

Inc.

DISCOVER A NEW LEVEL OF SERVICE



LAND & NEW HOMES
RESIDENTIAL SALES
HOMESEARCH

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Can't praise Chris highly
enough, he's sold my
houses, found me my
present perfect home,
answered endless
enquiries, kept me sane,
made me laugh , stopped
me from crying!

ANNIE KING



Inc.

Better Together

Born in August 2020, CS inc. Land & New Homes and Property Consultancy services are based upon one simple principle, that we are all better together.

With over a quarter of a century of property industry experience, owner Chris Stephens formed a strong opinion that more can and should be done to better the entire property sales, land and new homes and buying experience, firmly believing that there is an opportunity in the Sussex area to do things better, to work with clients and help them realise the true potential of every sale, investment or project

By combining years of collective experience, market expertise and knowledge, our amazing partnership with Coast & Country Real Estate aims to deliver an outstanding experience breaching the barriers between land and new homes and modern estate agency in a constantly changing and challenging marketplace.

Sharing knowledge and working together forms the backbone of every aspect of CS inc. including supporting other likeminded estate agencies in a variety of areas, including marketing, management, training and mentoring via Agency Assist.

Independent Consultancy Services

Land & New Homes

- Land and development appraisal
- Land acquisition and disposal
- Development marketing and new homes sales using the latest in forward thinking methods, including virtual staging and development fly through footage.
- Pricing, market research, appeal, and plot to plot analysis consultancy services
- Professional services, such as planning and architecture via our local resources
- Access to specialist surveying firms, new build warranty providers, part exchange & funding brokers

Residential Property Sales

- Bespoke, personal home selling service
- Home search agent
- Mortgage & financial advice
- Access to Part Exchange services

HomeSearch

- Personal buying agent service
- Off market buying opportunities
- Connections with a number of local agents
- Constant property portal monitoring

A love and life for property...

In 1995 I started my journey in property, a mere spotty faced teen on work experience at GA Property Services, wearing to brighter coloured shirt, unworldly wise and without a clue that years later I would have the privilege of being recognised as one of the areas most experienced property experts, spending a career spanning over two decades in residential sales, letting, property management, land and new homes and doing so with some of the most wonderful people, honest, bright and often cheeky characters that the industry has to boast and all in one of the most beautiful places in the UK.

Fast approaching middle-aged life, and with a wonderful family in support, I love nothing more than helping my clients, young and old, and at any stage of their property journey, with whatever they need to make things as stress free as possible, it is, to me, all about my clients, their wants, needs and talking through their unique experiences, fears and problems... after all, no two moves are ever the same!

I am blessed to live in the stunning seaside town of Worthing, where my consultancy service is now based, and I am deeply passionate about the communities that I live in, and serve in, in equal measure...

Chris Stephens - Director



Land & new homes consultancy based around you...

Buying a New Home in Worthing and throughout the wider West Sussex area has never seen such popularity.

The ongoing Government Help to Buy Scheme makes owning a brand new home more attractive and much easier, especially for First Time Buyers along the South Coast where national house builders such as Redrow, Barratt, CALA and Taylor Wimpey, to name just a few, have reshaped our towns, cities and villages.

Further Government incentives have aided small to medium size developers and building firms increase their own output of new homes, creating some outstanding Bespoke New Developments along the way.

At CS inc. we've had years of experience in the residential property sector, aiding in the delivery of a number of quality developments from the early days of pricing and acquisition, through to the delivery, marketing and sales of the finished project. We recognise that no two developments are the same, nor are the requirements of our clients and tailor make our service around the size of the project, the wants and needs of the client and, most importantly, with the firm goal of maximising our clients investment at all times.

Land assessment, pricing and disposal also feature in our range of consultancy services, so if you're a land owner looking to sell your land, you can rest assured we will be with you every step of the way, From initial planning advice to negotiating the best price for your property, providing guidance on the best way to sell, be it by option, or promotion, or otherwise and with a range of partner firms including architects and planners coupled with a large database of trusted developers, CS inc. have all experience and right connections to ensure your success.

