

PHILIP JAMES

WE'VE GOT IT COVERED

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The NV Buildings, Salford Quays.



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*Manchester, We've got It Covered*



# Introducing Philip James Partnership

Philip James is one of Greater Manchester's **largest** independent chains of **estate agents**. This year we will sell **£280 million** and manage over **£410 million** of property. Whilst maintaining our impeccable reputation, the Philip James team work hard to fulfil the exacting standards set, always going above and beyond clients' expectations to provide a first-class service.

## HISTORY

Philip James was taken over by Philip Nolan in 2003 with a vision to transform the business from a small branch agency to Manchester's largest independent chain. Over the past decade, Philip James has expanded into Manchester's most popular residential areas including Didsbury, City Centre, Withington, Heaton Moor and the surrounding areas.

After expanding across Central and South Manchester, we have opened a new purpose-built office in the affluent area of West Didsbury, further enhancing our lettings and property management options.

Our team now consists of over 65 property professionals, including some of the industry's most experienced and respected people. Alongside our top performing sales-directors we employ expert accountants, financial advisors, investment buyers, marketing specialists and property management consultants.



Our new state-of-the-art office in West Didsbury.

## PROFESSIONAL BODIES.

As the leading independent agency in Manchester, Philip James is a member of the most prominent professional bodies within the industry, including ARLA (The Association of Residential Lettings Agents), NAEA (The National Association of Estate Agents) and The Property Ombudsman. All professional bodies require agents to meet very high standards in professionalism and customer service, giving clients the confidence that we work in their best interests and are a secure business.



“  
Our experience is vital in making sure every single sales process runs smoothly from initial instruction to final completion.”

Philip Nolan, CEO

“  
Our sales success is down to the **quality** and **experience** of all our staff, from our directors through to our receptionists. We insist on in-depth local knowledge, **successful sales** records and high-end face-to-face customer relations.”

Philip Nolan, CEO



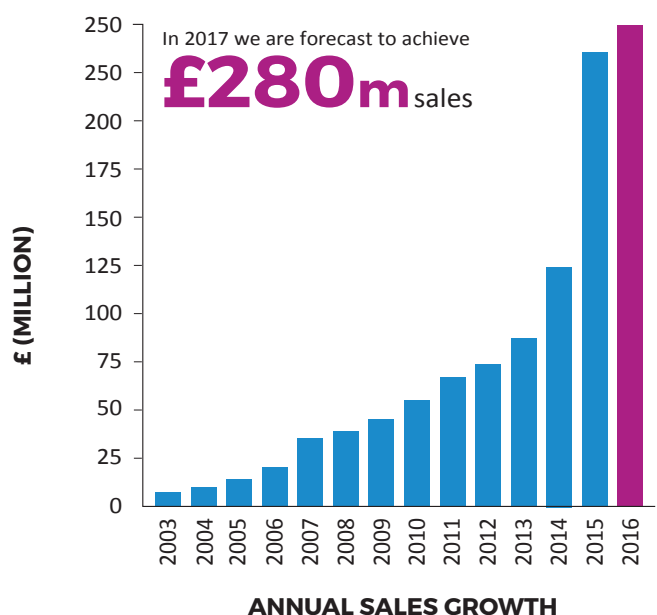
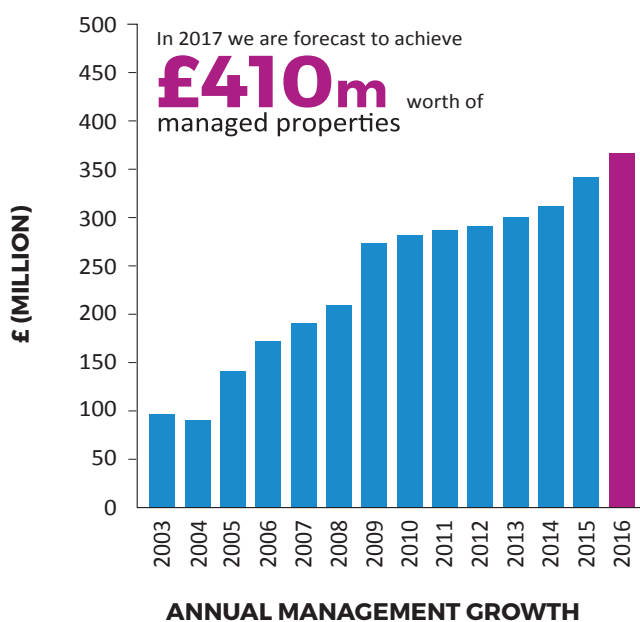


## PHILIP NOLAN CEO

Philip trained as a chartered accountant in Dublin. His first appointment was financial director of International Translation and Publishing, an international IT company. He helped expand the company into 15 new countries, increasing turnover to over £20 million before facilitating the sale to an investment house in 1999. At the turn of the millennium, Philip moved into property with the purchase of a Manchester property portfolio.

