

House

Buying and selling property in West Central Scotland

ISSUE 5

BRIDGE OF WEIR
ELEGANT LUXURY
PROPERTY FOR SALE
WORDS OF WISDOM



revive



transform



create



22



28



House 10

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We have lots of emotion "built in" to our house. However, when it's time to sell, don't let emotion take over.

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Welcome

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

Let me start this month by trying to clear a few things up with the 'Reality Gap' that s1 present to the market each quarter. In my opinion is misguided and misleading. They state that the gap between asking price and Home Report value is getting wider but in reality the gap between the two is irrelevant. In the current climate buyers don't really pay much cognisance of the Home Report value if the asking price is extremely low, they generally base their offer on the asking price. This asking price is set by the estate agent and some agents like to set a low price to try and 'encourage' competitive bidding. The real reality gap is actually between sales values and Home report values.

try and make a difference. An honest approach with integrity and professionalism. Going by the feedback we have had from buyers as well as sellers our approach is refreshing and different. And this is how our approach will remain.

Enjoy our magazine.

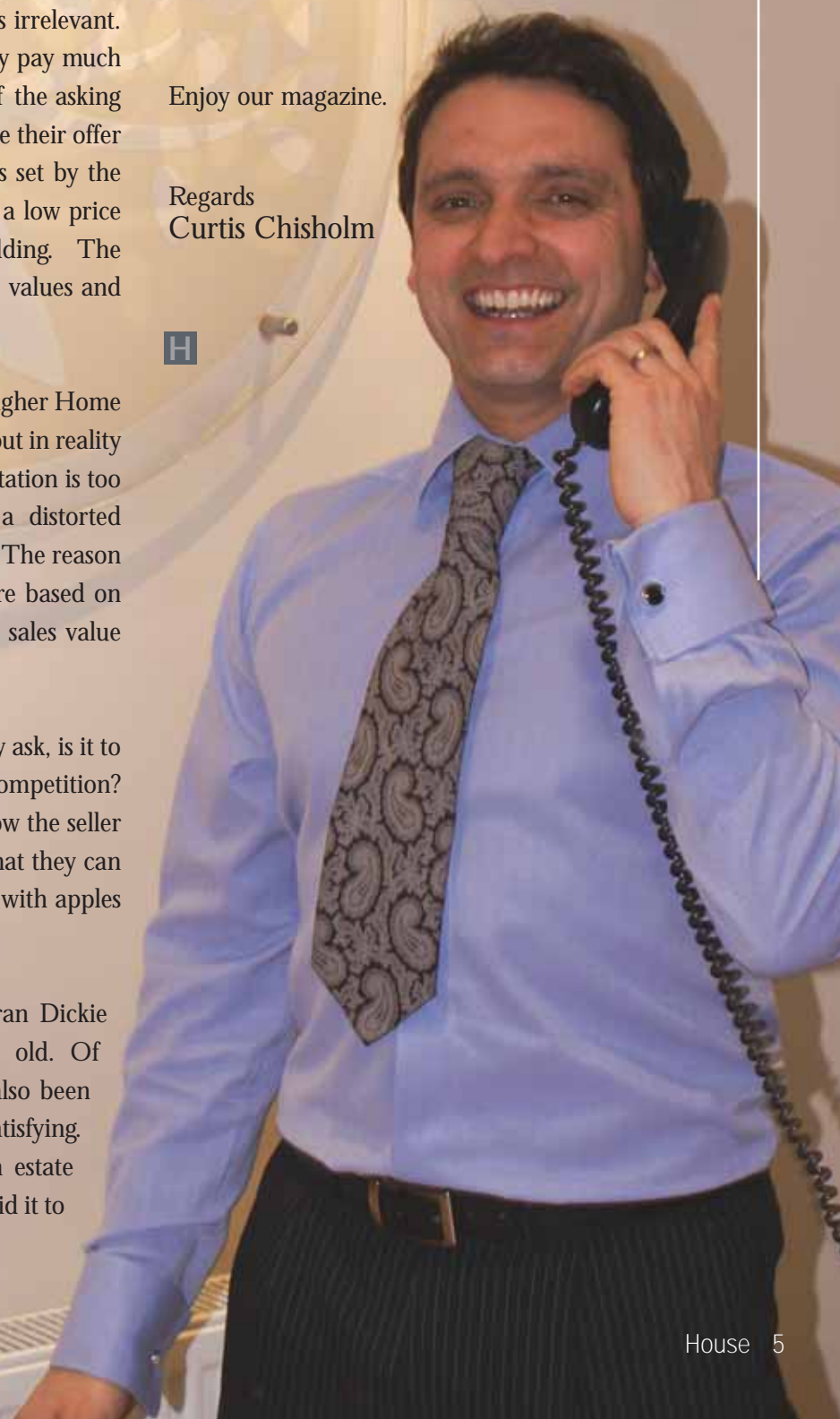
Regards
Curtis Chisholm

H

Some agents convince the client that a higher Home Report value will aid a good sales value but in reality all that is happening is the clients' expectation is too high and therefore we end up with a distorted market and a lot of disappointed sellers. The reason for this? Is it because the agent's fees are based on the Home Report values and NOT the sales value achieved? I'll leave you to decide.

Why am I informing you of this you may ask, is it to promote our company against our competition? Well yes it is actually, but it is also to allow the seller to have informed choices. This means that they can compare each agent like for like, apples with apples as it were.

By the time you have read this, Cochran Dickie Estate Agency will be just two years old. Of course it has been difficult, but it has also been challenging, rewarding and very, very satisfying. You see, when we set out to create an estate agency in the depths of a recession, we did it to



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A Brief History...

Bridge of Weir was historically an area divided between the parishes of neighbouring Houston and Kilbarchan on either side of the River Gryffe.

Growing out of the lands of Ranfurly, mainly occupied by small farms, the name 'Bridge of Weir' is first recorded in the early 18th century before any village was built. The 'weir' is a reference to a salmon weir which used to be located on the Gryffe

