

Sellers Guide.

Appraisal

Firstly, your property needs to be valued. We will assess its size, condition, comparable sold properties with buyer demand and advise you on any recommendations to help achieve maximum interest and above all a good price.

Presentation

Ensure the décor is neutral (where possible) and any repairs are done. Keep the property clean and tidy including gardens and the outside. Good quality furniture and furnishings help project a positive impression to buyers.

Marketing & Viewings

Marketed on multiple platforms including:

- Zoopla
- Primelocation
- Rightmove
- Our own website
- Several social media apps

All the buyers are accompanied by us, where they are given a walkaround of the property and the opportunity to raise any questions which we can answer there and then.

We encourage our local database of buyers to view your property and when interested to make offers.

Offers

Buyers position (property to sell, first-time buyer or cash), finances are checked and verified before informing you of the offer. This is done in writing. We will negotiate you the best price.

Solicitors / Conveyancer

After the offer is accepted, you must appoint a solicitor or conveyancer to represent your sale.

They will engage with the buyers appointed solicitor/conveyancer create and send a contact and be ready to answer any enquiries they raise.

It is a good idea to speak to family or friends for a recommendation of a solicitor/conveyancer or we can do the same.

Buyer survey

Once the offer is accepted and the buyer is using a mortgage, they will instruct their lender to proceed who will send a surveyor to confirm the value of the property.

Be advised that the buyer may choose a full survey which looks for issues that can identify costly repairs i.e. the roof and can lead to renegotiation of the price and at worst the buyer can withdraw.

Cash buyers normally will appoint a surveyor as well.

Buyer mortgage offer

Providing the survey goes well, the lender will issue the mortgage offer to the buyer and their solicitor / conveyancer.

Exchange of contracts

Once the contract is approved and any enquiries raised are answered and approved. The exchange of contracts takes place and 5% to 10% of the sale price is sent to your solicitor/conveyancer with a set completion date normally 1 to 2 weeks later.

Completion

On the set completion date of the sale, your solicitor/conveyancer will call you to confirm the balance of the funds are received and the keys can be released to the new owners.

Congratulations! You have sold your property.

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