



FELLS GULLIVER

PROPERTY EXPERTS

*Est.1988*

[www.fellsgulliver.com](http://www.fellsgulliver.com)



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**Paul Cullingford**

Director

Paul brings to Fells Gulliver a wealth of experience from 25 years within the property industry. Paul has had a successful career working within central London, Bournemouth, the New Forest, and Lymington. Paul has specialised in marketing and selling country and prime homes within Hampshire and Dorset having previously headed up the Prestige department for the Countrywide Group. Paul has an in-depth knowledge of the Hampshire and Dorset markets and has a passion for exceptional customer service. Out of office Paul enjoys spending time with his young family walking in the New Forest and sailing.



**Daniel Clark**

Associate

Daniel is an established member of the Fells Gulliver team. Previously working for some of the best agencies across the South coast. He brings a wealth of experience in all areas of the market. He understands and believes that the underlying factors that determine a good and successful transaction lie in the art of negotiation and people skills to ensure he achieves the best outcome for his clients. Daniel also has a passion for marketing and the use of modern-day technology to help present your home in its best light. Outside of work Daniel is a family man who enjoys dog walks in the New Forest. He is also a keen sportsman regularly keeping fit in the gym and competing at County and National levels in badminton across the country.



**Kerry Willard**

Associate

Kerry, an estate agent in Lymington of more than 24 years, is arguably one of the most motivated and successful sales professionals around with a genuine enjoyment for her work. She has expert skills in achieving the best possible outcome for the clients with her ability to problem solve coupled with her determined and proactive approach. Kerry has a particularly good working knowledge of the legal processes undertaken in both buying and selling property and therefore ensures a smooth and successful outcome even with the most challenging of property transactions.



**Wendy Phillips**

Admin & Marketing Coordinator

Wendy initially joined the team at Fells Gulliver in 2005 and being born and bred in the New Forest, her local knowledge of Lymington and the surrounding areas is exemplary. Having worked in both Sales and Lettings, predominantly in the role of Administrator, her helpful and friendly approach to all aspects of the job is invaluable. Her enthusiasm and attention to detail in supporting the close-knit team ensures vendors and buyers receive a high standard of customer service. Wendy lives with her husband, teenage son and cat and in her spare time enjoys forest and beach walks, baking, meals out with friends and family and weekends away.





## Selling your property with Fells Gulliver

Not all Estate Agents are the same. At Fells Gulliver we are at the cutting edge of effective online property marketing. But, what really makes us stand out, above the competition, is our team of highly motivated property professionals – all with one common objective in mind – striving to secure the best possible outcome for you, our client.

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# Marketing your property

We like to get your property noticed. Noticed by the right kind of people, that is. We have a whole variety of ways to promote your property and, obviously, exposure to the industry's latest online marketing technology is a must. But, by far our most effective 'interest generating' tool is our person to person customer connections. We make it our business to get to know our clients, combining knowledge with good old-fashioned experience and enthusiasm.

We will leave no stone unturned when searching for the best possible buyer for your property.

## Proactive, innovative approach from an experienced agent

# Advertising your property

## Property portals

We subscribe to the most broadly used property portals, Rightmove, Zoopla and Primelocation to expose your property to the widest possible audience. This means that potential buyers have access to view your property details from the moment you officially instruct us to sell your property. Buyers can search for property using a map, area name, postcode or even the nearest train station.

## Website

Hundreds of thousands of people use the internet every day to search for their dream property. The Fells Gulliver website contains all our current property listings and is easily located via Google and other leading search engines.

## Office

Our attractive High Street office with prominent property window displays is ideally situated to enable us to raise the profile of your property for local or visiting buyers, 24 hours a day. We are open 6 days a week with a knowledgeable and experienced property professional available to answer questions, promote your property and conduct viewings.

## The area

By targeting certain streets within the area at any one time we are able to conduct leaflet or postcard drops to advertise a new property or to further raise profile. When marketing your property, placing one of our distinctive 'For Sale' boards outside your property is a great way to attract buyers.

## Property Particulars

Our professional quality photographs display the best possible images of your property ensuring our sales particulars and promotional material are of the highest standard. In addition, the sales particulars contain floor plans, Energy Performance Certificates and written narrative enabling potential buyers to get a true feel for the property, this in turn produces high quality viewings.

## Sales Team

Our biggest asset at Fells Gulliver is our sales team. We employ and retain the most professional, enthusiastic and motivated staff in order to achieve the best possible outcome for you. Experts in property, and resolute in leaving no stone unturned in finding quality buyers for your property.