The bridge at Bridge of Weir was constructed at Burngill c.1770 and was considerably upgraded and widened in 1892 to allow for two-way traffic. It was finally demolished in 1964, with a more modern structure created. The bridge owes its construction to being on the route between the significant towns of Greenock and Paisley, with a Great Road constructed between the two in 1794. Also significant to the infrastructure of the emerging settlement was the construction of the Glasgow, Paisley and Ardrossan canal which, despite its name, was only constructed up to nearby Johnstone. The Johnstone to Bridge of Weir route was formalised on the 20 June 1864 by the construction of Bridge of Weir railway station which went on to substantially alter the character of the village and contribute vastly to its forthcoming affluence. The railway closed on 10 January 1983 and now forms part of the Clyde to Forth cycle route. Rumour has it that there is a possibility of reinstating this route, including Kilmacolm but this may be light years away.

The first semblances of the village came to be with the rise of the West of Scotland cotton industry, the Gryffe being used to power numerous mills. Its most significant industry, however, was to emerge in leather. At its productivity peak the small village supported three tanneries. The leather industry survives to this day, albeit on a smaller scale than during its heyday. American car manufacturer Lincoln has long promoted its use of Bridge of Weir leather in their Continental line of luxury cars as well as prestige manufacturers such as Jaguar and Aston Martin.

In 1989, the benches of the House of Commons and House of Lords chambers in Westminster were reupholstered using Bridge of Weir leather.

Bisected by the River Gryffe, angling is available within the village. The river hosts brown trout, grayling and, occasionally, Atlantic salmon. Numerous outdoor pursuits are available at the nearby Clyde Muirshiel Regional Park. National Cycle Route 75 runs through the village.

The village is also known for its golf history. At one point there were five golf courses in the vicinity; today there are two remaining; the Old Course Ranfurly and the Ranfurly Castle golf clubs.

One of the main driving forces of people moving to Bridge of Weir is of course the excellent schooling available at Bridge of Weir Primary and the highly rated Gryffe High School, which is only a short distance away in Houston.



**1 Carruth Road,
Bridge of Weir**
OFFERS OVER £365,000

Situated within well tended mature grounds, Number 1 Carruth Road is an extended 4/5 bedroom detached 'Lawrence' villa situated in one of the largest plots in the estate.



21 Lomond Crescent, Bridge of Weir
OFFERS OVER £365,000

Situated within well tended landscaped gardens grounds, Number 21 Lomond Crescent is a 4 bedroom detached 'Swedish Hus' with stunning open vistas.



