



AGENTS R US
PRIVATE SALES AND LETTINGS

SELLING YOUR HOUSE



A SIMPLE STEP BY STEP GUIDE



THIS IS A SIMPLE STEP BY STEP GUIDE TO ENHANCING YOUR HOUSE THAT WILL COST YOU NOTHING APART FROM A FEW HOURS OF YOUR TIME, ENSURE YOUR SAFETY AND COULD HELP YOU OBTAIN AN OPTIMUM PRICE!

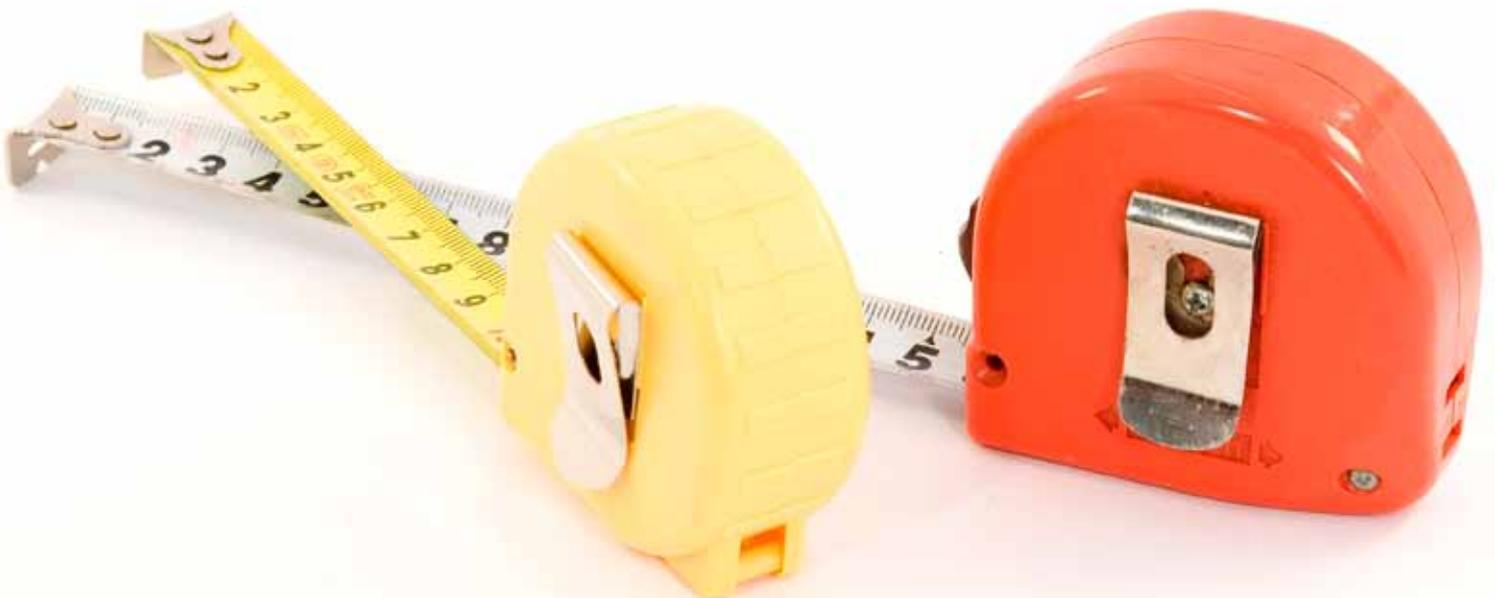


VALUATION

Once you have decided to sell your house you need a guide as to how much to put your house on the market for. You can do this by firstly looking at local newspapers and at local Estate Agents to see how much similar properties are selling for in your area. Take into account any alterations or extensions that you have added to the property, that may have increased the value of your home. Some Estate Agents offer free valuations, or you can pay to get your own valuation carried out. Be careful of down valuations, where in some instances properties can be undervalued by surveyors.

You also need to decide what fixtures and fittings you will be leaving for the new owners, and take the price of these into account too.

Everyone wants to get as much as possible for their property, but if you over value your house you may find that you have no interest in it at all. It is always best to be realistic.





SAFETY

In today's world safety is a necessity to ensure you both, your home and your possessions are not at risk when allowing strangers to view your property. It is on extremely rare occasions that anything untoward does happen, but it is always better to be safe than sorry.

A potential viewer could in effect be a potential burglar who intends to visit your home again at a later date. The viewing could be a way for them to observe a way of accessing your home, and to see what valuables you have there and where you keep them. Top tips for keeping safe are:

- 🏠 Obtain the full name and telephone number of the person who wishes to view your home. Then call back to check and ensure the name and telephone number they have given are genuine
- 🏠 Lock all valuables away and out of sight
- 🏠 Ask them to provide ID when they do visit, genuine viewers should not object to this and will understand the need for doing so
- 🏠 When showing people around your home, never leave them alone to wander freely and always stay behind them in a hallway so you are not trapped in a room as such
- 🏠 Never allow a viewing if you are alone, always have someone with you when showing your property to potential buyers

FIRST IMPRESSIONS

If you are selling your house you need to ensure it looks attractive to all prospective buyers. When we are used to living in 'our home' we get used to the way things are placed around it, but little things can potentially change a buyer's opinion. Imagine yourself as the buyer. In the first instance stand outside your home and look at your house impartially. Does it appear clean, tidy and presentable? Could the garden do with being spruced up, does the front door need a coat of paint or do the windows need a polish? When inside is it cluttered? Making it look much less spacious? All of these things count! If you get it right it could potentially increase the selling price of your home vastly!





KERB APPEAL

So what is kerb appeal? It is the first thing your potential buyer will see before they view the inside of your home, and if you do not make it appealing they may just drive on by and not bother at all! Kerb appeal - The outside of your house and the garden.

