

David Ball  
Agencies

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# Directors Welcome

Hello,

Welcome to the latest edition of our magazine, as we celebrate over thirty years of local property expertise in successfully selling and letting properties in the Newquay and surrounding area.

Our aim is demonstrating to you, as a potential client, how we are best placed to achieve you the best possible results in either selling or letting your property through our wealth of local knowledge and expertise.

David Ball Agencies long term success has been down to the passion we have for providing the upmost quality of service to every client. In addition, we have enjoyed working with other local businesses that share the same ideals as us, from local solicitors to interior designers and everything else property related in between, these can be found in the index.

Thank you for taking the time to browse the magazine, and we look forward to working with you in the future.

Kind regards

**Richard Holder and Daniel Ball**



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# Top Picks

## GUIDE TO SELLING YOUR PROPERTY

NEED TO KNOW! Everything that you need to know about selling your property in one location.

**Our Guide To Selling Your Property**

**THE VALUATION**  
Your home is important to you, but your property and any other assets need to be valued. A professional valuation is essential for your home. It is a realistic, unbiased valuation that will be instructed to carry out a professional valuation.

**FIRST IMPRESSIONS**  
Creating the first impression is very important when selling your property. You can give your agent and potential buyers the best first impression when they view your property.

**STAGING**  
Your home will only use the highest quality images to present your home. First impressions do count. Staging can help to create a professional impression of your home.

**MARKETING YOUR HOME**  
Your home is important to you, but your property and any other assets need to be valued. A professional valuation is essential for your home. It is a realistic, unbiased valuation that will be instructed to carry out a professional valuation.

**ACCEPTING AN OFFER**  
Once you have received an offer for your property, you will need to consider whether you want to accept it. It is important to consider the offer carefully and to seek professional advice if you are unsure.

## STAGING PREPARATIONS

MAKE OR BREAK! Viewings are a crucial aspect of the buying process. Let us help you 'make' the sale and avoid the 'break'.

**How To Stage Your Home**

When you are looking for a new home, you need to see the property in person. You can do this by arranging a viewing. It is important to prepare your home for the viewing. Staging your home can help to create a professional impression of your home.

**STAGING PREPARATIONS**  
Staging your home can help to create a professional impression of your home. It is important to consider the offer carefully and to seek professional advice if you are unsure.

## MOVING CHECKLIST

DON'T FORGET TO...! Helping you to relieve the unwanted stress that can come with moving house and turning it into the enjoyable experience that it should be.

**Moving Checklist**

Moving your life into a new home can be stressful, making it hard to remember all of the important tasks that need to be done. This checklist will help you to remember all of the important tasks that need to be done.

**1 WEEK BEFORE YOUR MOVE**  
Check the date of your move and make sure you have enough time to prepare. Contact your agent and arrange for a viewing. Make a list of all the items you need to move. Contact your agent and arrange for a viewing. Make a list of all the items you need to move.

**1 DAY BEFORE YOUR MOVE**  
Check the date of your move and make sure you have enough time to prepare. Contact your agent and arrange for a viewing. Make a list of all the items you need to move. Contact your agent and arrange for a viewing. Make a list of all the items you need to move.

**ON YOUR MOVING DAY**  
Check the date of your move and make sure you have enough time to prepare. Contact your agent and arrange for a viewing. Make a list of all the items you need to move. Contact your agent and arrange for a viewing. Make a list of all the items you need to move.









## About Us

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David and Anne Ball established David Ball Commercial in 1992 having been in estate agency since 1977. Built on success, the business has grown into a multi-generational agency dedicated to providing clients with the best possible service we can. Staff members specialise in their respective departments dedicated to bringing a high level of professional knowledge and experience.

Richard Holder became a partner in 1998 setting up the residential sales department and more recently spearheading our new homes department which is by far the largest in town.

Daniel moved into the family business in 2015 and oversees one of the largest residential lettings departments in Newquay as well as residential sales and day to day running of the agency.