**Briglinn Cottage, 2a Kilmacolm Road,
Bridge of Weir**
OFFER OVER £215,000

Briglinn Cottage is a charming traditional semi-detached cottage located in the heart of Bridge of Weir dating back to circa 1833 and is presented to the market in beautiful decorative order.



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HOME REPORT

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AVENEL, KILMACOLM, RENFREWSHIRE

Avenel is a new development of 6 elegant detached 'Arts & Crafts' homes completed to an exacting standard set in generous landscaped gardens with access to private wood and trout river. The entire site extends to some eight acres and is located on the western fringe of the attractive west Renfrewshire village of Kilmacolm.



AVENEL

Plots 5 & 6 still available.



- Entrance vestibule
- Reception hallway
- Cloakroom
- Guest wc
- Drawing room
- Dining room
- Family room
- Open plan kitchen
- Utility room
- Larder
- Shower room
- Study
- Flexible living quarters (above garage)
- Master bedroom with dressing room and en suite bathroom
- 4 bedrooms (all en suite)
- Integrated double garage
- Formal landscaped gardens of approx 1.08 acres
- Shared ownership of 3 acre wood and trout river

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Avanel
 Knockbuckle Lane,
 Kilmacolm
GUIDE PRICE
 £1,955,000

Avanel is a development of 6 Arts & Crafts designed

properties set in some eight acres, formerly the gardens of Avanel house, and fringes both the village, open countryside and farmland.



19 Stanley Crescent,
 Paisley

OFFERS OVER
 £445,000

Substantial 11 apartment detached villa in a breathtaking setting on the shores of the reservoir.



11 School Wynd,
 Quarriers Village

OFFERS OVER
 £349,000

Stunning 4 bedroom Cala built family home set at the end of a private drive of only two properties with fabulous open aspects over farmland.



7 Rotherwick Drive,
 Ralston, Paisley

OFFERS OVER
 £305,000

This detached villa is on outstanding condition and offers excellent living accommodation.



'Silvertree', Duchal
 Road Kilmacolm

OFFERS OVER
 £559,000

'Silvertree' is a handsome semi villa situated in the heart of the village of Kilmacolm, constructed in

an Arts & Crafts style amidst garden grounds extending to approx 0.3 acre.



'Rockcliff' Barclaven
 Road, Kilmacolm

OFFERS OVER
 £410,000

'Rockcliff' is a 5 bedroom elevated Edwardian villa situated in the much admired address of

Barclaven road enjoying open vistas across the village and beyond, amidst landscaped garden grounds.



5 Hebrides Grove
 Kip Marina, Inverkip

OFFERS OVER
 £339,000

Number 5 Hebrides Grove is a truly exceptional luxury detached villa which has

been architecturally extended and modernised to create a beautiful family home.



51 Birchwood Drive,
 Paisley

OFFERS OVER
 £299,950

Detached five bedroom villa with recently extended living accommodation



20 Church Road,
 Quarriers Village

OFFERS OVER
 £450,000

Number 20 Church Road is a handsome 4/5 bedroom late Victorian detached family home (circa 1888) with private gardens.



21 Lomond Crescent,
 Bridge of Weir

OFFERS OVER
 £365,000

Situated within well tended landscaped gardens grounds, Number 21 Lomond Crescent is a 4 bedroom detached 'Swedish Hus' with stunning open vistas.



'Merkland' Duchal
 Road, Kilmacolm

OFFERS OVER
 £339,000

Situated at the very heart of the village of Kilmacolm, 'Merkland' is a 4 bedroom

traditional upper villa comprehensively upgraded retaining a wealth of period features.



2 Barochan Cottage
OFFERS OVER
 £299,000

Situated in a semi rural location but still within the Gryffe Catchment area is this extended double fronted three bedroom traditional semi detached villa enjoying fabulous open aspects.



St Brydes Cottage
 Sheilds Holdings,
 Lochwinnoch

OFFERS OVER
 £445,000

This four bedroom detached villa offers excellent spacious family accommodation and is set in generous gardens with beautiful outlooks to the surrounding countryside.