Checklist:

- 🏠 The garden is tidy and the path is clear
- 🏠 All fencing is in good repair and the hedges are trimmed
- 🏠 The front door is painted and looks inviting
- 🏠 The door number is in good view and the doorbell works

PLUS POINT: Add hanging baskets or flower pots to make it even more attractive and inviting.



DEFINITELY DE-CLUTTER

Your house can look so much bigger and appear to have so much more space if you spend a couple of hours de-cluttering. It is surprising how many things we have lying around that we never use, and quite simply become oblivious to the fact they are even there! In your mind's eye they become part of the fixtures and fittings. You need to de-clutter. It is a job that you will need to do when you eventually move, so start early! You could have a car boot sale to free up the space with unwanted items, and make a few pounds in the process! If you really do not want to part with anything, then pack it away so it is out of sight.

Checklist:

- 🏠 Clear floor spaces
- 🏠 Under the stairs
- 🏠 Kitchen Benches and Tables
- 🏠 Kitchen cupboards and drawers
- 🏠 Loft
- 🏠 Garage and shed





CLEAN & CLEAN MORE

You need to clean and then clean some more! The first thing a buyer will check for is to see if a house is clean, this is one of the main things that can immediately put a buyer off. This is not just your quick polish and Hoover; you need to ensure everywhere is spotless – paying particular attention to the kitchen and bathroom!

Move furniture and clean behind. Re-arrange it if you can to make the room look bigger:

- 🏠 Clean walls and tiles throughout
- 🏠 Clean the cooker and all utensils on display
- 🏠 Wash windows inside and out
- 🏠 Wash curtains, blinds and nets

NEUTRALISE

If you have vibrant colours or themed walls these are not to everyone's taste, a neutral canvas is so much better from buyers prospective. They can imagine what they will do to put their own stamp on the house, to make it their home.

- 🏠 Paint walls neutral colours, magnolia or white
- 🏠 Neutral coloured accessories like shower curtains, bedding and mats
- 🏠 Neutral coloured curtains and blinds (they allow more light in too!)

WHEN VIEWERS CALL

In the first instance get the air freshener out before they arrive! Always be prepared! Be ready for lots of questions including: How close to local transport are you? What is the area like? What are schools like in this area? Are the neighbours friendly? Is the garden South facing? Do you get the sun all day? Is it quiet? And of course more personal questions e.g. why are you moving?

- 🏠 Put the lights on before they come in, it brightens up the rooms
- 🏠 Let natural light in by opening curtains and blinds completely
- 🏠 Preferably get a friend or a neighbour to look after your pets
- 🏠 If it is cold outside put the heating on to ensure the house is warm and inviting, and in the summer if it is hot leave windows open so the house appears cool and airy.





I HAVE AN OFFER!

It is always exciting when you receive an offer for your home, but you need to consider the offer. How long has your home been on the market for? If you have recently put your house up for sale, you have the option of holding out for a higher offer; or choosing between potential buyers! First time buyers or those not in a chain is always preferable. If your home has been on the market for some time then it may be worth considering the offer, even if it is less than your asking price.

Once you accept an offer then it is not binding, if someone offers you a higher price afterwards you can then accept this. This is known as gazumping, and although not illegal, it is thought of as morally wrong.

Once an offer is accepted it is usual for the buyer to make an initial deposit.



ACCEPTING AN OFFER

Once you accept an offer then it is not binding, if someone offers you a higher price afterwards you can then accept this. This is known as gazumping, and although not illegal, it is thought of as morally wrong.

Once you are in receipt of an offer that you have accepted you have to make a decision to suspend viewings and amend marketing to state 'under offer' or 'Sold subject to contract'. The timing of this is entirely up to you or what you agree with the buyer. Many people choose between receipt of formal offer and confirmation of buyers instructions to their solicitor and the booked valuation.

THE LEGAL SIDE

Once you have accepted an offer, you will at this stage require the services of a solicitor or a licensed conveyancer. It is worth shopping around to get a few quotations. Nowadays there is no need to go into a solicitor's office at any stage, so if you get a quotation that is cheaper from a solicitor further afield it is definitely worth considering. The general costs involved for this

will include the Legal Fee charged by the solicitor

for the conveyancing process, bankruptcy and validation of identity fee, the Land Registry Fee to obtain the title deeds and the bank transfer fee for funds to be transferred on completion. If the property is Leasehold this could also incur a further charge.



EXCHANGING CONTRACTS

Until the contracts are exchanged nothing is legal and binding, and either party can pull out of the sale without any penalty at all. A date is normally set for the contracts to be exchanged prior to completion, usually 7 -28 days before. You can exchange contracts and complete on the same day, however you would need to ensure if this is the case that you are packed and have arranged a removal van ready!

You need to check that the contract is accurate i.e. agreed price, fixtures and fittings to be included etc. Both the seller and buyer will need to sign identical contracts and once these are exchanged between yours and the purchaser's solicitor, only then will the sale be legally binding. Should the purchaser pull out at this stage, which is extremely rare, then there would be heavy penalties for this.



FINAL STEPS

The final checklist before you move:

- 🏠 Ensure you book a removal van in advance. It is worth ensuring they are a reputable company, so if there are any breakages you can claim
- 🏠 Read your Gas and Electric meters and inform the companies of your final read; and your new address
- 🏠 Inform your Water Company, TV Licence, Telephone and Internet Provider, Bank, DVLA, Credit Card Companies, Insurance Provider, Doctor, and any other relevant companies of your new address
- 🏠 Organise with the Post Office to have your mail forwarded to your new address
- 🏠 Be nice - leave instructions for the new owners on how to work the boiler, alarm codes, and anything else you think they may need to know.



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