

ABOVE & BEYOND

LOCAL KNOWLEDGE • INTERNATIONAL REACH

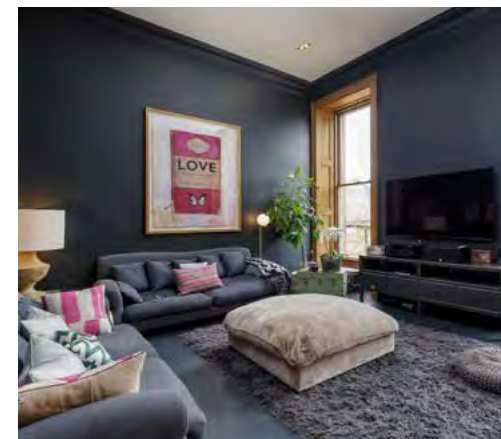


RETTIE

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INTRODUCTION

I'm immensely proud that for almost three decades now, Rettie & Co. have become synonymous with the buying and selling of prime properties in Scotland and the North of England.

Although the market is constantly changing, we are consistently investing in innovation to remain one step ahead and what never alters is our commitment to exceptional customer service and our promise to deliver the best possible results for our clients.

We take our responsibilities seriously and will always put our hands up and be completely honest if we genuinely believe that we can't add value to a potential property transaction.

I hope that you will find this introduction to our services illuminating and that you will give myself and my team the opportunity to assist you in the next step of your own property journey.

SIMON RETTIE FRICS
Managing Director & Founder



EXPERTISE

Whilst our competitors often boast about offices dotted around the globe in places like New York or Moscow, we are unashamedly proud of the fact that we are headquartered in Scotland's capital Edinburgh, with city offices in London, Newcastle and Glasgow. We also have specialist rural offices in St Andrews, Melrose and Berwick upon Tweed.

Being located in the very areas we are transacting within and having teams who've spent their lives living and working in these places, gives us a distinct competitive advantage and enables us to say with integrity that we genuinely do possess 'local knowledge with international reach'.

Overseas buyers don't need a multinational, multidiscipline property company to tell them what is available, when they can contact us directly and find out first hand. After all, an international suite of offices does not create an international pool of buyers.



We appreciate the worth and importance of rigorous research and have the only Scottish dedicated in-house research team, led by the highly regarded Dr John Boyle. The depth of the data that we possess is truly phenomenal and enables us to make informed decisions and recommendations about market trends, property availability and most importantly – what is for sale privately that will never appear in any brochure or via any search engine.

In essence, you could say that we are big enough to cope with global demand, yet small enough to provide a uniquely personal touch.

“The service we received from Rettie & Co. was second-to-none. Our property was sold to a private buyer from the Rettie database before we even marketed it, and the sale was settled within 3 months. We were delighted with the experience and the teams friendly approach.”

SELLER, EDINBURGH

OUR TEAM

The time-served residential property team at Rettie & Co. is without doubt one of the most experienced in the land. Under the careful tutelage of founder Simon Rettie, the proactive dynamism and commitment to personal service that they individually bring to work every day, ensures that many client relationships go right back to our beginnings in 1993.

As a team, we each have our own distinct niche areas of expertise, but we speak with one voice; we always tell clients what they need to know, not what they want to hear.

As our Director Max Mills succinctly put it "It matters more when you are working with people who passionately live, breathe and sleep property. We are fully invested in our business and fiercely proud of the Rettie & Co. brand."

Please find contact details here for our dedicated Prime Property team.

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SIMON RETTIE
Managing Director



MATTHEW BENSON
Director, Development Services



GEORGE LORIMER
Director, St Andrews



JAMES DURWARD
Associate Partner, Bearsden



ANDREW SMITH
Director, Country House Sales



MAITLAND WALKER
Managing Partner, Glasgow



JAMES WHITSON
Director, Edinburgh Sales

OUR APPROACH

Every single property transaction that we are involved in either buying or selling is utterly unique and must be treated as such. We therefore take time to listen to the hopes and aspirations of our clients and seek to build an individual level of trust and empathy, so that they know that we've done everything possible to achieve the very best result on their behalf.

We never forget that today's buyer may be tomorrow's seller and are enormously proud of the amount of referral and repeat business we secure, sometimes decades after our initial engagement.

We work tirelessly to negotiate the best possible prices and on occasion even have to advise our clients to delay taking their property to market because we feel it will be worth significantly more in 12 months' time.

“We were impressed with the professionalism, honesty and market knowledge of James Durward, Siobhan Cox and the team at Rettie Bearsden. We greatly appreciated their expert advice and friendly approach.”