David Ball Agencies offers Newquay's largest selection of properties to buy and let and prides itself in being part of the Newquay and surrounding areas community since 1992.



# Why Should You Choose Us

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When it comes to choosing an agent to let or sell your property, whether it's a house, apartment or even a commercial property, you can rest assured you are in safe hands with David Ball Agencies.

All our staff have the experience and local knowledge to correctly advise and guide you as to the current market conditions and value.

You can rest assured that every telephone call will be returned and every email acknowledged. Indeed we have implemented 'The David Ball Agencies Charter' so that you can be sure what to expect from us, and our staff know exactly what they are expected to deliver.

We pride ourselves on finding the right person for your property. It's what sets us apart. Any estate agent can find you just any buyer, but finding one who is ideal is one of our core strengths. We achieve this by ensuring the right people see your home and investing time, money and effort into marketing your property. Our marketing budgets are the equivalent of large corporate firms but, crucially, our service retains independent integrity.





### AERIAL PHOTOGRAPHY

We use locally based CAA licenced pilots to fly drones which capture high quality videos and images outside your property, as well as inside the house. Our film industry experts produce high quality video presentations of all around your home. With today's buyers using the internet far more to find their next home, they demand more online tools at their fingertips, especially video to appreciate a real life feel for your property.

Aerial photography is revolutionising the property market. Buyers can easily see your property, its grounds and the surrounding area all at the same time. This cutting edge photography really can make your property stand out from the crowd.

### SOCIAL MEDIA MARKETING

We will advertise your property prominently on our own website which can be easily found and is easy to navigate.

We will also advertise on Rightmove, as well as listing your property on our social media pages, therefore giving you maximum exposure in the digital world.



# Don't Just Take Our Word For It

Don't just take it from us, see what our clients have to say! We take great pride in being able to help people start their journeys in their new homes.

I purchased a property and have subsequently let the property out, using David Ball Agencies. Their service has been excellent, responding to any queries I have within 24 hours and keeping me informed of all developments.

- Ruth

Excellent service! I would like to thank all of the Newquay David Ball letting team for everything! Nothing was ever a problem! Everyone I had dealings with were always quick to respond, polite and professional.

- Jake

Absolutely amazing service, everyone is so helpful and nice! We have never ever had any problem with anything! Thank you all agents in David Ball.

- Peter

David Ball Lettings have handled our tenancies in 2 properties over the last 10 years and have been excellent. Thoroughly professional and dealing with queries and repair requests promptly and efficiently. Totally recommend them as Letting Agents, although properties are very thin on the ground in Newquay at the moment, I am sure they will do what they can with what they have!

- Andrew

Very helpful from start to finish. Always had time to listen to our concerns and help fix them. They were fantastic and always willing to help and get back to us quickly. The whole team were up to speed with the whereabouts of where we were in the process of buying our property from them so could speak to anyone of them.

- Claire

Fantastic service and very efficient. They were exceptionally helpful throughout the rental process. Maintenance on the property was organised by David Ball. Good work well priced.

- Garry

We had a great experience with David Ball sales. Daniel and Zac made moving house a smooth process and a lovely welcome bag and bubbly for moving in. Would recommend. Thanks!

- Jo







# Our Guide To **Selling** **Your Property**

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## THE VALUATION

Your home is important to us. We visit your property and carry out market research to formulate a realistic valuation marketing price on your home. A recommended chartered surveyor will then be instructed to carry out a Home Report (if required).

## FIRST IMPRESSIONS

Creating the right first impression is very important when selling your property. We can give you advice and guidance on how to create the best ambience within your home.

## PHOTOGRAPHY

The best agents will only use the highest quality images to present your home. First impressions do count, therefore, we want to ensure the photographs leave a lasting impression with potential buyers.

## MARKETING YOUR HOME

Marketing your home well is essential to us. A variety of property brochure styles are available if this is something you are interested in, and details of your property will be placed in our office window display.

