

JUDY: Got everything you need?

ALEX: Yes, for now. Once we've signed the agreement we'll come back and measure up for a floor plan, get photos etcetera.

JUDY: Right, um

ALEX: Shall we sit down and I'll talk you through

JUDY: I mean I don't know if we're ready to

ALEX: Just want to take you through our pack so you know what you're getting if you list the house with us.

JUDY: Right.

*JUDY comes to sit down opposite.*

ALEX: It's a sole agency agreement, minimum of twenty weeks on the market but it won't take that long, things are really getting snapped up right now.

This is one of our standard brochures, you can see it's all nicely presented, but if you like you can pay upfront for Enhanced Marketing, so you get a glossier brochure like this plus your listing comes up first when anyone searches on the website or one of the big meta sites, your Prime Location or Right Move, whatever.

But I wouldn't push that on you because I really think our standard service is what they'd call premium in other agencies. We're all about working closely with clients, making sure you feel valued and listened to, and obviously helping you quickly find a good quality buyer without any of the bullshit you get sometimes, you know?

JUDY: You're good at this.

ALEX: Thanks.

Am I? I don't do many valuations now I'm managing a branch, so

I thought you said you weren't ever moving.

JUDY: I'm just thinking about it at the moment, just considering

ALEX: It's a good time, very much a vendor's market.

JUDY: And how much would we

ALEX: Obviously I need to go back and do a proper evaluation based on all the info I've

JUDY: I was hoping we could just informally, just an idea really.

ALEX: Off the top of my head?

JUDY: Sorry. I didn't realise you'd have to go through the whole

ALEX: It's like Antiques Roadshow, people are just waiting to hear a number.

These are going for four, four-fifty at the moment.

JUDY: OK.

ALEX: But that's very much a ballpark. Where are you going?

JUDY: Going?

ALEX: Moving to.

JUDY: Nowhere just

ALEX: Nowhere

JUDY: Somewhere smaller, maybe. Cheaper.

I'm sure you know, but

Mike had, before he left, he had very much led Johnny to believe he'd be the next Assistant Manager.

ALEX: Yes, Mike shouldn't have done that. Especially when he knew he was going to retire.

JUDY: You couldn't consider, um, reconsidering, could you?

ALEX: Reconsider the appointment?

JUDY: Toby's wife's a doctor, isn't she? They've got plenty of

Sorry, I shouldn't ask only I know Johnny won't. I know you and Johnny, um. I know you get on very well.

ALEX: It wasn't just my decision. I can put people forward, but the decision's taken at regional board level.

JUDY: Did you put Johnny forward?

ALEX: No, not this

JUDY: You didn't even put him forward?

ALEX: Johnny's target at the moment is to list four houses a week, but all this year it's been more like two and half, the occasional three.

So if I'm putting someone forward to regional management, they're going to be looking at those numbers and asking me why I think this person's ready for a bigger role, and being verbally promised a job by someone who's subsequently left the company isn't going to cut it.

JUDY: Please don't take him.

ALEX: What?

JUDY: I know you could, we both know you could but please don't.

ALEX: Sorry I don't know what you're talking about.

JUDY: These feelings he's been having – I don't know what's happened between you, I don't know how far it's gone, I don't really want to know I don't think

But please. He's all I've got. I might be able to bear it just being a sex thing, but if it's more than that

ALEX: A sex thing sorry what?

A sex thing?

JUDY: Oh my god you didn't

ALEX: Johnny?

JUDY: Oh my god.

ALEX: That would be completely

I'm his boss.

JUDY: I thought he'd told you, I thought it was a mutual

ALEX: Johnny?

JUDY: I'm his wife it's obviously not that hard for me to understand someone being attracted to him.

ALEX: No sorry of course he's lovely but

God no.

OK that makes more sense now.

JUDY: What does?

ALEX: The way he's been behaving.

Right, OK.

Huh.

JUDY: Oh god.

ALEX: God, men are so

JUDY: Please don't tell him I told you?