1 Carruth Road,
 Bridge of Weir

OFFERS OVER
 £365,000

Situated within well tended mature grounds, Number 1 Carruth Road is an extended 4/5 bedroom detached 'Lawrence' villa situated in one of the largest plots in the estate.



'Ashlar'
 Bowfield Road,
 Howwood

OFFERS OVER
 £325,000

Beautiful detached villa located in an elevated position overlooking farmland to Ben Lomond.



7 Belmont Road,
 Kilmacolm

OFFERS OVER £295,000

This beautifully appointed detached and extended elevated bungalow villa is in excellent decorative order and has stunning views over the countryside.



**Wheatlands Farm,
Kilbarchan**

**OFFERS OVER
£295,000**

Beautiful detached traditional farmhouse circa 1688 and was rebuilt in its current form in the early 80's with granny annexe.



**20 New Street,
Kilbarchan**

**OFFERS OVER
£269,000**

This period style end terraced villa which was formerly the police house has been fully modernised

but retains a great wealth of character and is set in the heart of the conservation village of Kilbarchan.



**64 Mansionhouse
Gardens, Shawlands**

**OFFERS OVER
£219,000**

Set within this highly sought-after residential development, a modern three storey townhouse

with parking to the front, single integral garage and private level grounds to the rear.



**1 Parkhill Drive,
Lochwinnoch**

**OFFERS OVER
£179,950**

Detached 3 bedroom chalet style villa requiring a degree of modernisation.



**44 Victoria Road,
Brookfield**

**OFFERS OVER
£285,000**

Extended traditional semi detached villa.



**10 Staybrae Grove,
Crookston, Glasgow**

**OFFERS OVER
£269,000**

Outstanding four bedroom detached family villa which has been successfully extended by its current owner.



**Briglinn Cottage, 2a
Kilmacollm Road,
Bridge of Weir**

**OFFER OVER
£215,000**

Briglinn Cottage is a charming traditional semi-detached cottage located in

the heart of Bridge of Weir dating back to circa 1833 and is presented to the market in beautiful decorative order.



25 Torran Drive, Erskine

**FIXED PRICE
£157,995**

This modern semi detached villa is in beautiful internal condition and set in the modern estate of Torran Drive.



**26 Gibson Road,
Renfrew**

UNDER OFFER

This substantial detached villa has superb accommodation over two levels.



**19 Lennox Avenue,
Scotstoun**

OFFER OVER £249,950

Traditional end terrace villa comprising lounge; dining room; kitchen; 3 bedrooms and a family bathroom.



**10 Duchray Drive,
Ralston, Paisley**

OFFER OVER £205,000

Extended semi detached bungalow in much sought after address offering good family accommodation.



**Merchants Close,
Church St, Kilbarchan**

**OFFERS OVER
£150,000**

This is an opportunity to build 2 outstanding characterful homes of circa 1200 sq ft in the Conservation Village of Kilbarchan.



**2 Brierie Gardens,
Houston**

UNDER OFFER

Spacious accommodation all on one level set in attractive garden grounds.



**Dunrobin, Bowfield
Road, Howwood, PA9**

**OFFERS OVER
£240,000**

Situated in an elevated position 'Dunrobin' is a rare to the market extended detached bungalow built in circa 1930's.



**17 Belliesle Crescent,
Bridge of Weir**

UNDER OFFER

Situated at the head of a residential cul de sac is 'Glencryon', a 3 bedroom detached family villa requiring a degree of modernising and upgrading.



**4 Ladyland Place,
Kilbirnie**

**OFFERS OVER
£149,995**

This modern linked villa is beautifully appointed throughout.



**1 Craigbet Place,
Quarriers Village**

**FIXED PRICE
£269,500**

A beautifully appointed & recently upgraded detached family villa with fabulous open aspects to the rear.



**9 Troon Drive, Bridge of
Weir**

UNDER OFFER

Number 9 Troon Drive is an extended detached villa, beautifully appointed throughout and offering flexible family accommodation.



**36 King George Park
Avenue, Renfrew**

**OFFERS OVER
£198,000**

Pristine Detached Modern Villa in the popular Dean Park area of Renfrew.



**19 Barclay Avenue,
Elderslie**

**OFFERS OVER
£145,000**

Modern three bedroom mid terrace villa in immaculate order offering a good level of family accommodation.