He realised there was an opportunity to create a professional independent estate agency that married traditional values with modern technology. Philip's personal and corporate integrity means he has always understood the value of his staff and has made this a core foundation for the future growth of Philip James.

## WE'RE A GROWING BUSINESS.





# Welcome to Philip James Manchester

Philip James Manchester is **the No.1 sales and letting agency** in Manchester city centre. Our **dedicated** and **experienced** team will fully manage your sale or let, from initial sign up and marketing, to accompanied viewings and contract exchange, we will **handle every aspect** of your sale, quickly and stress-free.

We are the city centre agent that offers **unrivalled customer service** and work hard to acquire the **best possible price** for our clients' property. We only employ the industry's best-performing staff and under Managing Director Rob Cuffe's leadership, we have achieved at least **99%** of asking prices on properties we have sold. We furthermore managed over **£147 million** of property across the city centre and Salford Quays area through 2016.

## LOCATION, LOCATION, LOCATION

At Philip James we understand the need for the right location when it comes to selling or letting property. Our City Centre office is located on the corner of Deansgate and next to Beetham Tower. This allows us to showcase all our properties in our state of art LED window displays 24 hours a day. With constant passing city centre traffic and 1000's of commuters coming from Deansgate and Oxford Road train station our clients can rest assure that their property will be seen in our windows.



Philip James Manchester Office.

“

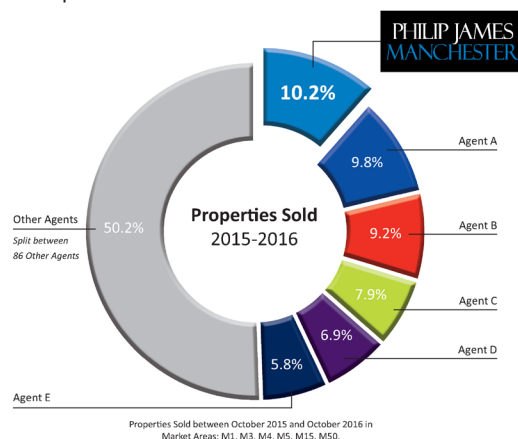
We've just celebrated another **successful** year in our city centre branch, sales are going from **strength to strength** in this increasingly buoyant market.

”

Rob Cuffe, Managing Director

## WE'RE NUMBER ONE

- 99% of asking prices achieved in 2016
- Viewings 7 days a week, including late night viewings to suit our client's needs
- All viewings accompanied by a member of the Philip James team
- Large team dedicated to Sales and Lettings
- ARLA qualified staff







## **ROB CUFFE, MANAGING DIRECTOR**

For the past 18 years, Rob has been selling and letting properties within the City Centre and Salford Quays area; property really is his passion. Driving a dedicated team from the city centre office, Rob's team provides excellent customer service whilst achieving the best possible price in the shortest timeframe.

Since becoming Managing Director at Philip James, Rob's passion and drive for property is pushing the business forward. Not only has Rob enhanced sales and lettings performance across the branch network, but made key improvements in our Property Management service. Building solid foundations with the regions biggest property developers, Rob has personally managed and delivered some of Philip James' most prestigious property development projects.

### **CONTACT US**

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## **WHY USE PHILIP JAMES MANCHESTER TO SELL OR LET YOUR PROPERTY.**

### **WE GET MAXIMUM EXPOSURE FOR YOUR PROPERTY**

We ensure your property is seen by thousands of people each week. We go above and beyond to make sure our properties are seen on all leading property portals: we invest heavily each year in additional products on Rightmove and Zoopla, as well as SEO to give our clients the peace of mind that anyone looking for a property will come to us. At Philip James we don't leave anything to chance; we combine modern technology with traditional estate agency methods to ensure your property is sold in the quickest possible time at the best price.



