



Alex Baker - Sales Consultant, Leanne Hart - Sales Administrator, Spencer Turner - Director, Lucy Hansford - Lettings Manager, James Morris - Branch Manager, Sophie Taylor - Apprentice, Leigh Brand - Director

# BRANCHING OUT

Spencer & Leigh open a new office in Portslade Old Village

Spencer & Leigh have been advertisers in Latest Homes since they opened their successful office in Patcham back in 2004. Pretty soon they had established themselves as the lead agent for the area and that focus has been key to their thriving business. But to say that Spencer and Leigh are limited by their success in Patcham would be far from the truth. The fact is that for many years now they have had great success in selling property right across the city of Brighton and Hove and to the North too.

With any business, one of the key indicators of success is repeat business and personal recommendation. Many of us will choose to use services from providers that our families and friends have used and been impressed by. Spencer and Leigh have been impressing people for over a decade and word has spread. Their Patcham base no longer defines their coverage of the city, as previous clients and the power of a good reputation has

spread their impact across Brighton and Hove and beyond.

Which is why they have decided, after much consideration, to open



**Spencer and Leigh has become a trusted name with their dedication to providing a professional service backed by experience and local knowledge**

a new branch in Portslade Old Village.

Portslade is a diverse district that sees classic Victorian terraces, Edwardian gentrification and twentieth century buildings sat comfortably side by side.

But in the Old Village there is far more history with ancient buildings at the heart and dotted around that core and a wide spread of everything inbetween.

"We love the Old Village and the opportunities that it offers to us

and to buyers. We have already sold a lot of property out there and feel very comfortable that this will be home to our first expansion. In

many ways it has a similar feel to Patcham, that real sense of being a village community. That will very much attract the sort of client that we already appeal to" says Spencer.

"When the opportunity arose to open a branch at the heart of that community it made total sense for us to take it seriously. The location of the office is ideal, on a corner that sees a massive amount of bus and private traffic, great exposure for us, but more importantly for the

vendors that we represent" adds Leigh "and we have had designed some very eye-catching window displays for the new office."

"The new office will be managed by our colleague James Morris. James has worked in estate agency for 15 years now and most of that time he has been with us. We firmly believe in promoting from within and James, a local guy born and raised in Portslade, is the ideal man for the job. He will be taking with him, Alex Baker. Alex joined the company as part of the Government's Apprentice Scheme. The team in Portslade will be completed by Becky Hawkes as sales consultant and Leanne Hart who will be our branch administrator.

"In addition to this we have a large portfolio of rental properties that we manage for clients, many of which are in the West of the city and in particular in Portslade. That means that we look after both the landlords and of course the tenants. This is a very important factor in providing a letting service,