

# **Recruitment of new staff will follow city estate agent's record month**

**An Edinburgh-based firm of solicitors and estate agents has marked its second anniversary by hitting a record monthly turnover of £230,000.**

September was Ralph Sayer's busiest month since being established by Ivan Ralph in the autumn of 2022. The success is complemented by a top 10 placing for doing business through the Edinburgh Solicitor's Property Centre (ESPC), the city's leading property website.

Given the number of deals currently in the pipeline, the turnover figure is set to be surpassed in October with the company having launched another recruitment drive to meet the strong demand.

New staff were recruited in July in the wake of consistent growth, and now, three months later, staffing numbers are set to be increased again with a recruitment drive for residential conveyancing solicitors and experienced paralegals.

"Business has continued unabated and we have just completed £230,000 for the month of September which is a record for us, and we're looking at even more than that for October," said chief executive Ivan Ralph.

"We were also in the top 10 for insertion and sales in the

ESPC in September, which is great for the size of business we are.

“The estate agency side of the business continues to grow and that obviously generates more sales transactions at the other side, which is what we’re trying to do.

“We’re sitting on 250 transactions for October which is a huge number for us. We are extremely busy and there is no sign of that easing up.

“I’m very conscious of the fact I don’t want to burn out the people who are here and doing such a great job. We need to bring in experienced pairs of hands to help ensure the load is shared more evenly so clients continue to receive the level of service that has been the foundation of our success to date.

“That could be residential conveyancing solicitors or experienced paralegals. We want people who know what they’re doing, who can handle a case load and deal with transactions from start to finish.

“They are not so easy to find in the residential property market at the moment as good people are hard to come by for a variety of reasons.

“I was always optimistic we would grow well but things have surpassed my expectations and that’s testimony to the job our team has been doing.”

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Ivan Ralph of Ralph Sayer