**OF ASKING  
PRICES AGREED  
IN 2016**



# Welcome to Philip James Kennedy

Philip James Kennedy is the area's **leading independent estate agency** specialising in Didsbury and West Didsbury villages. Centrally located in a **prestigious** corner position on Didsbury village's main high street, this **state-of-the-art** office boasts six picture windows showcasing our fine portfolio of properties for sale and let.

This year we **managed £99 million** of property across the area and have a **proven track record** of achieving the **highest prices** within the shortest time frame. As the leading independent agent in Didsbury, Philip James build many resident chains for clients wanting to move locally, making it easier for all owners to move to their next home. You'll find more people instructing Philip James Kennedy to sell their Didsbury home than any of our competitors.

## WHY YOU SHOULD SELL WITH PHILIP JAMES KENNEDY

When it comes to selling and marketing your property, we're the market leaders and always stay one step ahead of the competition.

As an affluent and aspirational marketplace, many of Philip James' new marketing tools were pioneered in the Didsbury branch. We successfully introduced concepts such as moving video tours, halo framed window displays, and aerial architectural views with drone imaging to name just a few. We still undertake the standard estate agency marketing practices of newspaper advertising, online presence through our website and aggregators including rightmove, zoopla and primelocation.com and For Sale boards but we want to get your property in front of the right people. Our Didsbury team really know what makes the difference; they're dedicated and work hard to sell our clients property quickly and at their asking price.

At Philip James Kennedy, we're always pushing new and innovative ways to market our clients' properties. We are proud to be the first Estate Agency in Didsbury to offer bespoke video walk through to make your property stand out from the competition. Our tailored moving film in high definition will create a new format for buyers to experience your property prior to viewing it.



“

We have the reputation of Didsbury's most innovative, hard-working estate agent. Our portfolio includes the most sort-after properties in this individual and fast-moving market

”

Rob Kennedy, Managing Director

## WE SELL YOUR PROPERTY FASTER THAN OUR COMPETITORS

Centrally located in a prestigious corner position, the state of the art office boasts six picture windows showcasing our fine portfolio of properties for sale with halo backlighting to maximise the impact. The office has been recently enlarged and totally refurbished to create a state of the art marketplace to sell and buy from our large portfolio of residential property.





## ROB KENNEDY, MANAGING DIRECTOR

Living locally in Didsbury, Rob understands the requirements and challenges this fast-moving market demands. Graduating from Newcastle University, Rob has embarked on a highly rewarding property retail career. Since moving to Philip James, Rob has established his own hugely successful estate agency under Philip James Kennedy. Now a shareholder and Managing Director of the Philip James Group, Rob shares his extensive knowledge and expertise across the business.

### CONTACT US

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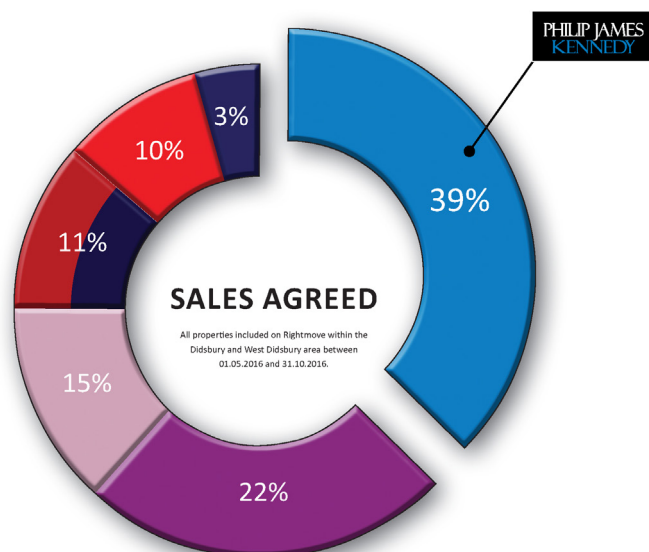
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## WE KNOW OUR CLIENTS AND WHAT THEY WANT

Moving within Didsbury and West Didsbury has become increasingly sophisticated with many clients knowing that they can sell relatively quickly so only going to market when they see a property they want to move to. As an agent we build many Didsbury and West Didsbury resident chains for clients wanting to move locally. As the leading agent for more prestigious homes, this generates many highly sought after properties in the mid and lower price brackets.

