



**“SELLING MORE BECAUSE
WE DO MORE.”**



BRIAN COX
ESTATE AGENTS

“We deal with every client as we would wish to be dealt with ourselves.”

About Brian Cox Estate Agents

Brian Cox and Company have been established since 1984. Directors Steve Lewis, Greg Dugate and Daniel Southgate have ensured Brian Cox & Company quickly became a leading estate agency wherever they have opened branches. In 2016 we launched the North Harrow branch with Paul Budd.

We began with a single office in Greenford with simple ethics, “Deal with every client as you would wish to be dealt with yourself”.

Greg and Steve lived in the area during their childhood and met playing for the same local football team. They arrived at Brian Cox as Directors by different routes but between them have a solid, unrivalled understanding of the local market.

Daniel joined Brian Cox and Company after a very successful start in estate agency and fitted in comfortably as Director immediately. Having known Steve and Greg for some years personally, they agreed that the appointment of Daniel would improve the company as a whole as well as ensuring our policy of investment into the business and constant drive to improve our service continues.

Paul Budd joined the company in 2016 with a wealth of experience in estate agency. A real local Harrow expert with drive and commitment to ensure Brian Cox remains number 1.

We have steadily grown over the years without losing sight of our ethics, resulting in us being independently assessed as the best agent in our area by the world's largest relocation company.

We pride ourselves in providing a personal, pro-active service to our entire client and customer base, a service provided from all six local offices working together as one team.



Steve Lewis M.N.A.E.A

Steve has worked in the property industry since 1989 and rose through the ranks of Woolwich property services during the 1990's, a time when the property market was tough and innovation was key.

He then became the youngest manager in the North West London region and was eventually head hunted by another estate agent and offered partnership in their local office.

The restraints of not being able to change marketing strategy to achieve better prices and the reluctance of investment in important areas, eventually led Steve to look at the prospect of owning his own business.



Greg Dugate M.N.A.E.A

Greg graduated from London University in 1993 and entered the property market in early 1994 working as a mortgage consultant with Countrywide, who were at the time the UK's largest estate agency group.

After two years he was asked to join Chase de Vere as a self-employed mortgage consultant servicing the more complicated aspects of mortgage broking that come with high-end property transactions.

This ultimately led to him specialising in the buy-to-let and investment property markets and the desire to offer a lettings service as well as the financing of customer requirements.



Daniel Southgate M.N.A.E.A

Daniel began his career in estate agency back in 2004 with a leading estate agent in the Pinner and Ruislip area and worked there for 8 years. He rose through the ranks to become an Office Sales Manager and Property Valuer in the sought after areas of Pinner, Harrow and Hatch End.

Daniel believes that it's the simple things that count where our clients are concerned; hard work, regular contact and honest feedback are the backbone of good customer service.



Paul Budd M.N.A.E.A

Paul Budd followed in his family's footsteps into sales and quickly learned it was for him, getting a buzz from dealing directly with customers. He came into his own after moving into Estate Agency as a trainee negotiator and rose rapidly through the ranks.

Paul managed a busy local independent agency in Harrow. He now joins Brian Cox as a director, bringing his strong links with the local community, to run our thriving North Harrow Branch. In his spare time, Paul enjoys keeping fit, playing golf and training regularly.

What's Important?

- **Achieving the best possible price from the best possible buyer**
- **Find buyers much easier through our multi local office network**
- **Continuous proactive marketing**
- **Peace of mind for all of our clients**
- **Tailored service unique to Brian Cox**
- **Exceptional customer service**
- **Highly trained and experienced staff**
- **Local expertise and professionalism**

For most people, it's all about achieving the best possible price from the best possible buyer. The internet and technology are great tools. However, nothing will ever replace the knowledge and understanding a local agent has nurtured through years of practicing proactive marketing.

With all offices and staff working together, we will find buyers for your property much easier than those of an agency with a single branch. Each office will actively offer your property details to potential buyers from day one.

Every member of staff is equally incentivised to sell every single property. We do not stop showing your property just because someone seems interested

We continue to arrange viewings throughout the office network until you, our client, is completely satisfied that we, your agent, have fulfilled our promise to you by achieving the best possible price from the best possible buyer.

