

## **Seller's Guide**

It's part of our commitment to you as your estate agent to make the process of selling as stress-free and straightforward as possible. That's why we've created this handy step-by-step Seller's Guide with useful information about each stage of the selling process.

### **1 Valuation**

The first step in selling your home is to find out how much it is worth. Our local knowledge and market insight means we are best placed to provide you with an accurate valuation.

### **2 Instruction**

Once you know how much your home is worth, it's time to get it on the market! Usually at the time of valuation, we will take measurements and details of your property. We'll also arrange for high quality photographs to be taken to show off your home's best bits. After this, our team will put together your listing.

### **3 Marketing and advertising**

Ultimately, your home is worth what someone else is willing to pay, which is why we put so much effort into marketing and advertising your home to the right people, in the right way. We will list your home on all of the major house buying websites, including Rightmove and Zoopla, as well as our own website. A 'for sale' board will be fitted and other appropriate advertising will be arranged. Our tailored approach means the asking prices on our properties are often exceeded.

### **4 Viewings**

We take the time to match potential buyers with the right homes. We offer open days as an effective way to achieve the best possible price. We love nothing more than showing off homes to potential buyers and we are dedicated to going the extra mile to help you secure a sale.

### **5 Making the sale**

The most exciting part of selling can be when offers start to come in. Our skilled negotiators are on hand to liaise with the buyer to help you get the highest price. Once an offer is accepted, we move fast to set the wheels in motion for exchange and completion.

### **6 Instructing a solicitor**

Bringing a solicitor on board to carry out the necessary legal work is the crucial next step. If you don't already have a solicitor in mind, we recommend Star Legal. We work with them regularly which can help speed up the conveyancing process.

### **7 Getting a mortgage**

It's important to get your mortgage sorted as early as possible to avoid unnecessary

delays. We work with Mortgage Advice Bureau whose friendly and professional team is able to provide expert advice and help you get the best deal. Let us know if you'd like us to put you in touch.

### **8 The survey or valuation**

Your buyer will need to arrange for an independent valuation of your home to satisfy their mortgage lender. It is likely that they will also want a survey to take place. The same thing will happen if you are buying another home.

### **9 Exchanging contracts**

Once all the legal work has been carried out, it is time to exchange contracts. This is when your buyers will pay their deposit and a completion date will be set. After this point, it is very difficult for the buyer to back out of the sale without losing money.

### **10 Moving day**

It's time to crack open the champagne and celebrate! Your sale has been completed and all that's left to do is to move out of your old home and into to your new one. Congratulations!

**ENDS**