## WE SELL MORE PROPERTY THAN ANYONE ELSE





# Welcome to Philip James Property Investment

With a specialist investment team, Philip James is the first choice for any investor looking to buy property for a substantial return. With over 2,000 holdings on our books, we have extensive and thorough knowledge of the estate we manage, let and sell, advising our Buy-to-Let investors what is suitable for their portfolios.

## WHY CHOOSE PHILIP JAMES?

As the leading independent estate and letting agency in Manchester, we're experts in property and give our Buy-To-Let investors unbiased, first-hand knowledge of any buildings on our books. With five branches and two area managers, we cover over 2,000 holdings across Manchester and manage over £410 million of property. We know the history of our estate, where any Buy-To-Let opportunities may lie and give our investors the first opportunity to purchase. Our specialist team will guide you every step of the way to making your investment, we can even manage your property to maximise returns.

## YOUR PERSONAL BUY-TO-LET ADVISOR

Philip Nolan, Philip James' CEO is a property portfolio investor and expects exacting standards on all of his buy-to-let transactions. So at Philip James, we deliver an exceptional, dedicated service for every buy-to-let purchaser. Following an initial discussion, your advisor will evaluate our range of properties; make suggestions based on your requirements and which properties will provide the greatest return on your investment. Once your requirements are agreed, we will handle the complete transaction, from sourcing properties and accompanying you on viewings to offer negotiations and legal completions. For investors looking for fully managed properties or companies looking for portfolio expansion, our free premium service will regularly keep in contact, offering you exclusive first opportunities on potential, high yielding property within your investment and return target range.

## OUR SPECIALISED TEAM WILL MANAGE EVERYTHING FOR YOU

Whether you are a first time buy-to-let investor or have a large portfolio, the team at Philip James will guide you every step of the way. Having successfully sold over 900 properties across Manchester in 2016, we have the ability and expertise to source a diverse range of options to suit all buy-to-let investors, from small studio apartments to large Victorian student buildings. All of our properties are high quality and exchange close to market value, giving our investors confidence that no expensive maintenance or development costs will be required. If you decide to cash in on your investment, you can be confident that we will get close to full market value for your property. We count on our reputation for selling high quality products.



“We sell and manage over **£690 million** of property every year, that's why we're the **number one** choice for investors”

Marc Cox, New Business Manager







### **MARC COX, NEW BUSINESS MANAGER**

Marc joined Philip James in 2015 having built solid foundations with landlords over the previous six years in the industry. Growing up in the region, Marc has always been heavily involved in the areas he works and now is the single point of contact for any Landlord or buy-to-let investor.

### **AZIM KOURAH, PROPERTY INVESTMENT MANAGER**

Having joined Philip James in 2014, Azim has brought a wealth of knowledge in property and lettings. Working within the industry over the last 10 years, Azim has forged strong links with property investors and offers a be-spoke service aimed at maximizing returns and building property portfolios across Greater Manchester.

### **HARRY PETTENER NEW BUSINESS EXECUTIVE**

Harry joined Philip James in 2014 as a talented lettings consultant having excelled in the property industry for the previous four years. Now part of our dedicated new business team, Harry's extensive knowledge and experience of lettings and investments in central Manchester and Salford Quays provides landlords with a first-rate service and local property insight.

## **PROPERTY INVESTMENT TESTIMONIAL**

#### **CLIENT:**

Mr. & Mrs. Durkin.

#### **PURCHASE PRICE:**

£100,000

#### **PURCHASE DATE:**

24.03.2016

#### **RENT ACHIEVED:**

£595pcm

#### **YIELD:**

7% (estimated over 12 month period)

“

We felt that due to the current market with regards to savings and pensions, our best option for financial security was with the buy to let market.

As we live in Sussex, we were unsure where to invest or how the rental market was in Manchester. Philip James looked after us, organised everything from selecting potential properties, assisted with viewing, surveyors, decorators, cleaners and then vetted the prospective tenants.

From our offer being accepted to tenants signing contracts was less than 2 months. Due to the ease of the process, investment return and the professionalism of all the staff at Phillip James, we are in the process of purchasing our second property in the area.

Mr & Mrs Durkin

”



# Welcome to Philip James Property Management

Philip James Property Management provides a **first class service** to landlords, aiming to exceed their expectations at every turn. We ensure your life as a landlord is **simpler** and **less stressful**, allowing you to enjoy your investment. We manage over **£410 million** worth of property and work hard to ensure these are well maintained by both landlords and tenants. Our **experienced** and **dedicated** property management team are always happy to assist and advise you on all of your management needs.