LINDSAY AND AGNES GILLESPIE, CAOLDARACH, DRYMEN

Within our specialist Rural Team we have unrivalled experience and can provide accurate and confidential advice for all types of farms, estates and rural properties. Many of our Directors are RICS qualified Surveyors and Registered Valuers and no fewer than five of our Directors have family farming concerns of their own.

Success is achieved by using a blend of our expertise, experience and informed knowledge of who is actively looking to buy or sell and who is sitting under the radar. Our reach within the higher echelons of the business world in Scotland and the North of England is second to none and enables us to maintain and protect our position as the go-to people for prime property transactions.





DISCRETION AND PRIVATE SALES

Increasingly more and more clients will ask for complete confidentiality regarding a purchase or sale. At Rettie & Co. we are adept at implementing robust measures that ensure there is no leakage of private information.

As our business is resolutely built on trust, each of our senior agents and Directors have 'black books' containing the details of properties that never come onto the open market as well as private individuals who are potentially looking to either buy or sell.

In the case of potential buyers, once we get to know you and what it is you are looking for we can make discreet enquiries about select properties that fully match your specific selection criteria. Whether you are actively looking right now or will be at some time in the future, if you register your interest with us, we can keep you fully informed about relevant opportunities.

“We received a personal and professional service from Rettie during the marketing and sale of our property. During a period of major market uncertainty, Max and his team’s communication and pragmatism was of great value, for what ultimately proved to be a challenging, yet successful transaction.”

JONNY LONIE, BORASTON HOUSE, EDINBURGH





BORASTON HOUSE

EDINBURGH

Asking Price: Offers Over £3,250,000

Boraston House, an outstanding Edwardian mansion house in a prestigious, secluded setting on the edge of Ravelston Golf Course is undoubtedly one of the finest family homes in Edinburgh.

A wonderfully private, yet centrally located home with elegant reception rooms and seven bedrooms set in over two acres of private gardens – it has the feel of a country house, just minutes away from Edinburgh’s city centre.

As was expected, the marketing of Boraston generated a lot of local interest that was trumped when Max Mills used his international connections to source the lucky buyer.

Selling Agent: Max Mills



BELMGROVE

CAMPBELTOWN, ARGYLL

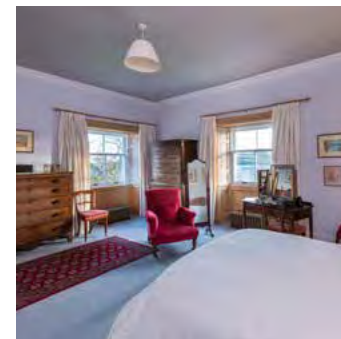
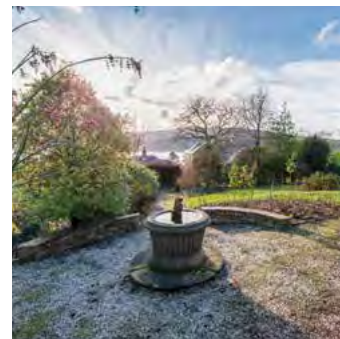
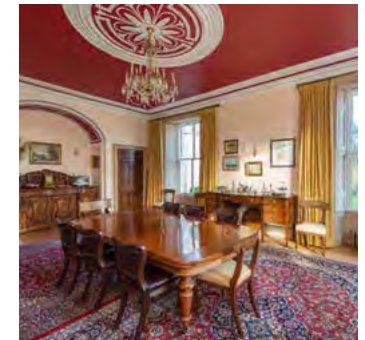
Asking Price: Offers Over £595,000

A classic Georgian House with a cottage, coach house and walled garden; the house at Bellgrove is Category A Listed.

With about two acres of land and views over Campbeltown Loch and Davaar Island, the property nestles in a part of Argyll that has become an increasingly attractive place to live, work and invest.

The sellers had personal connections with Rettie & Co. and we used our extensive knowledge of Kintyre to secure a price, at a very competitive closing date for offers, significantly higher than any house in Campbeltown has previously sold for. The buyers were overjoyed with their purchase – becoming part of the local community being of real appeal to them.

Selling Agent: Chris Hall







“Brilliant. Rettie was very much more than a marketing service. What impressed me most was that prospective buyers were screened ensuring that only those who had a serious interest viewed. We were also given regular updates and information about those who were visiting our home.”