**23 Lewis Crescent,
Kilbarchan**

OFFERS OVER £269,000

Fabulous extended 4 bedroom detached bungalow set amongst mature garden grounds, deceptively spacious in both accommodation and plot size.



**57 Hawthorn Crescent,
Erskine**

**OFFERS OVER
£229,000**

Extended detached bungalow with stunning open aspects to rear.



**19 Tantallon Drive,
Paisley**

**OFFERS OVER
£195,000**

Rare five bedroom extended detached villa offering spacious and flexible family accommodation.



**53 Osprey Road,
Paisley**

**FIXED PRICE
£145,000**

Modern three bedroom semi detached villa in excellent condition.



19 Campsie Drive,
Paisley

FIXED PRICE
£144,950

This two bedroom detached bungalow has the potential to be developed in a great home.



Flat 13 Old School,
Bridge of Weir

OFFERS OVER
£125,000

Situated within a charming B-listed former school building is this 3 bedroom duplex apartment in excellent decorative order throughout.



Flat 3/1 The Elipta,
110 Saucel Crescent,
Paisley

OFFERS OVER
£95,000

Modern two bedroom open plan apartment close to Canal Street train station.



24 Memus Avenue,
Cardonald

OFFER OVER
£85,000

Pristine two bedroom, two public room upper cottage flat with private garden.



13 Ballayhennan
Crescent, Tarbet

OFFERS OVER
£139,999

This charming semi detached villa requires upgrading and is in an idyllic setting.



4 Methuen Road,
Paisley

OFFERS OVER
£135,000

Three bedroom semi detached villa in a generous corner plot. Great family home.



14 Glenashdale Way,
Paisley

UNDER OFFER

Ideal family sized 3 bed end terraced villa enjoying elevated position within the Dykebar area of Paisley, requiring a degree of modernising.



5 Willow Avenue,
Elderslie

FIXED PRICE
£85,000

This two bedroom mid terrace cottage is in a quiet, popular part of Elderslie.



26 St Boswells
Crescent, Paisley

OFFERS OVER
£139,000

Three bedroom semi detached villa in a quiet residential address.



4 John Neislton Avenue,
Paisley

FIXED PRICE
£120,000

Modern three bedroom ground floor apartment with main door access.



14a Low Barholm,
Kilbarchan

OFFER OVER £89,950

Ground floor 2 bedroom terraced flat dates back to circa 1825 and is set in the heart of the conservation village of Kilbarchan.



14 Tirie Avenue,
Glenburn, Paisley

OFFERS IN THE REGION £85,000

This three bedroom mid terrace villa offer spacious accommodation over two levels.



23a High Street,
Lochwinnoch

UNDER OFFER

This 'B' listed 3 bedroom mid terrace villa is beautifully presented and is set within the heart of the village of Lochwinnoch.



Flat 3/2 4 Highgrove
Court, Renfrew

OFFERS OVER
£119,000

This beautifully presented modern and spacious top floor flat is situated within the pop Highgrove area and is located close to the town centre.



21 Locher Gardens,
Houston

OFFERS OVER £89,000

Immaculately presented and recently upgraded 1 bedroom quarter villa beautifully presented throughout.



107 Sandy Road,
Renfrew

FIXED PRICE £84,950

This two bedroom upper cottage flat is a good size with large garden.



7 Berl Avenue, Houston

UNDER OFFER

Beautifully appointed 2bed semi det villa set in very popular residential locale and enjoying fabulous private rear garden.



26 Cairnban Street,
Govan

OFFERS OVER £115,000

This immaculate 2 bedroom mid terrace villa is presented to the market in excellent condition and would make an ideal home for young family or a couple.



7 High Barholm,
Kilbarchan

FIXED PRICE
£88,000

Main door flat set in the heart of the village of Kilbarchan.



69 Falside Road,
Paisley

FIXED PRICE £80,000

Popular B-listed upper cottage flat. The property is located close to Brodie Park and local amenities.



12 Barshaw Drive,
Paisley

OFFERS OVER
£135,000

This 3 bedroom semi detached villa is a great family home in a popular area of Paisley.



