

Step-by-Step Guides for Sellers

Contents

Step by Step guide

Page 2

Fees & Terms

Page 4

Guides to Costs

Page 4

Selling Property at Auctions

Page 5

Part-Exchange for Sellers

Page 5

How We Get the Best Price

Page 5

Tips to Sell Your Home

Page 7

Step-by-Step Guide

Step 1. Accurate valuation

Your aim should be to sell your property at the best possible price in the shortest possible time. We have intimate and unparalleled knowledge of property values in your area.

Step 2. Selecting an estate agent

When choosing an estate agent, consider their opening hours and when they will be available to conduct viewings, These are critical to obtaining the maximum exposure and price for your property.

You should also check if your agent will organise your government-required Energy Performance Certificate. You must have an EPC before your property can be marketed.

Step 3. Instructing a solicitor

A successful property sale will often be reliant on the instruction of an efficient and experienced solicitor. Properties on the Market work with a number of experienced and specialist property solicitors

Step 4. Presenting your property

First impressions count. Before any viewings of your property a good property agent will provide you with guidance on how to ensure your property makes the best possible impression.

Step 5. Marketing your property

To get your property out there to the right kinds of buyers you'll need plenty of exposure, especially if you are looking for a quick sale. Contact us to find out more about marketing your property with Properties on the Market.

Step 6. Accompanied viewings

Properties on the Market never sleeps, and this allows us to maximise viewing opportunities for your property, with 38% of our viewings carried out after normal working hours and at weekends.

Step 7. Receiving an offer

As soon as an offer is received we will notify you both verbally and in writing.

Any special conditions of the offer will also be stated in writing and we will check the buyer's ability to proceed before you decide whether to accept the offer.

Step 8. Offer agreed

Once you accept an offer we will do the following:

- Prepare a memorandum of sale
- Write to all parties to confirm the agreed price
- Ask you to confirm your solicitor's details

Your solicitor will send out a draft contract to the buyer's solicitor who will then carry out preliminary enquiries. At this stage you will also be able to agree on dates for the survey on your property, exchange of contracts and proposed date for completion.

We will advise you and negotiate on your behalf throughout this process, keeping you informed every step of the way.

There are no legal obligations until contracts are signed.

Step 9. Exchange of contracts

Exchange of contracts occurs when the following have been confirmed and agreed:

- Preliminary enquiries following receipt of draft contract
- Evidence of a good title
- Specific issues highlighted in the Lease, if applicable
- Local search queries
- Fixtures and fittings to be included in the sale
- The buyer's mortgage offer

Once the contract has been signed by both parties the deposit (usually 10% of the purchase price) will be transferred or paid in the form of a banker's draft by the buyer's solicitor to your solicitor. The completion date is then set by mutual agreement.

Step 10. Completion

Completion is when the residual monies (usually 90%) are transferred from the buyer's solicitor to your solicitor's account.

Congratulations, your property is now sold!

Fees & Terms

How much are your fees?

Our fees vary depending on the type of property, market conditions and the sellers' timescales. Once we have carried out a valuation in person, we will be happy to discuss our fee structure. Unlike some agents we are prepared to consider a tailored fee that suits both parties, such as a tiered fee structure (where the fee varies, depending on the price achieved).

Are you a member of any professional bodies?

We are members of the Property Ombudsman, NFOPP and Safe Agent so you have the peace of mind to in knowing we are an estate agent that is regulated.

Guides to Costs

Selling costs

There are normally no upfront costs when selling your property with Properties on the Market and our agents also operate on a "no sale no fee" basis.

After your initial property visit and valuation we will confirm any fees when selling your home or investment property. This fee can be fixed or percentage based and in most cases payable on completion of the sale of your property.

Once instructed, Properties on the Market will help to organise your EPC (Energy Performance Certificate), and any other essential tasks which we will discuss with you.

Some of the additional costs to be considered when selling a property include:

- Mortgage fees
- Obtaining an EPC (if your property needs one)
- Estate Agent fees
- Solicitor costs
- Removal costs

Whenever you sell a property the team at Properties on the Market are here to make certain you get the best possible service at the best possible price. Our services also comes with a "Guarantee of Transparency", which applies to all property services and solutions that are made available through the site.

Purchase Costs

When purchasing a property, in the majority of cases there are no upfront costs, especially when it comes to residential or new home purchases. In some cases for Below Market Value or other Investment property sourcing services there may be upfront costs. These will always be discussed with you prior to initiating any business.

Depending on how and why you are purchasing a property here are some of the common costs that you should prepare for:

- Deposit
- Valuation Fees
- Home Buyers' Survey
- Solicitor's Costs
- Stamp Duty
- Mortgage Fees
- Removals

The team at Properties on the Market and our experienced network of specialists are always on hand when it comes to understanding property purchasing costs. **Contact a member of our team today!**

sales & lettings property services investment consultancy planning & development

Selling Property at Auction

As well as the potential to bypass the lengthy process of finding an interested buyer, your transaction will progress at speed, and there are no chains. Exchange of contracts takes place when the hammer falls and completion usually takes place just four weeks later.