## FLOOR PLANS

We create individual floor plans for each property to allow buyers to visualise the layout of your home and envisage how they would live there.







### **SALE BOARDS**

We understand that the 'For Sale' board still proves itself as a strategic way of advertising your home. It generates interest through word of mouth from neighbours and passers-by to potential buyers.

### **EMAIL MARKETING**

We have a database of our clients and are able to match potential buyers with your home. This proactive approach ensures each prospective buyer is contacted by a personal call or email to let them know your property is on the market.

### **ACCOMPANIED VIEWINGS**

We believe that accompanied viewings are the best way to sell your home. Our experienced team understand the skills involved in showing your property with maximum effect to a potential buyer.

All viewers are screened before they view your property to establish their name, contact details and buying position. Viewings arranged in advance and at a mutually agreed time and will be followed up for feedback.

### **OFFERS**

Whether the sale of your property is negotiated with a single buyer or it sells at a closing date, we will guide you through every step of the process. When we receive an offer from a potential buyer, we will let you know immediately and will negotiate on your behalf to reach a price that is acceptable to you. We will always give you our honest recommendations on each offer made.

### **ACCEPTING AN OFFER**

When an offer is accepted, respective solicitors are then notified and will begin the conveyancing process. If you do not have a solicitor, we will be happy to make recommendations.

### **COMPLETION DAY**

From having your offer accepted to the date of completion usually takes several weeks. Within that timescale, lawyers perform their searches, and then the bank finance can all be put in place, if a mortgage is required.







# How To Stage Your Home

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When buyers are looking for a new home, you want to do everything you can to show them your property's potential. Helping buyers to picture themselves living in your home not only means you receive better offers, but that you sell more quickly too. Here we share our top tips to prepare your home for sale:

## DECLUTTER

Buyers can often struggle to see past furniture and personal items, and these things can make rooms feel small. People often buy into a lifestyle, try and show them your home life at its best.

## A FRESH LICK OF PAINT

Creating the right first impression is very important when selling your property. Giving your walls a fresh lick of paint is all it takes to brighten up your room and can make all the difference when it comes to creating the right first impression.

## FIRST IMPRESSIONS COUNT

Buyers will often drive past a property to rate its kerb appeal before they express any interest. Tidy up the garden or driveway, clean the windows, and give the front door a spruce with some fresh paint.

## FIX, FIX, FIX

Small outstanding repairs can be easy to ignore when you see them every day, but when a buyer comes to look around your property they can make the place look quite tired. Look around every room in your home, make a list of quick-fixes and get them sorted.

## DON'T FORGET TO CLEAN

Many people get so intimidated when it comes to cleaning when preparing to sell a home. You want everything squeaky clean. Try not to overlook areas as they can stand out in a freshly cleaned house.

Don't forget to make sure you have all the supplies you need. It's easy to lose motivation if you have to stop to find supplies or go out and buy them.





# Considering And Accepting An Offer

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## CONSIDERING AN OFFER

It is normal practice for buyers to offer 5-10% less than the advertised asking price so don't be surprised if initial offers are a little low.

There is no need to accept or reject an offer straightaway, it is perfectly normal to think things over for a day or two.

We will find out the buyer's position first before coming to you with any decisions as there are other important factors to keep in mind when deciding who to sell you house to:

What is the financial position of the potential buyer?

- Do they have to sell a home in order to move?
- Are they a cash buyer?
- Do they have a mortgage approved in principle?

What are your buyer's timescales for moving?

- Do they need to move quickly?
- Are they part of a chain?
- Are they flexible on a move date?





Also consider your own position

- Do you have to move quickly in order to secure your next house? If so, then you may be more interested in accepting an offer from buyers who are not part of a chain.
- If you are in no hurry to move, then you could hold out for a higher offer.

A buyer who is not part of a chain and who already has a mortgage approved is a more favourable purchaser than someone who needs to sell their own home in order to fund the purchase, and who hasn't yet got a mortgage approved.