## OUR PROPERTY MANAGEMENT SERVICES

### MAINTENANCE

Our highly skilled maintenance team, along with our approved and fully qualified contractors will fully manage your property's maintenance and repair requirements. With a wealth of experience and dedication, our maintenance team ensures that you and your tenants are in safe hands and your property is fully legal through the entirety of your agreement with us.

### INCREASING LANDLORD'S YIELDS

One of the main reasons a landlord purchases a property is to provide a good return on their investment. We work hard for our landlords, maximising the rental value of your property and market hard to ensure your property is tenanted quickly. Our tenancy renewals team work closely with our letting and valuation teams to maximise the yield and rental value on all properties. We're the re-sign experts, proactive in securing new tenancy to avoid long empty periods. We contact existing tenants a minimum of six weeks prior to the end of their contract that allows us time to re-market and fill your property with no break in rental return. An occupied property is a profitable property.

### RENT COLLECTIONS

With our credit control team, we work hard to ensure all tenants pay their rent fully and on time. If payment hasn't been received, our credit control team will contact the tenants directly and will take further legal action if required. We will prepare all legal paperwork on your behalf and issue relevant notice period for tenants as per the legal requirements. We're backed by an experienced property legal team, who have a fantastic track record of arrears collection.



“We manage over **£410 million** of rented property across Manchester, making our landlords' lives easier and more profitable”

## PROPERTY INSPECTIONS

All properties managed by Philip James are regularly inspected to ensure tenants and landlords are meeting our high standards. By regularly visiting the properties, we reduce the amount of routine maintenance that maybe required, enabling landlords to save money whilst keeping tenants happy. Before any tenant moves in, we carryout an in-depth inventory on the property, always with photographic evidence; This ensures we know the exact standard the property is let in and coupled with our full move-out document alleviates any conflicts with tenants further down the line.





## PROPERTY MANAGEMENT WITH PHILIP JAMES

Nobody manages property better than Philip James. We look after and manage over £410 million of rented property across the Greater Manchester area, making our landlords' lives easier, increasing yields and looking after their investment. Our brand new, purpose built offices in West Didsbury are home to our 35 property management experts, all dedicated to providing a first class service to our customers.

### CONTACT US

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# Welcome to Philip James Property Development

Manchester is in the midst of a building boom; it's one of the fastest growing cities in the UK. At least a dozen 30 floor plus skyscrapers, more than 10,000 apartments, art venues, hotels and thousands of new office spaces are currently in development across the city. As the **leading independent property agent**, we are perfectly placed to offer local insight, advice and management to assist property developers with Manchester's property market.

With the influx of investment, creation of new jobs and more places to live, now is the ideal time to kick-start your property development and we can help. At Philip James, we offer personally tailored solutions to a huge range of investors, international banks, pension funds and estate managers. Collectively we sell, let and manage over £690 million of property across Manchester every year, and as the leading independent property agent, we're always first choice to sell or manage residential developments.

Whether your property is a niche collection of town houses or a multi-million pound apartment block, backed by our branch network, we can manage, sell or let your property fast and at the right price.

## OUR PROPERTY DEVELOPMENT SERVICES.

### WE SELL

Philip James is Manchester's leading independent estate and lettings agents, specialising in large-scale multi-million pound developments. With our strong business links to investors and backed by the hardest working sales team, we can sell your property development at the best price and within the shortest turnaround time. We can also assist our clients with any marketing, financial projections and long-term strategies to maximise the return on your development.

### WE LET

As the No.1 letting agent within Manchester, we will let your property faster and with less hassle. Our branch network currently let over 2,000 properties a year and at the right asking price, maximising your rental return. Showcasing and marketing rental property in the right way will make the difference to attracting the right type of tenant. We provide market-leading tools to promote your properties from our halo window displays to investing heavily on property portals, ensuring the right people view your property investment.

### WE REFURBISH

One of the most exciting areas of our work includes the refurbishment of challenging developments. The last 10-years have been difficult for the construction industry and we've been employed to turn around

“

With the building boom in Manchester, now is the perfect time to start your property development.

”

Rob Cuffe - Managing Director



stalled and neglected schemes, from abandoned city warehouses to tired apartment blocks.

### WE MANAGE

Property Management is one of the core elements to the success of Philip James. We have a dedicated office in West Didsbury that homes our property management specialists. Our managed estate ranges from individual landlords to large corporate clients and complete developments, providing maintenance and tenant support.