0/2 95 Ruchill Street,
Glasgow

OFFERS OVER
£115,000

This extremely spacious modern two bedroom apartment offers accommodation on the ground level.



18 Hollows Crescent,
Paisley

OFFERS IN THE REGION £88,000

This spacious three bedroom villa has benefited from a recent upgrade.



73 Wheatlands Drive,
Kilbarchan

OFFERS OVER £79,950

This beautifully appointed 2 bedroom lower cottage flat has in recent times gone through a refurbishment program to create a stunning apartment with excellent rear gardens.



230 Glenfield Road, Paisley
OFFERS OVER £79,950
 This three bedroom semi detached villa offers family accommodation over two levels close to local amenities.



41 Lochfield Crescent, Paisley
FIXED PRICE £69,950
 This two bedroom upper cottage flat is located in the popular Lochfield area of Paisley.



5 Rashieglan, Erskine
OFFERS OVER £79,950
 This charming two bedroom mid terrace is in a quiet residential cul de sac and offers good accommodation.



Flat 0/1 320 Maxwell Road, Pollockshields, Glasgow
OFFERS OVER £59,000
 Elevated ground floor flat. Ideally placed for local shops and commuter links to Glasgow.



10 Lochfield Drive, Paisley
OFFERS OVER £79,000
 Popular two bedroom lower cottage flat in excellent order



10 Elphinstone Court, Kilmacolm
OFFERS OVER £59,000
 This 1 bedroom first floor retirement flat enjoys rear views of the countryside. In the heart of Kilmacolm convenient for shops, amenities and transport.



33 Spey Avenue, Paisley
OFFERS OVER £79,000
 Excellent ground floor apartment offers a good level of accommodation.



6 Sir Michael Place, Paisley
OFFERS OVER £55,000
 This two bedroom apartment is on the ground floor and has a private patio.



72 High Street, Lochwinnoch
OFFERS OVER £69,999
 Beautifully presented one bedroom flat in the heart of the village.



23 Colinslee Drive
FIXED PRICE £50,000
 This one bedroom upper cottage flat is in the popular area of Lochfield. Ideal first time buy.



22 Espedair Street, Paisley
OFFERS OVER £69,995
 This traditional two bedroom flat is in excellent condition having been recently refurbished.



7 Blackstoun Oval, Paisley
FIXED PRICE £45,000
 This two bedroom upper cottage flat could be an excellent home but requires modernisation.



1/4 22 Neilston, Paisley
OFFERS IN THE REGION £69,995
 This immaculately presented 1st floor flat is set within the former Royal Alexandria Hospital.



69 Springbank Road, Paisley
FIXED PRICE - £35,000
 This top floor one bedroom apartment offers a great first time buy or buy to let.

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 ESTATE AGENCY

Happy kids are healthy kids

AFTER CELEBRATING 20 YEARS IN THE BUSINESS WOODLANDS ARE PLEASED TO ANNOUNCE THE COMPLETION AND OPENING OF THEIR NEW PURPOSE BUILT NURSERY.



Rosie and Alison, owners of Woodlands Day Nursery have always appreciated the wonderful outdoor environment that has surrounded Woodlands and now they have finally achieved their goal to match the outdoor environment with a state of the art indoor environment.

The new Nursery building is not just a wonderful "space" for the children but also staff and parents, as it will now have extra facilities to ensure everyone feels welcomed, and can enjoy their visit or stay at Woodlands. The new build is set in a conservation area and has met all European O2 omission guidelines to ensure it is also an Eco friendly Nursery using underfloor heating from an air source vent pump and the lighting is high frequency with piro sensors which all will reduce O2 omissions.

All playroom windows are low level and along with Velux windows this will enable the children to appreciate all seasons and the surroundings they are in and feel like they are outdoors even when they are indoors!

However, the outdoors is where Woodlands heart has always been and while working alongside the forestry commission last year their vision is to progress on everything they have learned to have outdoor play areas which not only are exciting and adventurous for the children but also compliment and benefit from the wonderful setting.

Woodlands have included everyone involved in using their service to have their say in how the Nursery should look and they are very pleased with the finish. This is just the beginning, they aim to continue to progress ensuring they meet the individual needs of all the children, providing a curriculum which stimulates children's curiosity, promotes independence and provides a secure, happy foundation for learning.