If you are considering selling a property by auction or are not sure if your property is suitable we can provide a free, no obligation, auction appraisal using our specialist local knowledge, simply contact us for more information.

Part Exchange for Sellers

Essentially part-exchange provides a short chain and a strong sale, and can sometimes cut down on estate agency fees. In return, those choosing to part-exchange their current property for a brand new home generally receive 90-95% of the exchanged property's market value.

Whether you're moving up the property ladder or choosing to downsize, a successful move will always be dependent on a timely and efficient sale. However, selling property isn't always easy. You may find that your property doesn't get much interest from genuine buyers, or that the market is sluggish and offers are few and far between. In such scenarios part-exchange is often an option worth considering.

When looking to buy a property on a part-exchange basis take into consideration the state of repair and follow all normal purchasing procedures, always consult a specialist.

If you are interested in part-exchanging your current property, contact us for further information.

How We Get The Best Price

With unrivalled experience, extensive knowledge and a network of experienced property professionals, we bring buyers and sellers together.

Getting the right price, whether you are buying or selling property is important. When there are a number of parties involved, there are potentially a number of variables, so it's important that you have the right team working on this for you.

With a flexible fee structure, Properties on the Market are best positioned to make deals happen, whether you are buying a property for investment or as a new home, we'll get the best price for all parties involved.

Properties on the Markets offer more than just a "Free Valuation Service".

Our **Better Value Packs** include:

- How to get a better price
- How to sell your home/property quicker
- How to present your home for maximum impact

BEFORE THE VALUATION

Prior to your property valuation, an experienced Properties on the Market professional will explain what you can expect during this process, the people that will be involved, and confirm a convenient time for us to visit.

Whether you are looking to sell or purchase property, we'll be getting the right advice from experienced professionals.

velopment

Looking forward to seeing you there!

DURING THE VALUATION

During the valuation process your dedicated agent will visit you at the home or investment property, we will comprehensively run through the services and options available to you.

Running through your thoughts on the value of the property, your ideal asking price and reasons for sale, your experienced property professional will then provide you with their advice and expert opinion. Asking a number of other questions to ensure we have a full breakdown of your requirements will then allow us to get the right price for you.

AFTER THE VALUATION

You'll receive confirmation of our appointment within around 48 hours, this will include everything discussed and will be dispatched by mail or email. Shortly afterwards you will then receive a call from a verified service provider to confirm receipt and also to provide you with additional information.

We will also let you know about any properties that are on the market which may be comparable to yours, letting you know of your resale options and also providing an idea of the rental value of the property. We will also give you a courtesy call a few days later to answer any further questions you may have.

Now you have a team who are ready to get straight to work for you.

PLACING YOUR PROPERTY ON THE MARKET

To get things moving all you need to do is call or email us. Your valuer will then come back out to your property, confirm the asking price and take measurements, details and photographs.

Once this has been completed we will endeavour to place your property on the market within 2-3 working days. Once you have approved the Sales Brochures and signed the Agency Agreement your property will be actively marketed and uploaded to our website and all of the major property portals.

A large, light grey graphic of a keyhole is positioned on the left side of the page, partially overlapping the footer area.

sales & lettings property services investment consultancy planning & development

Tips To Sell Your Home

Maybe you are selling your home because you need to upsize, downsize, or are seeking a change of location. Maybe you are looking to cash in on your investment. Whatever your reasons, here are some quick quirky tips from the team at Properties on the Market.

1. First Impression – When a potential buyer walks up to your front door what do they see? Is your garden tidy? Is your front door freshly painted or the PVC clean? Do your windows look clean and welcoming? If the answer to any of this thing is no then rectify this. You cannot change the first impression and whilst you may not be able to do anything about neighbouring properties, yours should always look clean and tidy.
2. First Sight - What do they see when you first open the front door? Is it a clean and welcoming hallway and a dumping ground for coats and football boots? You don't want buyer to have to squeeze in and around obstacles so make the hall as empty as you can.
3. Clutter – Every estate agent will tell you that a cluttered house takes longer to sell, the same goes with overly patterned walls and coverings. Wherever possible make the house a blank canvas that looks clean, well lit and spacious.
4. Occupants – Pets and children, almost everyone has them but they're not always great for a good impression and children are known for saying the most inappropriate things or repeating overheard conversations. Some people may be scared of dogs too so where possible have them out of the house before viewings.
5. Clean – whilst no one expects your home to be a show house they will expect it to be clean and tidy. Make sure that the kitchen and bathroom particularly are clean and bright, these are often the rooms that can lose you a sale. Simple chores of dusting, hoovering and emptying bins can make the difference as well as well present bedrooms with made beds!

Properties on the market are here to help, after all you need access to a team that you rely on when it comes to selling your property!