

# A TRADITION OF TRUST

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*Philip Martin*

ESTATE AGENTS, CHARTERED SURVEYORS, VALUERS & AUCTIONEERS

# WELCOME

## DYNNARGH DHIS

Since the firm was founded by Philip Martin in 1986, we've been working hard to make the property process as simple, efficient and stress-free as possible for people moving throughout Cornwall.

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Buying or selling a property can be one of the most important transactions most of us will ever undertake and that's why it makes sense to ensure you have the best possible people at your service. Our experienced team of partners come from Cornish families and all take an active role in valuations.

Senior partner, Philip Martin, has sold thousands of properties during his illustrious career and his knowledge of the property market is unrivalled locally.

Fellow partner, James Harvey, joined the firm in 2001. Born in Truro, James grew up on the family dairy farm, changing careers to follow his interest in property.

Sean Johnston joined Philip Martin in 2006 as a trainee, quickly progressing

to sales negotiator a year later, before joining the partnership in 2011. Sean's specialism is in valuation and marketing.

Steven Jenkin is a chartered surveyor and heads up our lettings office. Steven has been with Philip Martin since 1999.

As a company we continue to adapt to change and understand that it is vital to stand out from the crowd. Our mission is to offer a level of service and knowledge that goes beyond our clients' expectations and to combine the latest technology to fulfil our customers' needs.

We sell a wide variety of property, across all price bands throughout mid and west Cornwall, and have been helping our clients with all of their property needs for over 30 years, so we know what it takes to sell your property.

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Truro 01872 242244

Roseland 01326 270008

[WWW.PHILIP-MARTIN.CO.UK](http://WWW.PHILIP-MARTIN.CO.UK)



“ WE ARE ALWAYS LOOKING FORWARD, WE  
TAKE IMMENSE PRIDE IN ALL THAT WE DO AND  
WE ALWAYS AIM TO ACT WITH INTEGRITY ”

PHILIP MARTIN





“ OUR VISION: TO BE THE LOCAL PROPERTY AGENT  
OF CHOICE, OFFERING A CARING, KNOWLEDGEABLE  
AND TRUSTWORTHY SERVICE THAT DELIVERS  
WITHIN OUR CLIENTS’ BEST INTERESTS ”

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# VALUES & PRINCIPLES

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Our values represent a commitment to our ethical, dependable and reliable conduct, founded on a passion for people, property and the built environment in Cornwall.

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## WE TAKE PRIDE IN ALL WE DO

We take satisfaction by delivering on what we say we will do.

We will always endeavour to go above and beyond our clients' expectations.

We are proud of our independent, Cornish roots and the service this enables us to offer.

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## WE ALWAYS ACT WITH INTEGRITY

We act in a friendly and trustworthy manner.

We are governed by the highest standards of professional ethics.

We are hardworking and approachable.

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## WE TAKE A FORWARD THINKING APPROACH

We seek out new opportunities to deliver value.

We always aim to build long-term relationships.

We endeavour to always commit ourselves with passion, reliability and expert knowledge.

We tackle issues with a caring attitude and focused practicality to deliver solutions.



# WHAT OUR VENDORS GET

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The advantages of using an independent, traditional estate agent.

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## YOU SAVE TIME

Once you instruct Philip Martin, it is our job to sell your property. We arrange, accompany and provide feedback for all viewings.

## TIPS

We can offer specific tips to make your home more desirable to buyers, which ultimately helps to achieve the best price in the shortest amount of time.

## EXPERTISE

Our experience is backed by a wealth of information about the housing market, including our own recent sale prices, valuations and Rightmove statistics.

## MARKETING, SELLING & NEGOTIATION SKILLS

This is our area of expertise and we know how best to negotiate a sale forward, potentially saving you thousands of pounds by achieving the best price.

## CONTACTS

When you instruct us, you gain access to our trusted network of professional contacts, from surveyors and conveyancing solicitors, to removals, mortgage advisors, plumbers and electricians.

## LOCAL KNOWLEDGE & SPEED

As a local estate agent, not only do we have expert knowledge of the area, we also have a large register of buyers on our books. We don't stop at finding you a buyer, we also get heavily involved in the conveyancing process to ensure everything runs smoothly. This means we can sell your home faster.

## NO SALE, NO FEE

You only pay for results.



# CITY, COUNTRYSIDE AND COAST

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# CITY, COUNTRYSIDE AND COAST



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# IN THE HEART OF CORNWALL

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With two local offices, Philip Martin's geographic specialism lies at the heart of some of Cornwall's most spectacular landscapes, encompassing the **city, countryside and coast.**

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## TRURO

Cornwall's vibrant capital offers shopping, culture and impressive architecture right in the heart of Cornwall. Truro boasts a year-long festival programme, weekly food markets, cultural events and historic attractions.

## THE ROSELAND

Designated as an Area Of Outstanding Natural Beauty, the Roseland peninsula has an unrivalled combination of stunning countryside and coastal scenery. It is a walker's paradise, peppered with pretty villages picturesque harbours.

## ST MAWES

The Roseland's principal village looks out over the River Fal towards Falmouth. A place favoured for retirement and holiday homes, the village has become a popular tourist destination with excellent eateries, shops and galleries.

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## WHAT WE DO

We sell a wide variety of property across all price bands throughout mid and west Cornwall. We've been helping our clients with all their properties for over 30 years and our values and principles underpin all we do.

# TESTIMONIALS



“ We have had previous experience with Philip Martin when purchasing a plot of land, and again when seeking their guidance on a potential marketing strategy. We found them to be professional and ethical on both occasions, and after obtaining their guide valuation along with two other agents felt their guide price was the most realistic and had no hesitation in appointing them as our sole agent. Sean and his colleagues were a pleasure to deal with throughout the transaction, keeping us fully informed of any progress. We were particularly pleased that viewings were accompanied and most if not all the team were familiar with the property. The cost was quite reasonable with no hidden charges, and although the house took a few weeks longer to sell than many, we felt that we would not have shortened that by changing agent. ”



“ I've dealt with quite a few estate agents over the years and can honestly say I've never come across another agency that came close to the professionalism, support, knowledge and overall care they have shown me throughout a tricky exchange. Special thanks to Lauren Symons. You're a star. ”



“ I cannot recommend Philip Martin's estate agency enough. Over the last 26 years I have bought one cottage, and sold three (quite different) properties through the team in Truro. Each time I have received a brilliantly professional service, and been dealt with in a human and personal way. The fact that all 3 sales have been achieved through the first viewing cannot be down to chance alone! The team have superb local knowledge and an incredible way of matching properties to buyers. One of the most important aspects for me was the speed of communication and the fact that no question, however small, was left unanswered. If you are looking to buy or sell in mid Cornwall, drop in for a chat to their office in Cathedral Lane, Truro. You will not be disappointed. ”



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## **Truro - Sales**

9 Cathedral Lane

Truro, Cornwall TR1 2QS

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## **Truro - Lettings**

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## **Roseland Office**

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St Mawes, Cornwall TR2 5DT

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