

MIDDLETON

ADVISORS

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buying advice

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ADVISORS



The more successful you become, the more you delegate tasks that, in the beginning, you'd have done yourself.

At Middleton, we want you to feel, unequivocally, that we are doing something even better than you, yourself, could have done it. Otherwise, why hire an advisor?

So, we aim to do some things 100% better and hundreds of things 1% better than anyone else in the business.

**Welcome to Middleton.  
Buying advice.**

Middleton acts on behalf of private clients who wish to purchase prime residential property in the UK. Over the last 12 years, Middleton's partners have acquired – on behalf of retained clients – more than £400 million of country houses and estates, as well as an encyclopaedic knowledge of our market.

**We put ourselves in your shoes.**

If you know what you want, we'll find it. If you're less sure, we'll bring ideas to the table. Sometimes, our best advice is what not to buy, or when not to buy it.

We look at property through your eyes and with a view to your lifestyle. Whatever advice we give, it will be backed up by comprehensive due diligence and research designed to ensure there are no unpleasant surprises for you post-completion.

If there's a need for specialist advice on any subject, we aren't too proud to introduce you to the appropriate professionals.

And when you're ready to move, we'll develop a strategy, negotiate and manage the acquisition, using all of our experience and skills to save you time and money before, during and after the purchase.

## The Middleton way.

### Independence.

Our independence enables us to focus on delivering results for clients but also to feel totally comfortable with the advice we give. Sometimes that means telling clients things they aren't expecting to hear.

### Depth of knowledge.

There are no right or wrong answers in our business, so there is always a place for instinct. But genuine depth of knowledge gives us the strongest possible foundation for our decisions and advice.

### Diligence.

We are rigorous in our preparation, our information-gathering and our attention to detail. In the cut and thrust of negotiations, when the pressure is on, our processes and systems have to stand up to the closest scrutiny.

### Quality not quantity.

We're happy to limit the number of clients we act for. And because we don't work on conflicting briefs, we have a much higher advisor to client ratio than many buying agencies.

Know your competition.

Everyone agrees competition is a good thing. So who do we compete with? Well, it's no accident that we call ourselves advisors. Agents work in such a different way that we don't see them as competition, but as a different service.

Our aim is to give you impartial advice, focused solely on your best interests. We don't give commission to any Middleton partners or employees and we don't take commission from any of our recommended suppliers. This year alone, the money we have saved our clients on guide prices is equivalent to five times the fees we have charged them.

Come to think of it, we're not sure there is any competition who can claim that. But if there is – we'd welcome it.

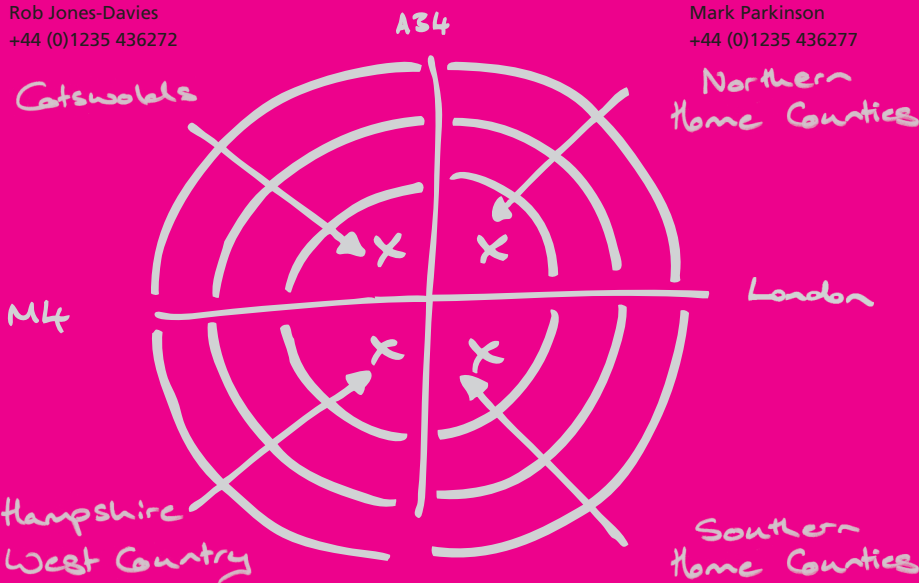


Each member of the Middleton team specialises in a specific area of Southern England.

## It's a plan

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From Middleton's offices in Oxford and Guildford, we cover the entire South of England. It's not just a case of knowing which country houses are for sale. We know about schools, communications, developments, planning. We know the news and the views, the life and the style.

Non-execs, Tim Rodber CEO (Americas) Williams Lea, and Rupert Bradstock managing partner Lennox Investment Management, bring additional expertise and independence to the Middleton Advisors Management Board.