



A STEP-BY-STEP GUIDE TO

selling your house



The
**Property
Selling**
company™
fast. effortless. free.

HELLO

Selling a home can be a daunting enough task without having to worry about forgetting an important step.

that's where we come in

1. Decide if selling is right for you
2. Prepare your home for sale
3. Property Valuation
4. Setting the right asking price
5. Choose an estate agent
6. Prepare the marketing materials
7. Get your paperwork in order
8. Conduct viewings
9. Hire a solicitor or conveyancer
10. Receive offers
11. Accepting an offer
12. Start house hunting
13. Keep things moving
14. Exchange and complete

We're here to take the stress out of your house selling process

1. Decide if selling is the right move for you

The first step to selling your home is deciding if selling is the right move for you.

This means looking at whether you can afford it, if there will be any early repayment charges for breaking your current mortgage deal or whether you can 'port' your current mortgage

If you're aiming to move up the property ladder the best way is to secure a mortgage in principle as it will give you a rough idea of the houses that you can afford.

Stamp duty and the other costs that come with selling a house can add up quickly so it is good to have an idea of how much everything will cost early on.

2. Prepare your home for sale

Once you've decided to sell your home it's time to spruce up the property ready for valuations and viewings.

Make sure things are clean, tidy, and free-from clutter.

A would-be buyer is trying to imagine themselves living in your property, a lick of fresh paint can go a long way, as can dusting, hoovering and just keeping things clean.

Don't forget to factor in kerb appeal – just mowing your lawn, keeping the garden free of weeds and the driveway clear can help.



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3. Property valuation

Setting the price is one of the most crucial parts of the house selling process.

It is important to set a realistic price as most searches are done via online property portals, if you put the price too high it won't appear in searches where potential buyers have applied a search cap.

On the other hand, if you price it too low, you run the risk of selling the property for lower than it is worth.

One way to get a valuation for your property is by looking at recent local activity.

4. Setting the right asking price

While your research and an estate agent can advise you and give you an idea for an asking price, it is ultimately up to you how much you price your house at.

A final thing to remember about asking price is properties can sometimes be advertised for 'offers in excess of' (OIEO) or 'offers over'. It is up to you how you choose to describe your asking price, but remember, a buyer can still offer less.

5. Choose an estate agent

There are many ways to sell your property

- ▶ High-street estate agents
- ▶ Online estate agents
- ▶ Selling privately
- ▶ Property auctions

If you decide to sell through an estate agency you will sign a contract which lays out the terms under which they'll sell your home – this is known as 'instructing'.

Fantastic process, no issues, no problems.

Amjid Hussain



6. Prepare the marketing materials

After you have instructed an estate agent, they should send a photographer to your property to take professional photos.

Just like when you had the house valuated, it is critical that you make sure the property is clutter free and clean. Make sure all toilet lids are closed, beds are all made and keep flourishes simple, such as bowls of fruit or flowers.

Another task that your estate agent will undertake is to arrange for a floor plan to be created as well as writing a listing for your property online.

Rightmove is the biggest online property portal so it is important to use an agent who will list you on there, as well as their own website alongside other property portals like Zoopla.

7. Get your paperwork in order

It is vital that you get your paperwork sorted out early, it will help to move the sale along a lot faster.

You will need to provide the following documents to sell your property:

- ▶ Property Title Deeds
- ▶ Energy Performance Certificate (EPC)
- ▶ Floorplan And Property Details
- ▶ Electrical Certificates
- ▶ Building Regulation Certificates
- ▶ Planning Permission Certificates
- ▶ Recent Utilities Bills
- ▶ Contents Insurance Policy
- ▶ Building Insurance Policy
- ▶ Mortgage Roll/Account Number
- ▶ Lease (If the property is leasehold)
- ▶ Builders Warranty

8. Conduct viewings

Your estate agent should offer to conduct viewings on your behalf – which is great because this can be difficult to do if you've never done it before.

If you can, make sure you are out of the house while viewings take place. Should you decide to conduct viewings yourself then carefully consider which order you want to show the rooms and any additional features you would like to draw your buyer's attention to.

It is a good idea to do a practice run with a friend first!

9. Hire a solicitor or conveyancer

The next step is to start thinking about the conveyancing process. This is the legal process of transferring property from one person to another and while it may not be the most thrilling part of the house selling process, it is one of the most important.

It is a good idea to have a conveyancer or solicitor in place before you accept an offer as it can help speed up the process.

10. Receive offers

It is your estate agent's duty to inform you of any offers as soon as they are made.

If your property receives multiple offers, you should get your estate agent to do some digging into each bidder's situation as when it comes to accepting an offer there are plenty of factors to consider other than how much they are offering.

In order, the safest buyers to choose are generally:

- ▶ Chain free buyers – someone who doesn't depend on the sale of their property to be able to purchase yours
- ▶ Home movers who have either sold and completed or have exchanged their sale
- ▶ First time buyers – they are chain-free but usually rely upon a large mortgage to be able to fund the purchase
- ▶ Home movers who have sold subject to contract (SSTC)
- ▶ Homeowners who have not yet sold their homes

11. Accepting an offer

The next step in the process of selling a house is to accept an offer. When it comes to making an offer on a house, buyers will often offer less than the asking price.

This leaves you in a situation where you can decide whether it is worth negotiating, offering a compromise price, or refusing the offer in the hope that they increase the original price.

This process can feel as though you are in a game of house selling chicken, but you should ask your estate agent for advice as well as their fee is dependent on the sale of your property, they will have a vested interest.

12. Start house hunting

While it is worth setting up alerts on property portals and registering with estate agents before you've accepted an offer, the safest time for you to start house hunting is once your property is under offer or under SSTC.

It is often the case that in very competitive markets that estate agents won't show you properties until you have gone under offer.

13. Keep things moving

It is crucial that you make sure that your buyer understands what is included in the price, including things like fixtures and fittings.

To avoid arguments further down the line, it is always a good idea to establish dates for exchange and completion.

It is worth drawing up an agreed note of your plans with the buyer. While this deal will not be legally binding, it may make buyers less likely to delay or to pull out of the offer.

You should always keep communicating throughout this period. If you are going away on holiday, it is vital to let the other people involved in your property chain know, including your conveyancing solicitor and estate agent.

14. Exchange and complete

The final step of the process of selling a house is here. The exchange of contracts is a key part of the journey as it is when your buyer will pay a deposit and the process becomes legally binding.

Completion day is the day that the whole house selling process has been leading towards. Once you have reached it you will have successfully sold your home.

You will now need to move all your possessions out of the property and drop your keys off at the estate agents.

OUR PROCESS

If you are looking for a house-selling alternative that is fast, effortless, and free, then look no further!

we do things differently, offering a less complicated option



Submit your
details



Agree a price



We'll handle
the rest