### ACCEPTING AN OFFER

If you do accept an offer it is usually 'subject to survey or engineers report,' which means as long as the survey doesn't uncover up any surprises, the buyer will keep their offer.

The accepted offer is not legally binding until contracts are exchanged.





# Moving Checklist

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Moving your life into a new home can be stressful, making it hard to remember all of the important tasks that need completing before the big day. Our moving checklist will hopefully relieve some of that stress, helping to make your move the enjoyable experience that it should be.

## 2 - 3 MONTHS BEFORE YOUR MOVE

- Create a folder with important documents – company quotations, contact information, contracts significant dates.
- Conduct research on removal companies – obtain quotes from at least 3 companies.
- Look for a new school and transfer your children's records.
- Start decluttering – go through each room one by one and identify items to sell, donate, or throw away.
- Ask your employer if they offer relocation assistance.
- Check your life and home insurance policies to make sure you are covered.
- Check with employer for annual leave flexibility.

## 5 - 6 WEEKS BEFORE YOUR MOVE

- Decide on a removal company.
- Arrange for a home survey.
- Gather packing materials from the removal company or from alternative sources.
- Make a complete inventory of your belongings.
- Begin packing, working room by room
  - start with items that are not immediately necessary.
- Check for parking restrictions in the area of your current home & new home.

## 1 MONTH TO GO

- If you are renting, inform your landlord of your moving date.
- Make arrangements for childcare and pet care during your moving day.
- Start emptying your fridge, freezer, and pantry strategically – create a meal plan.
- Confirm the moving day with your removal company.
- Inform people such as utility companies, banks, friends, and family, of your move.
- Register to vote and pay council tax in your new area.
- Clean your home or book professional cleaners.

## 2 WEEKS BEFORE YOUR MOVE

- Cut off certain services such as television, telephone and internet to avoid extra charges.
- Look at potential new utility providers at your new home for better deals.
- Pay outstanding bills and cancel or relocate your subscriptions: newspapers, magazines, etc.
- Redirect your post.
- Continue packing as much as possible – don't be afraid to ask friends and family for help.
- Return any items you have borrowed.

## 1 WEEK BEFORE YOUR MOVE

- Confirm the final details of the moving day with your movers.
- Create a list of boxes corresponding with rooms – match via colour labelling your boxes.
- Clean and defrost your fridge and freezer.
- Do as much laundry as possible.
- Arrange a time to collect the keys to your new home with your estate agent.
- Pack your most important documents in a safe, accessible place – This includes passports, driving licenses, birth certificates and insurance papers.
- Pack an essentials box for your first few days at your new home.

## 1 DAY BEFORE YOUR MOVE

- Take a thorough walk around your house – take your time and check all areas.
- Pack a few lunchboxes for when you get hungry during your moving day.
- Pack a box with tools you need to unpack such as box cutters, scissors, and pens.
- Make sure your phone is fully charged.
- Get a good night's sleep to be in the best shape for your big day.
- Create an information packet for the new owners – include instructions for appliances, contact information for utility companies, rubbish collection schedule, etc.

## ON YOUR MOVING DAY

- Strip your beds and pack your linen in clearly marked boxes.
- Record your meter readings to ensure that you are not charged for usage that is not yours. (Photographic recording is best).
- Be present when the movers arrive.
- Take one last look around your house for forgotten items and to make sure all appliances are switched off.
- Give your movers emergency contact information and make sure they know the location of your new home.

## ONCE YOU ARE IN YOUR NEW HOME

- When the movers unload your valuables, check for damage.
- Open up your moving tool box and essentials box.
- Start unpacking your belongings, starting with items you immediately need.
- Reference your inventory list to assess any damage and missing items.
- Take note of the utility meter readings in your new home. (Photographic recording is best).
- Make sure all keys to your property work properly.
- Plug in all appliances and electronics.
- Make your beds so that you can quickly go to sleep on your first night.
- Check that the hot water and heating in your new home is working – it's incredibly important to have a hot shower after your busy day.
- Introduce your children and pets to their new home.

