



# A Complete Guide to Selling your Property

## About us

We are a family run Estate Agent who has been operating since March 2021. We work hard to create and maintain a personalised service and relationship with our customers and pride ourselves on being more than an Agent. We understand that buying and selling a home isn't just a business transaction, it's a whole new beginning. That's why we offer a personalised touch to make the process as easy and hassle free as possible. We invest our time, energy and passion into selling your home.

## How are we different from other Agents?

We provide a 7 day telephone service to our customers and aim to be available when needed to provide advice and assistance. We provide a viewings package as standard to our customers to maximise the potential sales process during viewings and to enable our customers to leave the viewings in our capable hands. Unlike other Agents, you will have the same individuals processing your property from valuation stage through to offer and completion. We continuously liaise with Solicitors and other Agents to ensure any delays are overcome.

## How do we sell your home?

Properties are advertised on Rightmove, OntheMarket and Boomin, together with our own Facebook and Instagram page. In addition to the traditional marketing, we maintain a database of Applicants who are looking for properties and match these with every new home listed. We manage all the bookings for your property and confirm these with you. All parties receive a text message to confirm the bookings. We then obtain feedback from the Agent.

## How much does it cost?

- No up front agency costs - the Agent will discuss the fee to sell your home which is payable on completion of your sale. If your property does not sell you do not pay the fee.
- Solicitors fees are an average of £650 to buy and £650 to sell plus VAT and disbursements. We can send a direct email referral to our recommended Solicitor who we work closely with.
- An Energy Performance Certificate (EPC) will be required for your home which is £75 and can be organised on your behalf

## Financial Advice

We have a team of Mortgage Advisors who we work closely with who can provide you with financial advice regarding your home purchase and mortgage. There is no charge for the initial advice and they have access to the full market of possible lenders. The team work 7 days per week flexible hours and can arrange a convenient time to talk to you.

## How long will the process take?

Each property, location and circumstances of selling are different for everyone. However, if your house is marketed at the right price, the average time to sell a home is 21 days. This is also dependent on the current market. The Agent will discuss this with you in more detail. Once your house is sold the process completion can vary from 8 weeks onwards. We will guide you through every step of the way.

## How frequently will you be updated regarding the sale of your property

When your property is listed on the market you will receive notifications and requests regarding viewings. You will receive feedback following the viewings either electronically or via telephone. You will receive frequent 1-2 weekly updates regarding your home sale. Once your property is under offer you will be guided through the process by your Agent.

## What happens after your property is sold subject to contract?

Before an offer is accepted we obtain full ID and evidence of funds from the Buyer. We will liaise closely with you at this stage. We confirm Solicitors details with you and your Buyer and begin to liaise with Solicitors regarding the sale. The Solicitors will begin to pursue the necessary legal processes which can take some time. Home Surveys are conducted when the Buyer is purchasing with a Mortgage. Local searches are undertaken which can take up to 4 weeks. During this time they will send out draft contracts and will arrange for documents to be signed in readiness for completion. Outstanding enquiries are raised and answered and once this is satisfied, searches returned and mortgage in place, dates are then discussed with both parties. Exchange and completion will then take place.

## Can the Sale fall through?

The sale of your property can fall through up to exchange. When you receive an offer, the stability and motivation of the Buyer will also be considered at the time of the offer and we will also provide our advice regarding this. Unfortunately there can be many reasons why the sale doesn't proceed; however, this is something that you should try not to worry about. When sales do fall through we work very hard to contact previous applicants and leads to arrange additional viewings and secure a new sale as quickly as possible.

## What else do you need to know?

We understand that buying and selling property can be a stressful time but we are on hand for you at all stages of the process to provide guidance, advice and support. Put your trust in us and contact us at any time to discuss any queries or concerns.