no. The market we are about to be thrown into, (or already in) with the advent of Brexit and the slowing of the economy, will see the good prevail and the average or poor struggle through excuse, denial and the inability to roll with the punches.

The agent you may look to for assistance must at least be relevant and reliable and at best be completely responsible and just maybe... remarkable.





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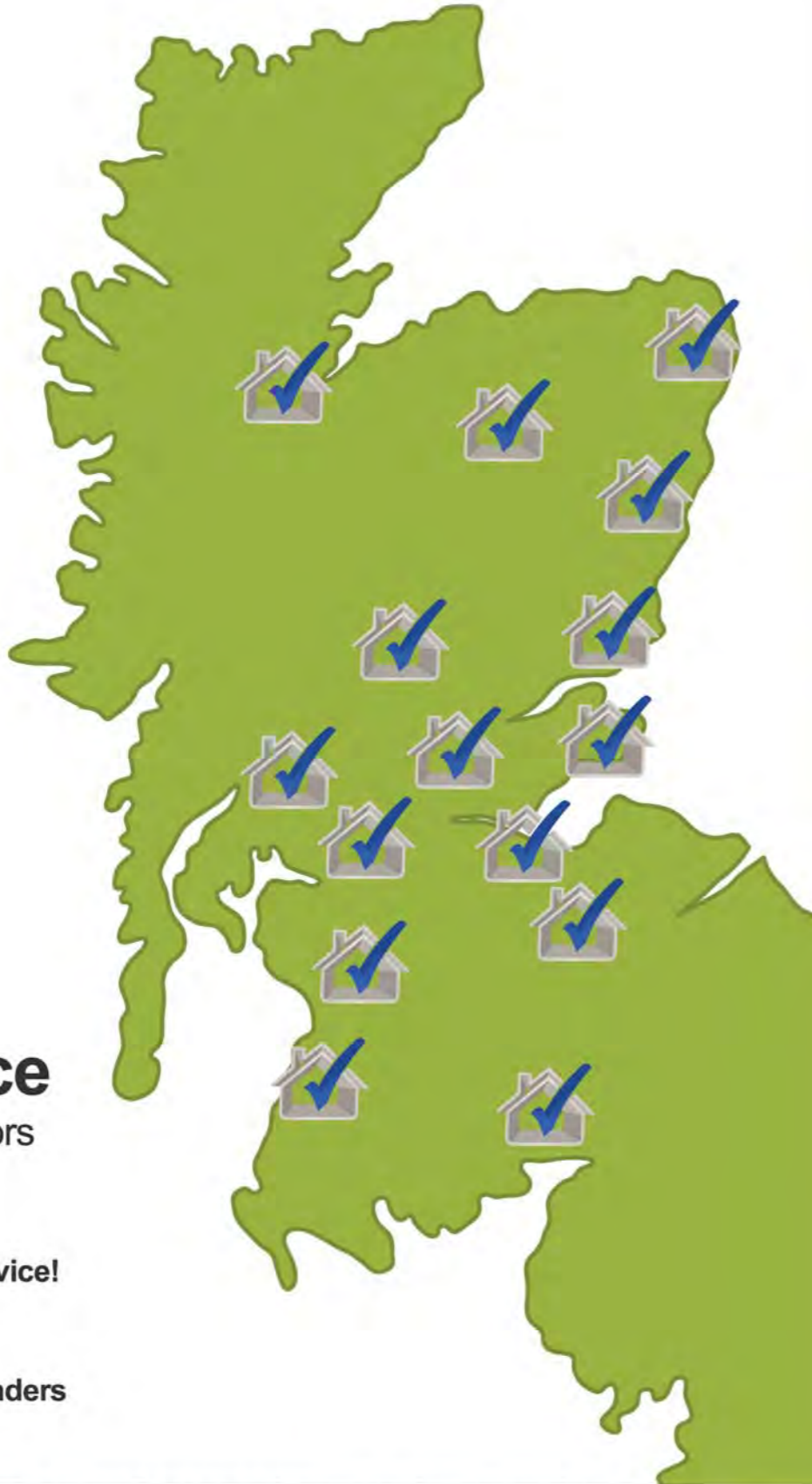
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 Graham + Sibbald have recently appointed Martin Douglas to take over the reins in our Paisley office. With vast experience in the property sector and an emphasis on providing clients with a bespoke, knowledgeable and reliable service, Martin will be the 'go-to name' within the Renfrewshire area.
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Our MARKETING PACKAGES



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■ BRONZE

£245.00

- Basic Professional photography package
- Assigned Sales Negotiator
- High traffic advertising including Rightmove, Zoopla, S1 Homes and Prime Location.
- For Sale Board

■ SILVER

£395.00

- 15 – 20 professional photographs edited, enhanced and blue skies added
- Floor plans
- 4 or 8 page pdf brochure
- Illuminated window card in the branch
- Assigned Sales Negotiator
- Staff home visit
- Viewing service when required
- Expansive online advertising including Rightmove, Zoopla, S1 Homes and Prime Location.
- Posts to our Facebook, Twitter and social media.
- Advert in HOUSE magazine
- For Sale Board

■ GOLD

£595.00

- Magazine style professional photographs fully edited, lit and enhanced with blue skies
- Night/twilight shoot (If appropriate)
- Drone shoot (if applicable and within CAA safe fly zones) OR Custom directed and edited HD video tour
- Floor plans
- Custom Designed Brochure
- Illuminated window card in the branch
- Assigned Sales Negotiator
- Staff home visit
- Viewing service when required
- Custom online advertising including Rightmove, Zoopla, S1 Homes and Prime Location.
- Premium listing on Rightmove
- Posts to our Facebook, Twitter and social media
- Highlighted social media posts that reach 10,000+ people in your selected area
- Custom online social media campaign
- Advert in HOUSE magazine
- For Sale Board

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