## THE PHILIP JAMES DEVELOPMENT TEAM

Our development team are all directors of the company and are amongst the most experienced property experts. Between them they've personally been involved in large multi-million pound property developments, delivering high profit margins for their clients.

### CONTACT US

**Philip Nolan,**  
Chief Executive Officer

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**Rob Cuffe,**  
Managing Director

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**Rob Kennedy,**  
Managing Director

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## PHILIP JAMES DEVELOPMENT PROJECTS

Over the last 18 months, Philip James has been instructed to develop and manage some of Greater Manchester's most prominent apartment blocks. Valued at over £9 million & covering some 200 new homes, Philip James' development projects have included large residential sites of 70 plus apartments to smaller local projects under 10 dwellings. Our property development projects delivered regular high yields and profits for our clients.



Property development is one of the most exciting areas of work. We've been employed to turn around projects, advise on market rents, improving yields, maintenance, decoration, seasonal trends and the best time to rent or sell.



**Philip Nolan, CEO**



# Philip James Development Projects

As one of the leading property management companies in Manchester, Philip James has worked with high-profile developers and investors to deliver profitable projects. Our extensive knowledge and expertise in property development, coupled with Philip James’ branch network allows us to effectively handle everything from selling or letting your new properties to fully managing and maintaining them for investors, ensuring they return a profitable yield.

## INVESTOR ONE

### DEVELOPMENT:

Wilbraham Court One and Court Two

1



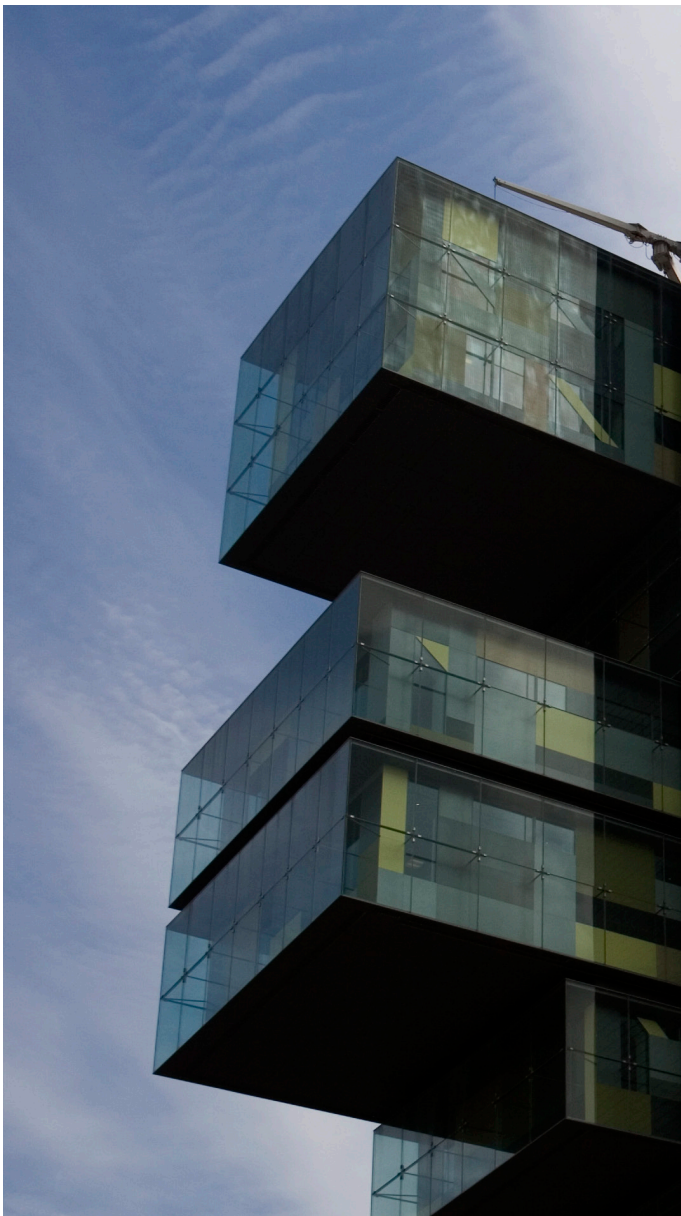
SIZE: 74 Apartments

Wilbraham Court One and Court Two, based near Fallowfield, Manchester offers comfortable and good quality accommodation to its residents.

