

A GUIDE TO SELLING YOUR PROPERTY



PREPARING TO SELL

GET YOUR FINANCES IN ORDER

If you have a mortgage, let your broker know you're considering selling and find out if there are any penalties for paying back your mortgage – if you plan on buying another property, your broker will also be able to advise you on the mortgages you're eligible for.

Calculate all the fees associated with moving – the principle ones are listed below:

- Estate Agency fees
- Financial adviser fees
- Conveyancing costs
- Stamp duty
- Cost for carrying out the EPC (Energy Performance Certificate)*
- Removal costs.

Sealeys Walker Jarvis can put you in touch with local firms able to obtain quotations for legal fees, removals and EPC reports.

**EPC - Energy Performance inspection carried out by an energy assessor who allocates a rating to your home and is a requirement to sell a property in England.*

SELL BEFORE YOU BUY

If you're selling, chances are that you're also looking to buy another home. In order to avoid potential disappointment, it is better to find a buyer for your property before you start looking. Additionally, this puts you in a better position to negotiate on your new home when you're ready to go as your chain will be complete.

GET THE HOUSE READY FOR MARKETING

Your property will appeal to more people if it is not cluttered with your belongings and if all the little jobs you were 'going to get around to' are complete. So, clear the decks, put away some of the more personal items and temporarily put away all your family photos so people can envisage their possessions in the property when they view. Unfinished jobs make people believe there is work to do at the property – get the little jobs out of the way, so there is nothing for viewers to consider doing. In essence get the property so it is move in ready for your buyers.

GETTING YOUR HOME ON THE MARKET

CHOOSE YOUR AGENT

It is imperative you make the right choice of estate agent to advertise your property in all the right places, they know the local area, can give you honest advice about the market and how best to present your property. You can then discuss marketing strategy with them, knowing you'll be well represented. Your property will need to be shown in the best possible light, so good photography and easy to read floorplans are a must.

At Sealeys Walker Jarvis, we have decades of experience in the area and we inform you of the best way to approach marketing. Our full colour floorplans make understanding the layout easy and our photography and presentation is just what you'll need to make your property look appealing. We use no trick photography or wide angle lenses to stretch photos and misrepresent your property. We will always vet viewers to check their position and ensure we don't waste time with viewings that aren't likely to be able to proceed. We will also ask you to fill in a 'Material Information' questionnaire to assist with questions viewers may have and to ensure we are being transparent with interested parties and keep us on the right side of Trading Standards requirements. We will market your property on the main websites - Rightmove and Zoopla plus we will advertise your property on social media and on our own website.

AUCTIONS

For certain sales of property, for example matrimonial disputes or probate sale of property from an estate, courts look very favourably on auctions as the best means by which best price has been achieved. This method of sale can also deliver that certainty of the sale completing following the fall of the hammer. The conveyancing process is also far faster as a buyer has committed a 10% deposit and normally completion is within 28 days.

THE SALES PROCESS

YOUR SOLICITOR

At the start of the process you should consider engaging a solicitor, you will need to:

- supply evidence of ID for all parties selling
- complete a Fixtures and Fittings form about what items will be staying or going from the property
- complete a Property Information questionnaire giving details about the boundaries, alterations that may have been made and completion certificates and guarantees for works carried out.

Once the solicitor receives this information, they will draw up the draft contract ready to issue this a buyer's solicitor.



VIEWINGS AND OFFERS

When your property is on the market we will be able to do virtual viewings and also be in contact with you to arrange physical viewings, at which time we will discuss the logistics of how we may conduct the viewing. We will always accompany your viewers to the appointment.

SOLD! ACCEPTING THE OFFER

Once an offer has been accepted on your home, you will need to advise your solicitor of the property being sold and which property you are moving to. We will need their details so that we can issue Memo of Sale and get conveyancing started as soon as possible. Once draft contracts are issued (for sale or purchase) searches will be ordered. Searches are one of the longest parts of the process and should be started as soon as possible.