To register a place please call 01505 613134.

H

Woodlands DAY NURSERY

We're branching out...

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Privileged Position

St Brydes Cottage
Howwood

OFFERS OVER £445,000

The phrase "privileged position" could have been invented to describe the setting of St Brydes Cottage. This peacefully positioned family home can be found in the heart of the Renfrewshire countryside, roughly a mile outside the town of Howwood, and blessed with open views in every direction. Discreetly positioned behind reassuringly solid stone walls, this is every inch the rural retreat, and horses are often the closest neighbours, in a field beyond this half-acre plot's boundary. It's easy to forget that Howwood and eponymous train station are within walking distance, particularly when Castle Semple Loch is only a ten-minute stroll in the opposite direction along a country lane. With a picturesque waterfront beloved by local anglers, this beauty spot is an impressive attribute to have at the end of a road populated by a mere handful of bungalows and farms, and the scarcity of other buildings confers almost complete privacy on St Brydes Cottage.

This property is instantly identifiable, with an architectural aesthetic encompassing many hallmarks of 1970s design, such as high-level windows and exposed brickwork. That lengthy frontage provides a fair indication of the six-apartment accommodation contained beyond a terracotta tiled entrance vestibule. Tiling is a recurring theme throughout this property's ground floor, having been fitted at considerable expense by the Cottage's current owners, Debbie and Martin Ferry. They moved in five years ago, and immediately began stripping out an interior whose Seventies origins were all too evident. In truth, the reception hallway has retained some elements of its former incarnation, although details like exposed brickwork and a panelled ceiling add to the appeal of this spacious reception area. As well as a recently refurbished and fully tiled two-piece cloakroom, there is also access into a double aspect bedroom that would make an excellent family room or home office.

A pair of eight-panel glazed doors with matching surrounds open from the hallway into a visually spectacular lounge. Immediately, your eye is drawn through a bank of discreetly tinted glazing on the far wall, extending down to skirting level and incorporating an external door. This expanse of glass allows you to admire a marvellous rear garden, with open aspects across lush countryside beyond a token wire fence. Having torn your gaze away from this ever-changing vista, the lounge reveals itself to be an effortlessly spacious 25-foot public apartment whose feature wall décor is emphasised by twin wall-mounted uplighters. Timber ceiling beams add further allure, and directly opposite a contemporary electric fire in a feature hearth, a part-glazed door opens into a double aspect dining room that reprises both the lounge's high-grip porcelain floor tiles and the hallway's ceiling panelling. Its standout feature is a corner-sited wood-burning stove, whose prodigious heat output enables it to cook food in a purpose-designed recess.



THIS EXPANSIVE COTTAGE FEATURES A CONTEMPORARY AND HIGH-SPEC INTERIOR, WHILE ITS LARGE GARDENS ARE BORDERED BY TRANQUIL RENFREWSHIRE COUNTRYSIDE



The dining room is positioned on an open-plan basis to a quite remarkable kitchen. Commissioned by the current owners and supplied by Moben, this L-shaped apartment has been fitted with lengthy banks of quality cabinetry, illuminated by pelmet lights and centred on a Britannia double range cooker below an outsized extractor hood. A dishwasher, washer-dryer and microwave oven are among the kitchen's other integrated appliances, while around the corner in an adjoining (albeit distinct) utility area, a Samsung American-style fridge freezer is available subject to negotiation.



At the utility area's far end, a door opens out into a side garden, with 20 tonnes of multi-coloured stones wrapping around this property's exterior and also preceding a detached garage with an unexpected feature at its far end. Three sizeable dog kennels have been constructed in a plumbed, powered and lit garage addendum, and each kennel has its own outdoor run alongside a principal internal pen. Not to be outdone, a second outbuilding offers potential to serve as anything from a storage room to its current incarnation as a home gym, and there's also an external boiler house worth noting, along with a large chicken coop.

garden's fantastic, and yet surprisingly it's not a lot of work to maintain. We love the lounge as well, because it almost feels like you're outside or in a conservatory, and in summer you can just leave the doors open and wander in and out. It really works as a family home, and it's very family oriented."