VALERIE ATKINSON, LISMORE HOUSE, GLASGOW



LISMORE HOUSE

GLASGOW

Asking Price: Offers Over £1,100,000

Lismore House is undoubtedly one of the finest and most individual houses in the West End of Glasgow. The house was built around 1860 for a German Consul, Johan Keif by his wife, as part of their wedding dowry.

Perched high above the River Kelvin and sitting directly on the boundary of The Botanic Gardens, this is a fully detached property with a stunning mature garden and beautiful panoramic views.

Rettie and Co. were honoured to have been asked to sell this property, as it was known and loved by, Maitland Walker our Glasgow Managing Partner, who grew up within the neighbourhood.

Selling Agent: Maitland Walker



TULLYBELTON ESTATE

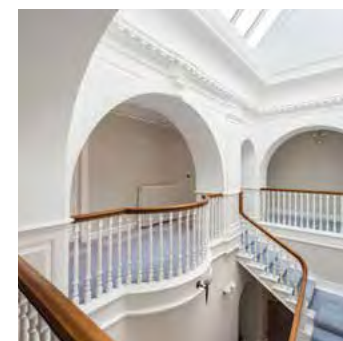
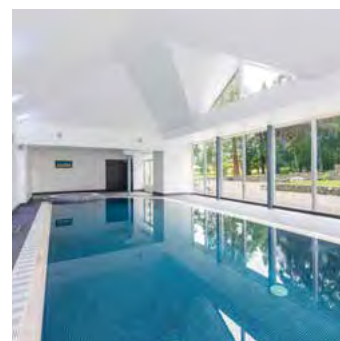
PERTSHIRE

Asking Price: Offers Over £6,750,000

Tullybelton is a stunning estate in an enviable location that the owners had restored and renovated to a standard rarely seen. The principal mansion house is extremely private, standing centrally in 250 acres of farmland and woodland overlooking a four acre private loch. The estate has three additional cottages, a stunning walled garden and fully restored Coach House.

The knowledge of potential buyers and experience of the upper end of the market that the Rettie & Co. team have was crucial to generating competition between buyers from the UK and overseas. These factors resulted in a successful sale.

Selling Agent: Andrew Smith









STEVENSON HOUSE

EAST LOTHIAN

Asking Price: Offers Over £4,000,000

Stevenson House is a historic residential estate with a beautiful principal house dating from the 1560's only 21 miles from the centre of Edinburgh. The eight bedroomed house which has glorious reception rooms is surrounded by 22 acres of immaculate gardens and parkland bordering the River Tyne. In addition to the main house there are three additional dwellings and extensive outbuildings.

Simon Rettie sourced and acted for the sellers when they purchased Stevenson Estate in 1999 and they had no hesitation in appointing him to find a buyer when they decided to sell.

Selling Agent: Simon Rettie



STENTON ESTATE

PERTSHIRE

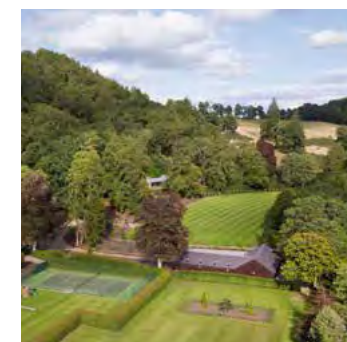
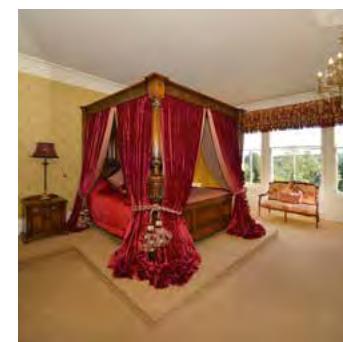
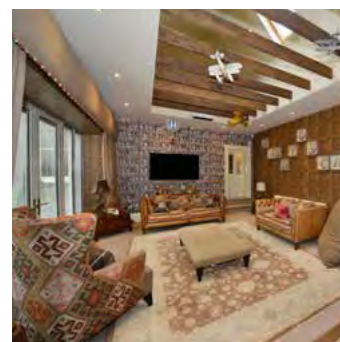
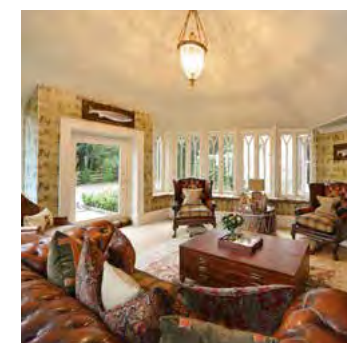
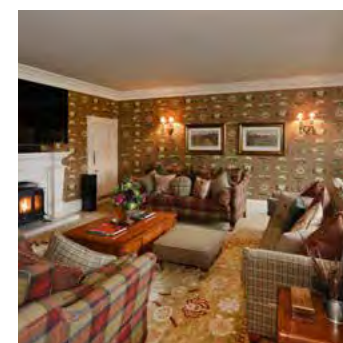
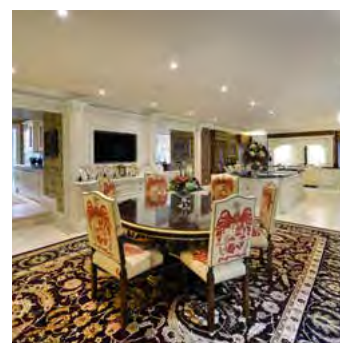
Asking Price: Offers Over £8,000,000