This development features off-road parking and is finished to the highest standard. Since completion, Wilbraham Court has enjoyed a 100% occupancy level, delivering rental income of between £525pcm to £1100pcm for our clients.



Wilbraham Court One and Court Two, Fallowfield



### PHILIP JAMES’ ROLE

Philip James was instructed to sell Wilbraham Court One and Two by the developer. We acquired an investor from Saudi Arabia who purchased both properties and completed within 3 months. We advised the new clients fully on the purchase including Tax and legal procedures and arranged meetings in Saudi Arabia to finalise the sale. On completion, Philip James was instructed to fully manage the properties on our clients’ behalf, complete with fully furnishing the 74 apartments. The apartments were fully let within six weeks and provide a great return on the investment.

### FUTURE PLANS

Following the successful purchase and management of Wilbraham Court One and Two, our clients are already looking at their next projects with another large housing development in discussion.





## INVESTOR TWO

### DEVELOPMENT:

Constable House and Market House, Denton, Stockport.

2



**SIZE:** 26 Apartments

Constable House is an ex Police Station that has now been converted into a number of studio, one and two bedroom apartments. Located on the main commuter route, Stockport Road, local amenities are easily accessible by foot and residents can explore the area with good public transport links to Manchester and Stockport.

This development is home to 26 apartments in the area of Denton, near Stockport. The developments are finished to a very high standard and are proving to be very popular as a value for money alternative to the higher priced apartments in Manchester city centre.

Market House, located adjacent to Constable House and just a short walk from Victoria Park is home to eight apartments, again finished to the highest standard. This development project is earning our clients a rental income of between £400pcm to £550pcm and proving very popular with residents.

### PHILIP JAMES' ROLE

After being instructed by the developers to sell the property, Philip James sold the development to a single investor. The exchange took just 14 days and the sale was completed quickly within four weeks.

Following the successful transaction, our client requested we fully manage the property on their behalf. As the majority of the property was already tenanted, we handled all the contractual changes for the new owners and currently manage a 100% occupancy level.



# Philip James Development Projects

## DEVELOPMENT:

Calvary Court, Stockport.

2



SIZE: 15 Apartments

The second development undertaken by our clients was Calvary Court. This project was completed in 2016 and now home to 15 new apartments. Based on Bloom Street, located at the heart of Edgeley, this development is a short walk from local schools, amenities and Edgeley Shopping Centre. Stockport rail station is a short distance away, which is based on the mainline, offering quick, regular links to Manchester Piccadilly and further afield including London Euston. With a range of studio, one and two bedroom apartments, this newer build property is returning a rental income of between £500pcm to £700pcm.

## PHILIP JAMES' ROLE

This is the second investment project for our clients, following the successful purchase and management of Constable House and Market House. The exchange and completion of the sale took just 24 day. We fully manage the property and the profitable Calvary Court runs at 100% occupancy level.

## INVESTOR THREE

## DEVELOPMENT:

Ladybarn Road, Fallowfield, Manchester.

3



SIZE: 15 Apartments

Located in the centre of Fallowfield, the Ladybarn Road development is home to 15 high quality apartments. Fallowfield is at the heart of Manchester student life with a number of bars, fast food restaurants and sporting facilities nearby.

## PHILIP JAMES' ROLE

Instructed to sell the development to investors, we quickly arranged the sale to a single investor, exchange and completing within two months. Following the sale, we fully manage the property for our clients, ensuring 100% occupancy rates for this very popular site.



## DEVELOPMENT:

The Pines, Disley, Manchester.

3



SIZE: 11 Apartments

Located in the popular village of Disley, on the edge of Lyme Park, Cheshire, The Pines is a stunning contemporary development, consisting of 11, two bedroom apartments, finished to an exceptional standard.

## PHILIP JAMES' ROLE

This transaction was exchanged and completed very quickly, with Philip James managing the full sale process. We currently let and manage the property, with 100% occupancy levels and our clients generating over £95k in rental income per annum.





## INVESTOR FOUR

### DEVELOPMENT:

The Riley Building, Manchester City Centre.

4



**SIZE:** 56 Apartments

Situated within a natural waterside setting alongside the River Irwell, The Riley Building is a mixture of owner and investor properties. This 56-apartment property consists of 1, 2 and 3 bedroom dwellings with 24-hour concierge and a central landscape courtyard.