The gardens are delightful in all weathers, with a huge lawn allowing children to play out on sunny days, and a covered patio area for al fresco dining in less clement conditions. A compact orchard contains a variety of fruit trees beside a vegetable plot, and the aforementioned stones have been fashioned into a parking area suitable for several cars in the front grounds. It was this outdoor space that convinced the Cottage's current owners to buy it, as Debbie Ferry points out: "We were impressed by the setting, and particularly so when we came to the house and saw where it is. The

The sheer amount of accommodation on offer was another persuasive factor when Debbie and Martin first viewed this property, and that sentiment is particularly true upstairs, where a walk-in boiler cupboard and a part-floored loft (complete with drop-down Ramsay ladder) are joined by three upper bedrooms. Two of these are mirror-images of each other, extending beyond 18 feet in length and picked out with pastel décor and soft

carpets. Even bedroom three is a generously proportioned double apartment capable of accommodating king-sized furniture, and this level is completed with an opulent four-piece family bathroom. Notable attributes in here include a double-sized walk-in shower cubicle with a large rose, a cabinet-mounted sink unit, a chrome ladder radiator and porcelain tiling across every surface. It's yet another recent refit, and a classic illustration of how St Brydes Cottage has been brought bang up to date with well-chosen and well-specified additions.



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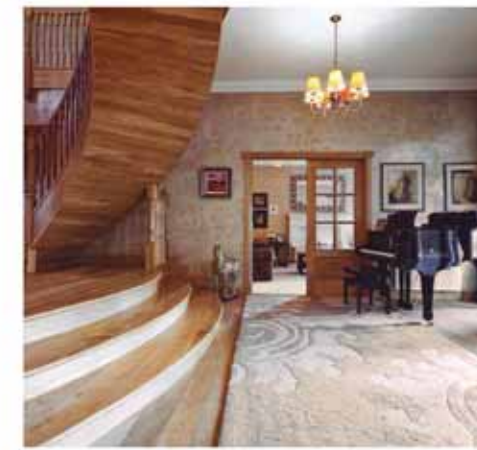
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Words of wisdom from the early 1990's

WE HAVE LOTS OF EMOTION "BUILT IN" TO OUR HOUSE. MAYBE WE RENOVATED IT, OR WE RAISED OUR FAMILY THERE. OUR HOME IS OUR "SPECIAL" PLACE. HOWEVER, WHEN IT'S TIME TO SELL, DON'T LET EMOTION TAKE OVER.

Many sellers don't understand that overpricing can actually result in you getting LESS for your house than if you had priced it correctly in the first place. Knowledgeable buyers often won't bid or choose to view an overpriced home. By the time you

realise this and reduce the price to where it should have been priced in the first place, many of your best prospects will have bought another house. This decreases demand for your now properly priced home! The problem is exacerbated if you placed your

home on the market in the spring, and it sits through the summer on the market "overpriced" throughout the summer.

Buyers become suspicious that something is wrong with your property if it doesn't sell relatively

Buyers become suspicious that something is wrong with your property if it doesn't sell relatively soon after it went on the market. It's important to market it right the day you put it on the market!



soon after it went on the market. It's important to market it right the day you put it on the market!

The Dangers of not "preparing your home" for sale!
The old fashioned 'Kerb' appeal is everything! You can take two identical homes next door to each other, both for sale. The first home is cluttered and the gardens have tall grass and weeds. The inside is fairly cluttered as well, and the walls could use a coat of paint. On the other hand, the owners of the home next door paid for a gardener to cut the grass, trim the shrubs and clear the gutters. Inside, they added a fresh coat of paint and cleared up

all the clutter. Again, the two homes are identical. Both owners paid the same amount for the same house. Guess which home is going to sell first?

Don't be lazy. A few days of labour and minimal investment can make the difference between your house sitting on the market and it selling. Cosmetic appeal is essential!

Finally...

Don't appear over eager when you are showing people round your house. If you appear too eager or too anxious to make a deal, buyers may become suspicious. Worse,

they may lower the offer because they think you're desperate to sell your home. Stay cool! Also, don't appear too rigid. In this market, you have to want to sell and therefore listen to your buyers.

You probably have a lot of emotion invested in the house, which can certainly get in the way of effective negotiations. The best thing you can do.... TRUST your estate agent!

....and still applies today!

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