An immaculate 422 acre all-round residential, agricultural and sporting estate with an exceptional country house and 8 additional properties.

When the owners of Stenton decided to move on, they contacted Andrew Smith who had acted as the selling agent for the estate when they bought it ten years previously, having been impressed with the service they received at that time. The sellers had totally renovated the principal house to an exacting standard, improved the rest of the properties on the estate and invested in the land.

Andrew came up with a lotting strategy to maximise the sale proceeds and created a marketing campaign that generated interest from the UK, Europe and further afield, resulting in a successful sale of the estate in eight individual parcels.

Selling Agent: Andrew Smith







“Rettie & Co. have offered us an outstanding service, with swift responses to enquiries and an excellent support when selling our historic building. An exemplary customer service and friendly staff make it a pleasure to work with them.”

DAVID COX, SALES MANAGER, THE PLAYFAIR AT DONALDSON'S, EDINBURGH



“We have worked with Rettie & Co. on New Eidyn at St James Quarter for several years now and I can honestly say that the experience is excellent. I find the whole team to be highly professional, effective, constantly proactive and friendly – and above all they consistently achieve excellent sales and during a challenging period. They are a pleasure to work with.”

NICK GRAY, SALES DIRECTOR, NEW EIDYN, EDINBURGH





“We were delighted with the service that Rettie & Co. and Max Mills provided in creating a tailor-made solution to allow us to downsize within the Edinburgh market. They found a private overseas buyer for our existing property, and at the same time they were able to source for us the perfect home in an off-market transaction.”

SELLER, DICK PLACE, EDINBURGH



“What I feared might be a protracted and stressful process has been relatively rapid and not too stressful due to Chris and his colleagues’ skilful and careful planning and negotiation. I will almost miss the daily telephone calls and regular meetings but happily my disposal of Stobhall Estate is now largely complete. I am pleased that it was decided that I should control the break-up of the estate myself, rather than sell it whole to a third party who would have broken it up themselves. That would have led to uncertainty for the tenants and a much worse financial outcome for me. Chris’ skills and knowledge gained from similar estate sales and break-ups before proved hugely beneficial to the whole process.”

JAMES STRATHALLAN, STOBHALL ESTATE

TRUSTED ADVISORS

Buying and selling a property can often feel like a daunting task where one must work with an army of people capable of providing specialist advice and expertise.

At Rettie & Co. we've built up a lifelong network of trusted advisors such as architects, builders, bankers, landscape gardeners, solicitors, surveyors and wealth managers, amongst a great many others.

These preferred partners dovetail perfectly with our own standards, values and professional ethos because we fully understand how important it is that you're able to receive qualified support when dealing with a subject as important and complex as property.

No matter what the requirement, we would be delighted to recommend both individuals and businesses that our clients have expressed delight in working with.





LET'S TALK

There's no doubt that recently many of us have reassessed what is important in life. Whether it be coming back to ones place of birth if you have been working down South or abroad; moving closer to family or relocating to environments that are both green and relatively underpopulated. Scotland and the North of England have never been more popular.

We don't expect to act for every potential client that we meet, but we do hope that you will at least register with us and 'invite us to the party.'

If we know who you are and what you are specifically looking for, we can use our vast database of contacts and our wealth of property wisdom to help fulfil your expectations.

Please contact us if you have questions and we'll put you in touch with the team member best suited to advising and assisting you. We look forward to proving to you that our mantra of 'Above & Beyond' is both precisely accurate and richly deserved.



RETTIE

EDINBURGH • GLASGOW • ST ANDREWS • MELROSE • BERWICK UPON TWEED • NEWCASTLE UPON TYNE • LONDON

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