



Guide for **Sellers**

## Advice?

You will want to achieve the best possible sale price for your property that you can. You may also need to work around important dates, like school terms or new work commitments or you may have already have found your next home and need to move very fast. Whatever your situation is, and the more you can tell us about it, the better the advice we can give you about when to start marketing and what the asking price should be. We will also tell you if we think that there is anything that you could do to make the property more appealing to would-be buyers.

## What price?

You can easily see what price properties in your area are being advertised at by looking at the local property paper or going on-line.

Dig a little deeper and you will find web sites that will tell you what price properties have actually sold for although this information is extracted from the Land Registry and will not be bang up to date. <http://www.landregistryservices.com/?gclid=CKiUno-2yqWCfcQf4QodKhZSqw>

When we first meet you, we will bring you details of other properties that have been marketed and sold in the area which we believe will help to inform and advise you about what to expect. We will then be able to discuss a marketing strategy based on your requirements and with a view to achieving the best possible price. Usually, the more people who are interested in seeing your property the higher the price you are likely to achieve. Although we all like to be told that our homes are worth more than our neighbours, pitching the price too high can deter potential buyers from even making an initial enquiry.

Would be buyers are registering with us all the time and they do so because they have seen something, usually on our web site, that they are interested in seeing. Our network of offices have thousands of applicants registered at any one time who are all looking to buy a property in your or the surrounding areas and they will be contacted by us irrespective of which of our branches they first spoke to. In addition to deciding an "asking price", there are a number of other things you need to do.

## Before we start marketing

You will need to provide an EPC (Energy Performance Certificate).

We are not allowed to market your property for sale without one. We, can of course, arrange one for you if you don't have one already. An EPC is valid for 10 years but if you have had any improvements done to the property since then, it may be worth getting a newer one done anyway. [http://www.direct.gov.uk/en/HomeAndCommunity/BuyingAndSellingYourHome/Energyperformancecertificates/DG\\_177026](http://www.direct.gov.uk/en/HomeAndCommunity/BuyingAndSellingYourHome/Energyperformancecertificates/DG_177026)

We have prepared property details which we will use to advertise your property. You will need to check these before we start.

## Tips for a successful sale?

Maximise viewing opportunities by giving us a set of keys and as unrestricted access as possible. Plenty of applicants ask to see things as soon as they walk into our offices and we like to bring them there and then if we can. We would always try to call you first.

We will have told you if we think there is anything significant you could do to help the sale but it is always a good idea to make the property clean and tidy. If you are not living there it is more difficult but we would suggest keeping the property warm enough to make people feel comfortable when looking around as well as having the lights on and curtains drawn when appropriate.

Some sellers do like to show viewers around themselves and there are a few buyers who like to ask lots of questions straight away so sometimes it can be helpful. However, many people like to look around at their own pace so that they can take everything in without interruption. If you are there, we suggest that you let us look around with the potential buyer and make yourself available if we need you. Many applicants can be put off by the presence of the current owners but we do not want to be unfriendly by asking you to go away...

## While we are marketing?

We will be talking to you all the time about the feedback we get from applicants, news in the market which may affect your sale, and we will give you advice about any adjustments that we recommend to the marketing. Getting ready it is essential to get things ready before you accept an offer from a buyer. You will probably have chosen a solicitor and they will need a number of things from you including:

- Details of ownership and any mortgage(s)
- Copies of planning consents and building regulations
- Details of any guarantees
- A list of fixtures and fittings
- Most solicitors have their own check list that they like to work from but we can provide one if not.

## Offers?

We are legally obliged to tell you about all the offers we receive unless you specifically tell us not to. We will have already found out the key information from the would-be buyer about their position and all these factors need to be taken into account when considering a sensible offer.

- When do they want to exchange contracts?
- When do they want to complete their purchase?
- Is their purchased dependent on selling a property or obtaining a mortgage?
- Have they got the finance organised?
- What do they want included in the sale?

We will have been talking to you about all the other interest that we have had in your property and we will be asking other parties if they are considering making an offer too. If you do decide to accept an offer, we would need to be clear with all parties if the property was going to be

withdrawn from the market, perhaps for a fixed period of the time, in order for the buyers to receive a draft contract from your solicitor and make their preliminary enquiries.

## The formalities

Many buyers and sellers (and estate agents) get extremely frustrated with the seemingly wasted time it takes to exchange contracts. This has become even worse in recent years as solicitors are asked to check every tiny thing to satisfy enhanced regulations and the lenders they also represent. If you have got everything ready in advance this can be enormously helpful but solicitors will often come up with unexpected questions and ask for even more copy documents than you could ever have imagined. Even the most laid back individuals can become a little stressed at this point, so it is worth remembering that your buyer is probably getting even more frustrated than you are.

## Conclusion

Eventually contracts will be exchanged and a day set for completion of the sale. You will need to give the buyers vacant possession and you will be moving into your new home as well. And Featherstone Leigh will be looking forward to helping you all move house again – next time.

## Testimonials...

Above and beyond your remit. Thank you so much for looking after me so well.

Staff were very polite and very helpful at all times. Very impressed!

Really good service. I'd definitely use Featherstone Leigh to buy or sell a property in the future.

Gratitude on a job very well done, professional, pleasant and supportive.





[featherstoneleigh.co.uk](http://featherstoneleigh.co.uk)