THE BUYER'S SOLICITOR

Your Buyer's solicitor will:

- Approve the draft contract
- Start searches
- Raise enquiries of your solicitor to gain clarification on the contract, search replies and anything else that may be relevant to their decision to purchase.

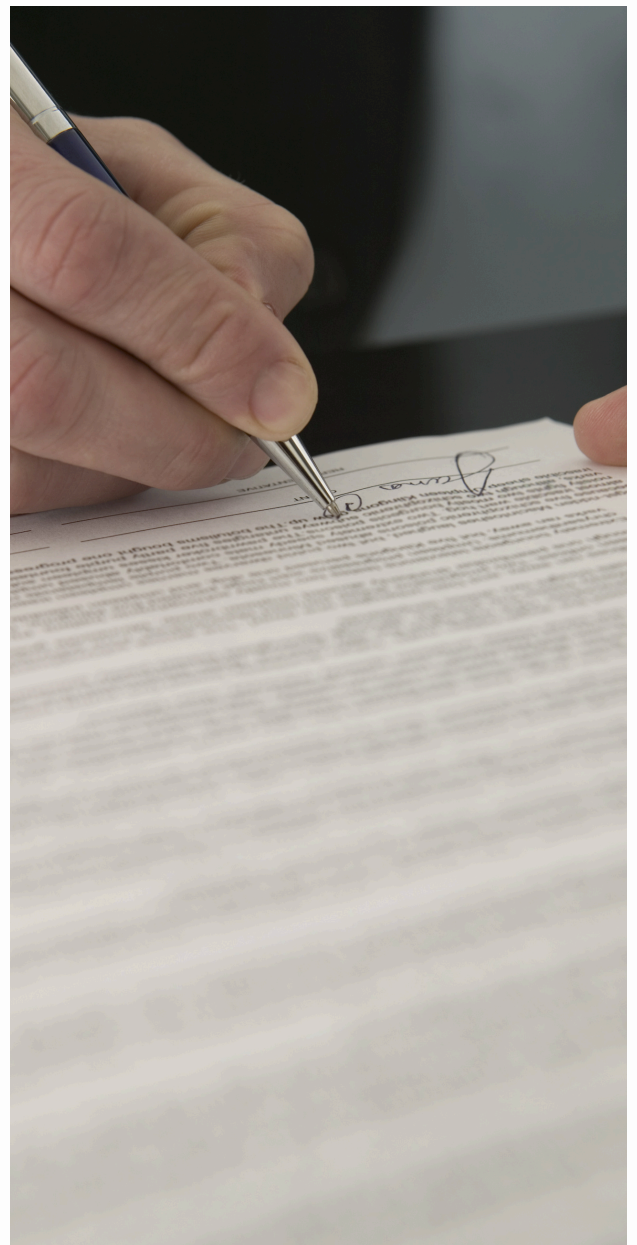
If your buyers are obtaining a mortgage, they will need to apply and have a mortgage valuation carried out on your property. Providing all checks are in order, they will be able to issue the mortgage offer to their clients (your buyer).

SIGNING AND EXCHANGING CONTRACTS

Once the solicitors have satisfactorily completed all their checks and the terms of the final contract have been negotiated and agreed, a copy will be sent to you and your buyer to approve and sign. This is then returned to the solicitors and when both solicitors have this, they are in a position to exchange contracts. The buyer will need to pay a deposit to their solicitor and they will agree a mutually suitable completion date. Once exchange has occurred you are both legally committed to the sale.

ARRANGING THE MOVE

Once a completion date has been agreed it is a great idea to organise movers and start preparations for the change of address – utilities will need to be advised and meter readings given. You will need to advise your employer, bank, phone companies, TV and broadband companies plus doctors and dentists and so on. You can also consider redirecting your mail, by Royal Mail to stop post getting lost.



COMPLETION DAY

This is the day.... The monies will be paid between solicitors in your selling chain. Once funds have cleared at your solicitors for your old property, Sealeys Walker Jarvis will be advised to release keys to your buyer and the ownership of the property has fully transferred to your buyer. You will be expected to vacate the property, normally by lunchtime on moving day.