

Vendor's Guidance

If you are selling a house there are many things to consider. We at Maxwell Valentine know what a stressful time it can be and we aim to eliminate the stress and make the process as smooth and easy as possible.

Property Appraisal

A professional appraisal of your property will help determine a realistic asking price. When getting an appraisal it is important to consider that the highest valuation may not always be the right one, some estate agents may provide an inflated valuation of your property to be more appealing but an over-priced property may not be appealing to buyers and may be difficult to sell.

Preparing Your Property for Sale

We all know that first impression are important, so make sure your home looks it best for prospective buyers if you want to achieve its maximum selling price.

- External view - the outside of your property needs to create a good impression
- Interior - the inside of your property need to look and feel like a potential home for viewers

Energy Performance Certificates (EPC)

It is a legal requirement to have an Energy Performance Certificate (EPC) in place when you decide to market your property. An EPC is an official document which assesses and displays your property's energy efficiency, providing a rating from A to G (A being very efficient and G being very inefficient).

An EPC will show two rating: the energy efficiency rating and the environmental rating.

Marketing Your Property

Once you have seen and approved the marketing particulars of your home, you will then be in a position to receive prospective buyers. Appointments to view your property are made by Maxwell Valentine, accompanied viewings can also be arranged if you wish, to show prospective buyers around your home.

We will promote your property in the following ways:

- 'For Sale' board - this is a vital tool for marketing and many sales are made following direct enquiries.
- By telephone - we will have a list of 'hot buyers' which we'll call as a priority.
- Creation of property details - we will create a set of details that adhere to the property misdescriptions act, for your property. These will act as a sales tool and ensure your property is portrayed in a positive light.
- Email - Wherever possible, all prospective buyers who register with us are asked to provide email addresses in order to ensure that they are notified of any new properties as soon as possible within 24 hours of receiving your instruction.
- By post - your property details will be sent to those on our list who are looking for a property in your area and price range.
- Website - This is updated daily and full colour details of your home are placed on our website within 24 hours of being placed on the market
- Advertising - Besides the exposure on our own site, Maxwell Valentine is also affiliated with national property websites which will feature your home

Making the Most of Viewings

When hosting a viewing make your property feel homely; ensure it is tidy and looks and smells pleasant for buyers as soon as they come through the door:

- Be friendly - however don't go over-the-top, they might think you are desperate to sell!
- Be positive - point out positive aspects, such as built-in storage, or a south-facing garden and explain what's included in the sale.
- Where possible, always try to let your agent answer any questions. They will understand your viewers requirements and be best placed to position appropriate responses.
- Give them space - let them know you'll answer any questions then leave them to look around on their own so they leave feeling like they've had a thorough viewing.

Offers

Once you have accepted an offer you will need to instruct a property solicitor. We will then obtain solicitor details from both you and your buyer and circulate details for the sale to all parties. Should you require your sale to be completed by a certain date, this is when you should notify us and we will endeavour to satisfy your request wherever possible.

Conveyancing and Completion

The legal process of buying and selling is known as conveyancing. When buying property or selling property in the UK, it is advisable to employ the services of a specialist property lawyer.

Your solicitor will:

- Obtain copies of the title deeds for the property.
- Prepare a contract.
- Provide the buyer's lawyer with the contract and copies of the deeds.
- With your help, answer any questions about your property raised.
- Obtain any mortgage redemption figures from your lender.
- With your help, liaise with the buyer's solicitor to agree a moving (completion) date.
- Exchange contracts with the buyer's lawyer - at this point you are both committed to move house on the day fixed for completion.
- Complete the sale by receiving the proceeds on your behalf, hand over the deeds and documents to your buyer's lawyer, pay off any mortgages and arrange payment of your estate agents fees.
- Legal completion happens when the outstanding balance required to complete the purchase is transferred from the buyer's solicitor to the vendor's solicitor. In return the buyer receives the property deeds and the keys.