Our range of services include:

- Land and development appraisal
- Land acquisition and disposal
- Development marketing and new homes sales using the latest in forward thinking methods, including virtual staging and development fly through footage.
- Pricing, market research, appeal, and plot to plot analysis consultancy services
- Professional services, such as planning and architecture via our local resources
- Access to specialist surveying firms, new build warranty providers, part exchange & funding brokers

* Advice provided using market research on opinion only

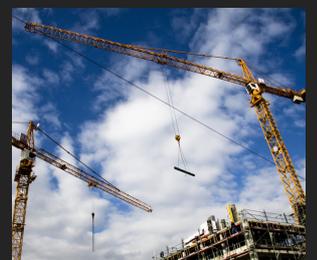
Starting early

It's best to start at the beginning... and that is exactly where we want to be!

Getting to know you, your wants and needs at the earliest possible stage will really help to build the foundations of our ongoing business, and don't forget, some planning applications can take two years or more!

It is also vital to the success of any development to get advice and guidance early on, plot to plot analysis when pricing and reviewing plans can have a huge impact on the end GDV (Gross Development Value) and you'll be surprised what a few small tweaks here and there can have!

To talk to us in complete confidence about your land, development or requirements, just get in touch, we'd love to hear from you!



CS Inc were instructed by Redrow Homes to provide a market research report covering new build developments and resales across Angmering, East Preston and Kingston. The report was submitted in advance of the deadline and was produced to a quality standard with suitable comparable evidence to support our proposal for residential development. CS Inc were professional throughout and provided a great level of service.

WILLIAM TEMPLE - REDROW HOMES

COAST & COUNTRY

REAL ESTATE



Introducing Coast & Country Real Estate, a bespoke and personal home selling service

The void between estate agent and home seller has always been apparent in the industry, it remains painfully obvious that the modern home owner expects more from their agent, and that this expectation of service is promised, but seldom delivered.

In June 2021 Chris formed a new and exciting partnership with Phil Cole and Chris Trott at Coast & Country Real Estate. Together we've spent decades looking at what our clients want when selling a home in Worthing or the wider West Sussex area. We understand that not only is your home the biggest investment you have, but, it is where all of the emotions are, it is, your home, packed with memories.

We do not work like your normal estate agent, purposely setting out to list only a manageable amount of properties for sale to ensure the best possible service standards are maintained at all times.

Our service standard is our promise to you.

- COVID 19 measures in place as required
- Free, no obligation one to one meeting
- Accurate, researched and innovative pricing
- Professional photography, virtual video tours and floorplans as standard
- Beautifully worded, bespoke property particulars designed around every property
- Attractive on line image presentation
- Dual local agency website marketing
- National property portal coverage
- 'Paid for' social media campaigns targeted to reach your buyer
- Eye catching For Sale boards
- Accompanied viewings at ALL TIMES
- Constructive feedback within 24 hours of every viewing or sooner
- Weekly market updates, performance reporting and sales progression
- Full buyer qualification including financial checks
- Multi platform contact options including WhatsApp or SMS
- Mortgage & financial advice
- Energy Performance Certificates
- Solicitors & conveyancing
- Specialist Gold Service



Chris Stephens



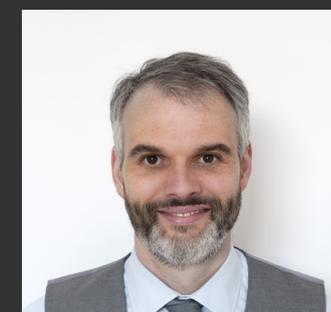
Chris Trott



Phil Cole



Charlie Cole



Sean Smyth

It all starts with a value.

When it comes to ascertaining the value of your home, it is vital to choose an agent that will tell you what you need to hear, not just what you want to hear to gain your instructions.

Overvaluing a home can be disastrous for you as a home seller and, all too often, placing your home on the market for too high a price can result in you selling for less in the long run.

We research our values using a number of methods and use innovative pricing to attract buyers and sell your home at the highest possible value.

I have appointed Chris Stephens to sell four of our properties in the past. We always go back to him because during the buying and selling process he actually listens to you and genuinely cares.

Firstly, he's very knowledgeable of the area and the market. He takes great photos and produces marketing materials with the wow factor. He works tirelessly to get viewings lined up ready for launch day. He cares about prospective buyers, always kind and tries to make a good match.

You'll be pleased with the price you can achieve with Chris's negotiating skills. Throughout the whole process you'll feel reassured and pleased that he regularly liaises with the other agents and solicitors in the chain, then gives you a weekly update.