The Riley Building offers luxurious, high-spec properties close to Manchester City Centre and with good commuter links to the wider area.

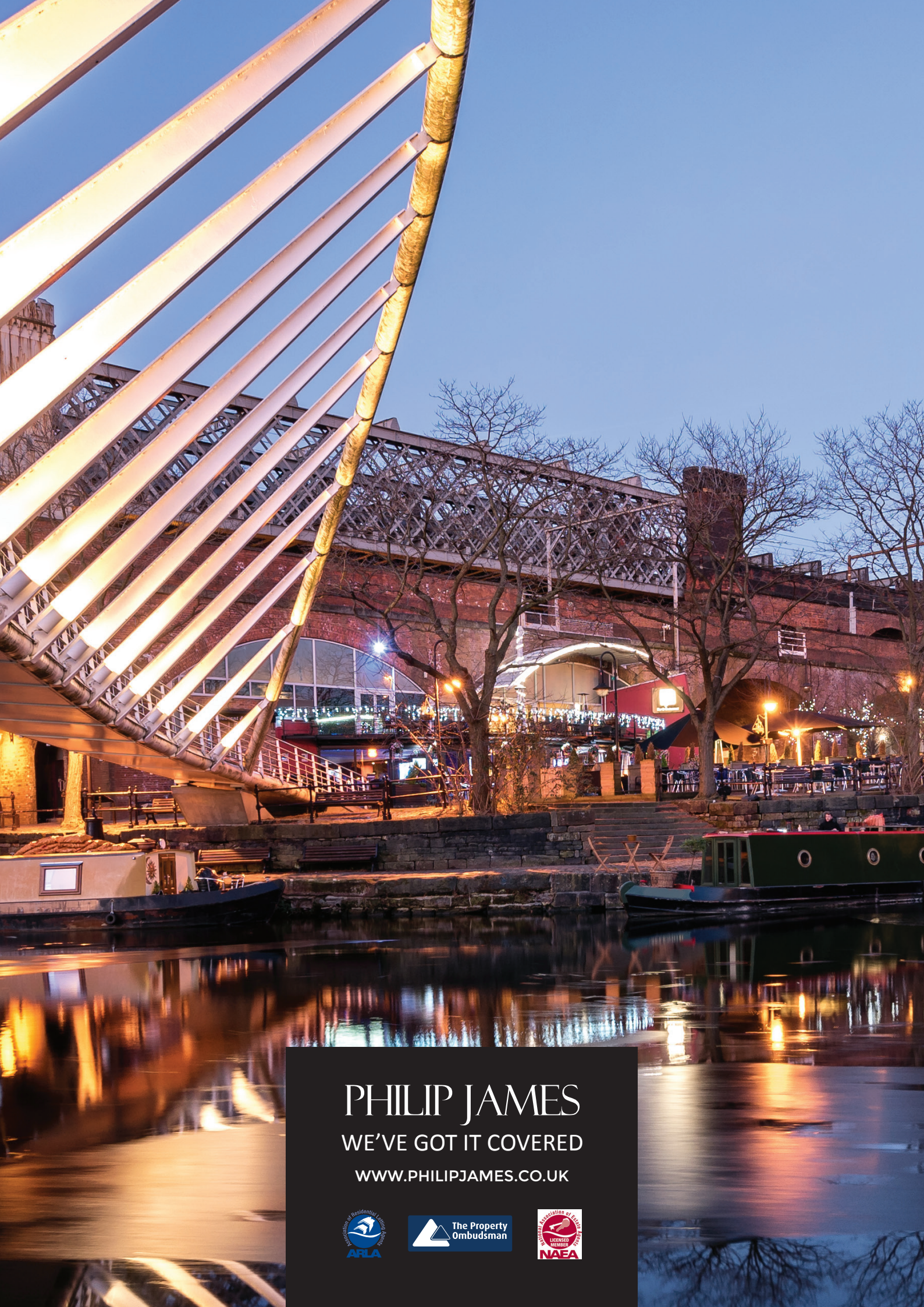
### PHILIP JAMES' ROLE

We were instructed by the developers to sell the apartments once the project was completed. Due to the quality of the development and the Philip James sales team, the complete property was sold in quick time to individual investors at market value. Philip James currently manages many of the properties for our investors who are enjoying a 7% return on their investment with 100% occupancy levels.



The Riley Building, Manchester City Centre / Salford Border.





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