## DAYS AFTER YOU HAVE MOVED IN

- If you notice any damage or faults that did not previously exist or was missed, contact your removal company or surveyor immediately.
- Involve your children in organising their rooms.
- Meet the neighbours.
- Take your time unpacking.
- Consider replacing the locks.
- Explore your new area.
- Relax and enjoy your new home!







# Letting with **David Ball Agencies**

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David Ball Agencies are proud to introduce their thriving lettings department, offering both 'Find a Tenant' and 'Fully Managed' packages, tailored to your needs. With extensive knowledge of Newquay and the surrounding areas, the team are able to offer comprehensive appraisals with realistic and achievable rents.

All our properties are advertised using the best and most up to date marketing tools to ensure that the best possible tenants move into your property, working with timescales that suit you. We currently have a strong list of high quality, potential tenants waiting to find their perfect home by the sea.

	FIND A TENANT	FULLY MANAGED
Free market appraisal	✓	✓
Marketing of the property on major property portals as well as social media	✓	✓
Erect David Ball 'To Let' board	✓	✓
Carry out accompanied viewings	✓	✓
Support throughout the Process	✓	✓
Optional Full referencing through Rent4Sure	✓	✓
Prepare a full written and photographic inventory/schedule of condition	✓	✓
Prepare an Assured Shorthold Tenancy Agreement	✓	✓
Collect and remit the initial months' rent and deposit	✓	✓
Deduct any pre-tenancy invoices	✓	✓
Read meters and advise utility providers of new tenancy	✓	✓
Register deposit with Tenancy Deposit Scheme (TDS)	X	✓
Provide monthly statements	X	✓
Carry out periodic inspections	X	✓
Pursue non-payment of rent	X	✓
Co-ordinate maintenance/repairs	X	✓
Serving the required statutory notice to bring the tenancy to an end	X	✓
Carry out move out inspection, and deposit return	X	✓

For any further information on how David Ball Agencies can look after your rental property please email: [lettings@dba.estate](mailto:lettings@dba.estate).

# Index of Local Businesses

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BUSINESS NAME	BUSINESS TYPE
Ace Group	Metal Works
Atlantic Clean	Window & Exterior Cleaning
Bang & Olufsen	Audio Visual Equipment
CAD Architects	Architects
Charles French & Co Solicitors	Solicitors
Cornish Hot Tubs	Hot Tubs/Swim Spas/Whirlpools/Gazebos/ Outdoor Kitchens
Dowling Dodd Chartered Surveyors	Surveyors & Valuers
Fistral Beach Hotel and Spa	Hotel & Spa
GFS Golant Fire and Security	Fire Alarm Systems/Fire Safety
Hinged	Kitchen Planners & Furnishers
Iroka Interiors	Interior Designers & Furnishers
J Lee Plumbing	Plumbing & Heating/Bathroom Suites
Jungle Jack's Newquay	Soft Play/Playgroups & Pre-School Education/Café
KM Aesthetics Newquay Ltd	Beauty/Medical & Cosmetic Treatments
Livingstone Electrics	Electrical Contractors
M.J. Christophers & Son	Removals & Storage
Michael Spiers	Jewellery Store
Micro DIY	DIY/Hardware and Tool Supplies Store
North Cornwall Glazing Ltd	uPVC Door & Window Specialists/ Double Glazing Suppliers
Off The Wall Glass	Kitchen & Bathroom Designer Splashbacks/Fused Glass Art/Bespoke Furniture
Project Construction	Construction
Ralph & Co Solicitors LLP	Solicitors
Southwest Carpets	Carpets & Flooring/Rugs



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With the ability to fulfil any project from bespoke one off builds to multi-development sites and commercial contracts, Project Construction set themselves apart in their artisan approach.

