

SELLERS GUIDE

If you are considering selling a property, our team of trained professionals are here to guide you through every step of the process. Below is our nine step guide to successfully selling.

3 PRESENTING YOUR PROPERTY FOR VIEWINGS

First impressions count and a few simple things can make the chances of making the right impression much greater and enhance the probability of an offer.



1 VALUING YOUR PROPERTY

Our market appraisals are always carried out by a senior member of our team. They have a wealth of knowledge and experience about the local and wider market and will be able to show you recent comparable information on properties being marketed and where sales have been achieved in your local area.

They will provide you with local research in order to ensure that the pricing of your property is accurate and best likely to achieve the result you seek in the timescale you require.

2 PREPARING TO SELL

There are a number of key areas that need addressing before placing your property on the market. At Langhams we can assist you with all of them and therefore help make the process run as smoothly as possible.



4 MARKETING

At Langhams our marketing is designed to generate demand for your property.

We recognise that properties often require different approaches and our experienced sales team will work with you and discuss the best marketing strategies for success.



5 VIEWINGS

The most successful sellers ensure their property is looking its best throughout the viewing process. Finishes touches such as fresh flowers and good lighting can make a real difference.

It is important that restrictions on viewing times are avoided wherever possible as a potential buyers may have several properties to look at and if they cannot access yours at a time that suits them, you may miss out on a sale.

We will keep you informed of all viewings and feedback following each one.



7 THE CONVEYANCING PROCESS

Your chosen conveyancer will obtain the title deeds and send a draft contract to the buyer's conveyancer who, in turn, starts the conveyancing process.

Various searches will be obtained (these could include: local authority, environmental, chancel repair, bankruptcy etc.) and enquiries will be raised by the buyers during the process and will require answering by you. Any mortgage finance being arranged by the buyer will be undertaken at the same time and they will require a satisfactory mortgage offer before they are able to exchange contracts.



6 THE OFFER PROCESS

Receiving an offer for your property is an exciting moment but it is important that the process is handled professionally. At Langhams we will provide the help and support to ensure that negotiations lead to the best offer being achieved.



8 EXCHANGE OF CONTRACTS

At this point your buyer will usually pay a deposit (normally 10% of the purchase price but sometimes a lower figure is agreed). This money is paid to your conveyancer and held until completion when it forms part of the total purchase price.



9 COMPLETION

This is when you have to vacate the property and hand the keys over to your buyer.

The buyer's conveyancer will transfer the completion funds to your conveyancer on this day. If there are a number of properties in a chain then this can take until the afternoon. Your conveyancer will confirm to you and us that the monies have arrived and that the keys can be released to the buyer.

Congratulations - you have now successfully sold your property.

