

barbers-online.co.uk



Estate Agents • Letting Agents
Chartered Surveyors

Guide to Selling

Guide to Selling

People have different reasons for Selling, from disposing of an investment property to simply moving home. Read our useful Guide to Selling for some useful tips and guidance on the selling process:

Tip 1: The advantages of using an Estate Agent

Estate agents spend all day, every day selling property and as a result have built up a vast knowledge and expertise in the whole buying and selling process. They will conduct a free valuation of your property, handle viewings and negotiations on your behalf and make sure your property is marketed properly. They will strive to achieve the best possible price for your property and the best buyer, thereby avoiding disappointment and stress from less serious potential buyers.

Tip 2: Be realistic

As a general rule everything has a price so you need to be realistic about the value of your property. The chances are if you have not had any viewers or had viewers but no offers, you're probably asking too much money. If you really want to sell you may need to drop the price, but not by a tiny bit. Estate Agents such as Barbers only offer realistic valuations from the onset, which will be based on current market data and their experience of the property market, so take their guidance to ensure a successful sale!

Tip 3: De-Clutter and De-Personalise

- > Potential buyers need to imagine themselves living in your house. Remove any ornaments and photos, especially posters in the children's bedrooms.
- > If you have things that you don't use on a daily basis put them in the attic or storage.
- > Consider putting large pieces of furniture in storage as this will make rooms feel much bigger.
- > Clear away coats and clutter in the hallway, so potential buyers are met by an open and airy entrance.
- > Hide all products in the bathroom and clear the worktop surfaces of appliances, jars, tins, etc and replace any ragged tea towels or smelly bins.



Tip 4: Freshen Up

- > If your property is looking a little tired consider a fresh coat of neutral paint, new tiling or lino, and a new kitchen doors. If you can't stretch to re-tiling in the bathroom, re-grouting should bring it up new.
- > Replace broken light bulbs; re-paint the front door; iron sheets in the bedroom; take down any heavy dark curtains; consider installing up-lighters in the living room for subtle lighting; and strategically place flowers throughout.

Tip 5: Clean Up

- > If you don't want to re-decorate, it is essential that the house is spotless. Consider sourcing industrial cleaners to make your house place sparkle. For example, clean the carpets, sofa, covers, oven and windows.
- > Pay special attention to the kitchen and bathrooms, which need to be inviting and hygienic.
- > If your wardrobes or cupboards appear overfilled, clear them out as rooms will look more presentable. Note if cupboards are built in, potential buyers may look in them to check the amount of storage space, so pay extra attention to these!
- > The garden is now seen as an additional room, so make sure it looks tidy and appealing.

Tip 6: Preparing for Viewings

- > First impressions count, and you'll want the house to appeal to as many people as possible; the more people there are who like the property, the higher the selling price should be.
- > If you have pets consider leaving with a neighbour, and thoroughly clean up any pet hair, as many people are allergic to animal hair.
- > Turn the lights and heating on, air out the house and don't smoke or cook odorous food before viewings.
- > If you've got parking, leave the space free for the buyer as this will add to the experience.



Tip 7: Choosing the Best Buyer

The person who offers the highest price is not always the best choice. Listen to your agent's advice on buyers, and push your agent to find out as much about the buyers' circumstances as possible. For example, a lower bidder might be better if they:

- > Are paying cash (so don't have to wait for mortgage approval)
- > Already have a mortgage "agreed in principle"
- > Don't have to sell a property first (they could be first-time buyers or investors) or are in a short chain
- > Can fit in with your timescales better than other buyers

Accepting Offers

Your Estate Agent will be the middleman and will present offers to you, providing advice based on market conditions, competition and other relevant factors.

Jargon Buster...

Properties are advertised as "Under Offer" or "Sold Subject to Contract".

> **Under Offer** means that the buyer has made you an offer for your property but have not yet decided whether to accept it.

> **Sold Subject to Contract** means that you have accepted an offer but the sale has not been finalised. Properties, which are Sold Subject to Contract, are usually pending surveys or completion of paperwork.

So you've accepted the offer...what next...

Tip 8: Appointing a Conveyancer

Jargon Buster...

Conveyancing is the process of transferring the legal ownership of property or land from one person to another, which is done by a solicitor or registered conveyancer.

It is good practice to obtain quotations from conveyancers to ensure that you get the best deal that works for you. Barbers work with a group of reputable solicitors and are able to arrange quotations on your behalf. This can include a range of options, including fixed fee quotations and 'no move, no legal fee' deals.



Making the Deal Stick

This is where the hard work starts! The advantage of choosing an agent to sell your property means you don't have to worry. Estate Agents are actively involved with the monitoring of all sales chain, which includes liaising with your solicitor, so you can be sure that every element of the sale will progress as it should.

Exchange of Contracts and Completion

Exchange of Contracts

In England and Wales, Exchange of Contracts is the last stage of the legal process after which with party cannot pull out (without losing your deposit and any legal costs you may have incurred). This refers to when copies of signed contracts are exchanged between the buyer's conveyancer and the seller's conveyancer.

Once everything is ready, the buyer will be asked to pay a deposit before contracts can be finally exchanged. This is a percentage of the property value. Note, at this stage if the buyer pulls out, they will lose their deposit and may face legal action from the seller.

A date for completion is then confirmed after contracts are exchanged.

Completion

This is the finalising of the sale when all the monies are passed over and the buyer has legal right to the property. You will now need to move out and hand over the keys to the property.

Congratulations... Your property is now Sold!



Market Drayton

Tower House
Maer Lane, Market Drayton
Shropshire, TF9 3SH

Tel: 01630 653641
Fax: 01630 658459
marketdrayton@barbers-online.co.uk

Newport

30 High Street
Newport
Shropshire, TF10 7AQ

Tel: 01952 820239
Fax: 01952 820132
newport@barbers-online.co.uk

Shrewsbury

16 Old Bank Buildings
Bellstone, Shrewsbury
Shropshire, SY1 1HU

Tel: 01743 276200
Fax: 01743 276210
shrewsbury@barbers-online.co.uk

Wellington/Telford

1 Church Street
Wellington, Telford
Shropshire, TF1 1DD

Tel: 01952 221200
Fax: 01952 243277
wellington@barbers-online.co.uk

Whitchurch

34 High Street
Whitchurch
Shropshire, SY13 1BB

Tel: 01948 667272
Fax: 01948 663951
whitchurch@barbers-online.co.uk

barbers-online.co.uk