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Contact to discuss your next project:

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# MICRO DIY

Founded in 1979, Micro DIY Trade Centre LTD is a leading independent company with over 40 years' experience in providing a wide range of high-quality tools and products at unbeatable prices. We are also well known for our reliable and cost-effective products, as well as supplying timber (cut to size) and building materials throughout Newquay and surrounding areas. Whatever your needs, just get in touch to see how we could help.



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## KM Aesthetics Newquay Ltd

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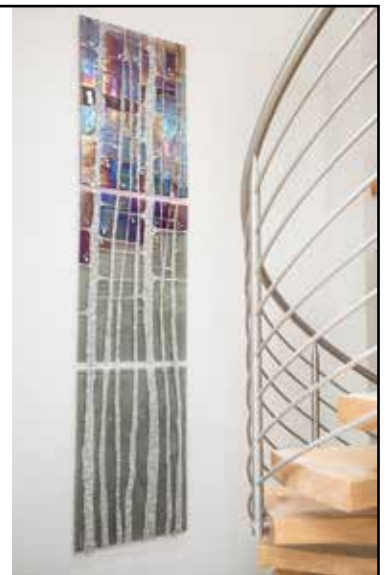
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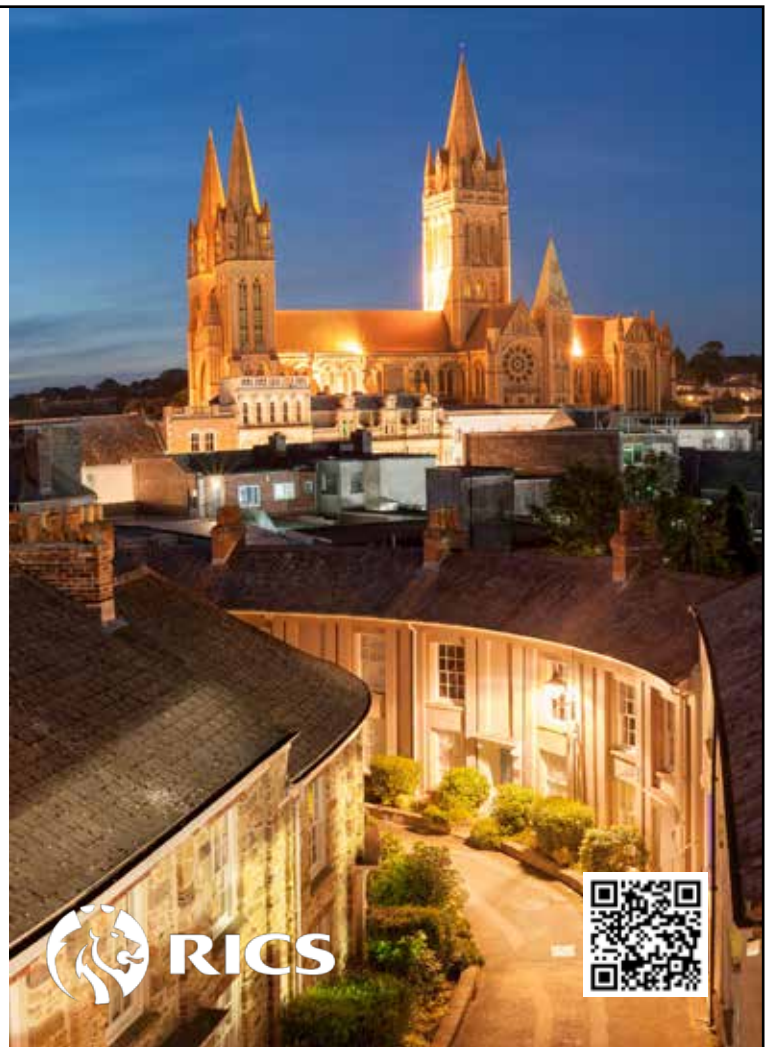
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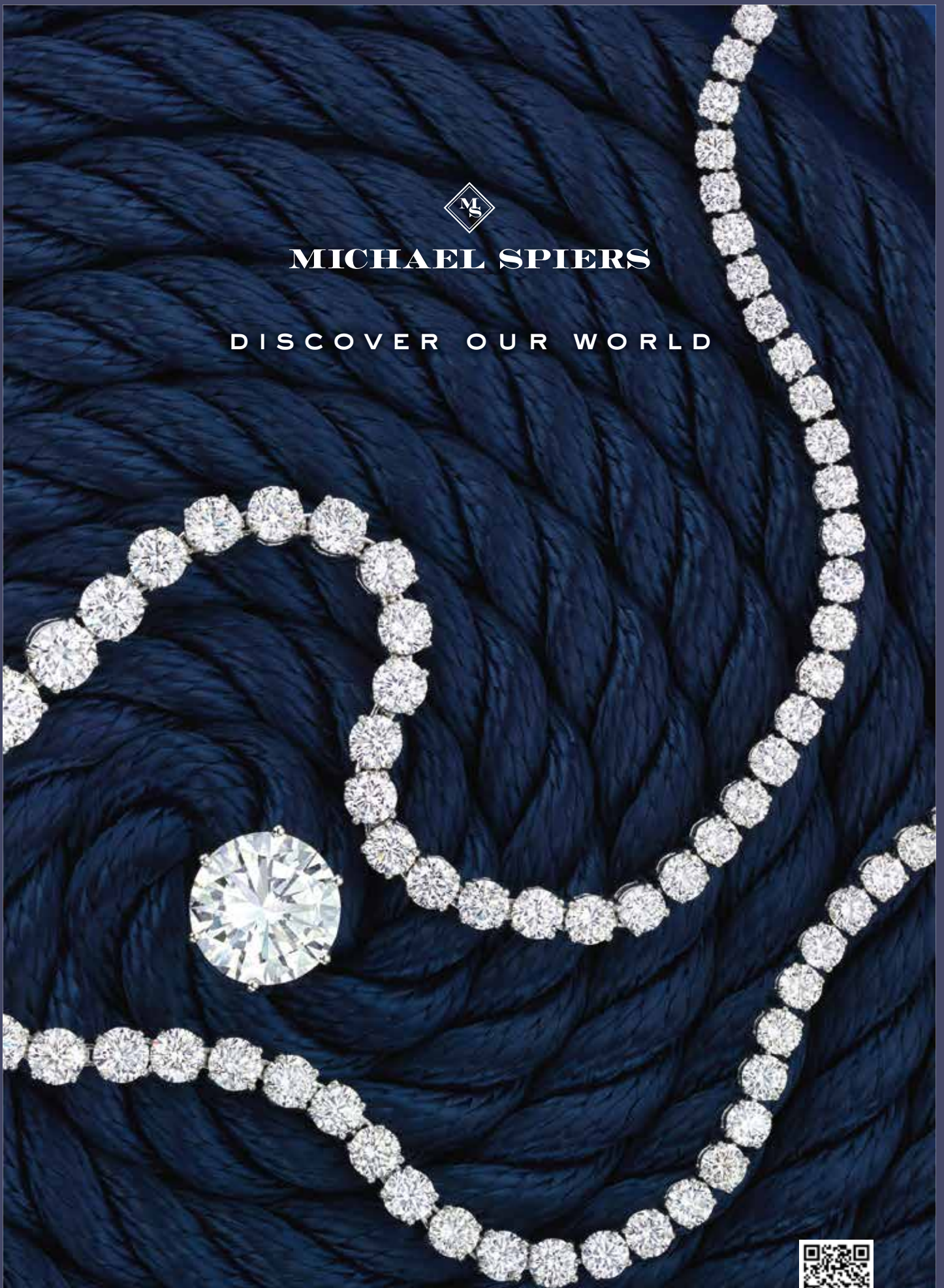






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