# Experts in promoting your property





“The whole team were brilliant.”

G Croucher



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“Showed complete  
commitment &  
professionalism”

Glynis & Ken Garman





# Managing your sale

We know it can be a big decision. But once the decision to sell has been made, let us take the strain. Let us use our expertise to promote your property, find you a buyer and negotiate in your best interests, and let us achieve the best possible price for your property.

Finding a buyer is only part of the job. We understand the challenges and by using our experience to manage the sale of your property we are confident we can work quickly and resolve any issues that crop up to keep things moving towards completion. We will co-ordinate your sale, liaise with solicitors and surveyors, and we guarantee to keep you informed every step of the way.

# Impeccable reputation for customer service

# What you can expect....

- A modern progressive approach to estate agency
- Accurate and considered valuations
- Use of the industry's most effective marketing methods
- Regular marketing progress reports
- Sound advice through years of local experience
- Accompanied viewings with feedback guaranteed
- No upfront fees
- No sale – No fee
- Us to achieve around 98% of your asking price, on average
- Open 6 days a week
- Tailored and targeted marketing strategies related to the requirements of your property
- Prime marketing options including; professional photography, drone photography and enhanced online marketing
- Video and virtual tours
- Linked partner office in London
- Bespoke advertising in the local and national publications
- Targeted direct mail advertising
- Option of discreet/off market sales
- Targeted social media campaigns
- Home finder service
- Prominent High Street office

Achieving the best possible outcome





“I am in no doubt that our rapid sale was due to the enthusiasm, communication and negotiation skills of the team at Fells Gulliver”

Terri Newton

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"We trust Fells Gulliver with their years of experience to provide us with sound property marketing advice."

Oliver Dunford,  
Dunford Developments Limited



"Daniel and his team at Fells Gulliver could not have been more effective! We were selling our parents house in sad circumstances and from the start Daniel and Kerry were appropriately understanding and helpful. "

Jane, Dee and Emma on behalf  
of Norma Davis



"We have shared some laughs and "nearly" some tears, but I could not of asked for a more caring experience! I will, without doubt, go out of my way to recommend Fells Gulliver in the future. You have changed my perception of the industry."

P Douch

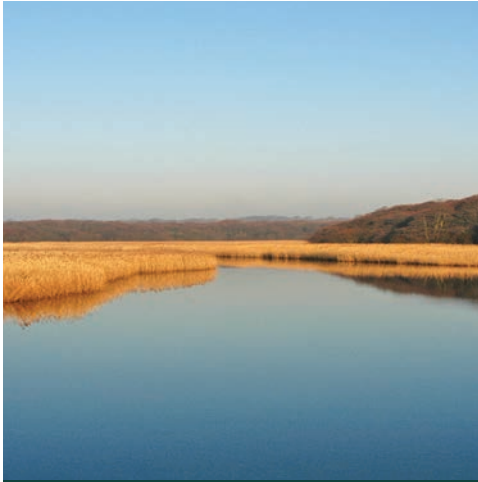


"To Kerry and all the team at Fells Gulliver, Lymington. We wanted to say a big thank you for all that you did to ensure a speedy and uncomplicated sale for us. From the onset you showed complete commitment and professionalism towards a successful outcome."

Glynis & Ken Garman







"I have found the team at Fells Gulliver very professional in their handling of the sale of my property. They have been very understanding of my circumstances. The team at Fells Gulliver are always willing to help and listen and give advice. I would have no hesitation in recommending Fells Gulliver to anyone. Well done."

Lorraine D



"A friendly team who are honest, professional and extremely efficient, keeping in touch regularly throughout the whole process. They also have excellent local knowledge and a 'can do' attitude at all times. I would not hesitate to either buy or sell through Fells Gulliver in the future. Thanks again for all your help."

Mrs C Carruthers



"Our relationship with Fells Gulliver, Lymington goes back some 15 years. We are truly very grateful for all your exceptional help these past few months with selling our little thatched cottage in East Boldre. We would not have the slightest hesitation in recommending your services to anyone, known or unknown."

Carol and Jack Buswell



"We have recently instructed Fells Gulliver to market a new development for us, they have provided us with a first class service and their marketing has been very effective, finding good quality buyers for all properties in a short time frame. We would recommend Fells Gulliver without hesitation."

Rick Otten,  
Colten Developments Limited



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