Highly recommended!

BRIDGETTE BLACKMAN

HomeSearch...

...an introduction

In these busy times, there is no doubting the challenge faced by home buyers across the UK. Properties come and go so quickly, have an apparent unlimited number of buyers lining up to view and, so often, many house hunters experience the heart break of losing their perfect property before they've even had the chance to view.

Factor in the additional stresses of balancing work commitments, childcare or travel arrangements, and then the challenges of progressing the sale if you're lucky enough to land your dream home, with the conveyancing system and agents strained to breaking point, it is understandable that buyers feel a true sense of despair.

HomeSearch, by CS inc. has been designed to fill this gap, by understanding your specific requirements and either assisting you with the search for a home via a network of partner agencies, and portal monitoring, or physically sourcing your ideal home off market, and we won't stop there either, if you wish, we will assist you with negotiations and help to progress your purchase by liaising directly with every agent involved in any chain and solicitors to ensure a speedy conclusion to your purchase.





HomeSearch...

...take a seat and consider your options



Time is money, especially when you're spending endless hours trawling through the vast number of property portals, agents websites, and registering your details, and even if you've done all that, how can you be sure you'll be notified on time about your ideal home, and even when you are, how many times do you think you'll be sent the wrong property!

Estate Agency software and portal alerts are all well and good, but they are limited, what you need is someone who understands your needs down to the smallest of detail, that works with partner agents across the area, and will keep an hourly watch out for your dream home.

HomeSearch has been conceived to do just this, and more. Once we have an understanding of your requirements, we'll get you registered with as many agents as possible and set up property alerts on all major property portals. We will also do everything we can make you an attractive prospective buyer to both seller and agent by lining up your conveyancing, financial arrangements, chain details where applicable, and proof of finance and identification, saving the agent a huge amount of time and making your position stronger from the very outset.

We've got you covered on HomeSearch right up to the point your sale is agreed too, arranging viewings, relaying feedback and even viewing on your behalf if needed. We'll be here to help you understand the agents approach to negotiating, the steps to take and when to take them, and we'll even do the negotiating on your behalf if the agent is happy for us to do so!



Once the hard work is done, the hard work begins!

Progressing your purchase can be extremely stressful, time consuming and worrying.

Right now even the best agents in the land are struggling to keep up with the demands of the sales process, all so often creating delays and, at worst, abortive sales.

'There was one agent that held the chain together'... we hear that often and we want it to be us!!

With a small additional fee payable on completion, we'll find you your perfect home and then pull out all of the stops to get you moved by acting as your agent, liaising with conveyancers, agents, surveyors, brokers and lenders to guide you all the way through to moving day itself!



The true value of HomeSearch comes in our ability to source off market opportunities on your behalf, taking away competition and removing disappointment. We all have that one house that we've always wanted to own after all, that one street that sings of coming home every time we walk down it, and that one location that has been on the bucket list forever.

Off market purchase opportunities are becoming more and more common placed in this buoyant market, but how do you find them?

Knock on every door, leaflet every property, post on every social media group... that takes time, money and a lot of patience!

With just a small financial commitment up front, and a fraction of a normal agency fee on completion, we will set out to find you your perfect property, using a combination of marketing techniques, the latest in home sourcing software, targeted social media advertising and a unique free to sell concept to attract sellers to us, and you won't have to lift a finger!

Better yet, once we're in contact with the sellers, we'll make sure you benefit from the first viewing, even before marketing on the open market is considered, and if you love the home as much as we think you will, we'll help you with negotiations and seeing the whole transaction through to the day you get the keys!

Questions...

We'd love to think you'd like to know more about this unique service and we're here to help you with any questions you have, and to understand which level of HomeSearch you would benefit from the most.

The fees for each level of service are available by request, and we've created a short FAQ document which is available to download from our webpage, just visit csinc.uk and look up our services, or, if you'd prefer, just get in touch by phone on 01903 350350, or email cs@csinc.uk.

We're looking forward to helping you find your dream home...



Our journey starts here...

Every initial consultation we have is completely free of obligation, our initial advice is free, and we hope it is helpful too!

We tailor our services and fees to your individual needs, and in some cases, won't charge you a fee at all!

Why not get in touch and discuss your requirements further in complete confidence.

We look forward to hearing from you.



HomeSearch buying agent

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