When selling your property with us, you will never need to question whether more could have been achieved. To give you peace of mind, we demonstrate every single time how we have obtained the best for you.

You would think that this is how all estate agents operate but unfortunately it isn't, strangely it's unique to Brian Cox and Company.

“All of our staff are local people and have all grown up or lived within the areas they work in”



Marketing Your Property

Property Particulars

We will attentively prepare an A4 or A3 brochure showing the details of your property. This brochure will include a description of your property, a selection of photographs and a detailed floor plan. This brochure will be available to buyers online, in our offices and will be circulated to our extensive applicant database via e-mail and post.

Photography

Our staff have been fully trained to use our SLR cameras so that we can use the highest quality imagery of your property, both online and on your property particulars. If required, we will employ professional photographers to ensure the presentation of every single property is perfect.

Window Displays

A prominent window display is sure to attract the interest of buyers, especially as our offices are located near busy train stations and high streets. In Harrow, we will also advertise your property in our illuminated window displays and 32" digital screens in the front window of our office.

Websites

Your property will be immediately uploaded to our website at www.brian-cox.co.uk, as well as all of the main property portals including Rightmove, Zoopla, Propertyfinder, and Primelocation.



Highest standards and professionalism ensured



The Brian Cox Promise

Our promise to our clients is for Brian Cox and company to maintain the highest standard and professionalism in every aspect of our business.

Low Key Marketing

"I don't want to sell as I haven't yet found a property I want to buy". This is a common concern for many sellers but there is an option... discreet marketing.

There are many reasons why sellers wish to sell discreetly and why some buyers wish to buy discreetly too.

It does not adversely affect the sale price as good buyers appreciate the special opportunity of being alerted to discreetly marketed properties and are happy to pay the right price.

Many buyers given this opportunity are also happy to wait and allow a seller time to find their next purchase.

This creates an excellent environment for the seller as they can then search with confidence. One of our greatest strengths is that we don't rely on the internet to sell our clients' properties.

We talk to buyers and sellers and get to know their needs and requirements intimately. As such, when we are asked to conduct discreet marketing for a client, we can match the right people to the right property.

Ready and Waiting Buyers

Qualified Buyers

- 25 years' experience in offering independent and professional advice
- Extensive database of buyers
- Already financially prepared purchasers
- Valuable connections with local investors
- Loyal client base

Practical Mortgage Solutions

Practical Mortgage Solutions is headed by Steven Farley and Nikki Bain, who between them have in excess of 25 years' experience in offering independent and professional advice on a wide range of mortgages to suit your needs.

Our extensive database of buyers has been accumulated as a result of our continuous High Profile Marketing.

Our clients benefit from the opportunity to open the door to already financially prepared purchasers, many of whom have mortgage offers (subject to survey) arranged through our associates at Practical Mortgage Solutions.

If you wish to speak to our advisors for any reason, please do not hesitate to ask and we can arrange an appointment that suits you.

Open Days

A well executed open day is an excellent way to maximise on viewing numbers which will result in more offers being received.

Only a full time member of staff will carry out the open day and every potential buyer must book an individual appointment so that no two viewings clash. As one viewer leaves the property, the next will be entering. The potential buyers can see that there is competition which creates a 'buzz' around the property and results in more offers being received.



“...Open days create a ‘buzz’ around the property and results in more offers being received ...”



North Greenford: 374 Oldfield Lane North Greenford, Middlesex UB6 8PU **020 8578 1004**

Central Greenford: 182 Mansell Road Greenford, Middlesex UB6 9EH **020 8578 1005**

Harrow: 310 Station Road Harrow, Middlesex HA1 2DX **020 8912 0006**

North Harrow: 435 Pinner Road, North Harrow, Middlesex, HA1 4HN **020 3866 6640**

Sudbury Hill: 146 Greenford Road Sudbury Hill, Middlesex HA1 3QP **020 8422 1007**

Northolt: 171-175 Church Road Northolt Middlesex UB5 5AG **020 8842 4008**

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