

PREPARING TO SELL YOUR HOME



Sales fall apart for any number of reasons and the longer the period between an offer being accepted and exchange, the higher the likelihood of a problem arising. With the national average time to exchange now running at about 16 weeks, it is unsurprising that the fall through rate is around 30%. It is, therefore, in everyone's interests to work together to speed the process up and there are many things sellers can do prior to putting their house on the market that can help bring about a smooth and speedy exchange.

PREPARING YOUR HOUSE FOR SALE

95% of buyers start their search online and view full property details before contacting the agent. If their first impressions are not good, they simply won't view. It is essential that you present your house and garden well so that it looks its best in the photographs. Further information on presenting your property can be found on our website www.mullucks.co.uk.

CHOOSING AN ESTATE AGENT

Choosing the right agent to sell your home is critical. It goes without saying that you should choose a well established agent who understands the local market, has professional accreditation and who you like and trust but you also need to know that they will provide:

- A realistic valuation - a property attracts 70% of its viewers within the first 2 weeks on the market so it is important that the price is right from the outset. Our negotiators have the knowledge and experience to provide realistic valuations and back these up with comparable evidence.
- Quality photography - this can make the difference between attracting a viewing and not. On average, people spend 3 seconds looking at a property image within a web page before moving on so the importance of eye catching images cannot be underestimated.
- Sales progression - By working closely with clients and lawyers across the chain and agreeing realistic and achievable timescales with all parties, our sales progressors significantly speed up the sale process and reduce fall throughs. We take 84% of our sales through to completion and our average time to exchange is only 10 weeks.



CHOOSING A SOLICITOR

We are always happy to recommend good local solicitors with whom we have a close working relationship and who we know works hard to take sales through within preferred timescales.

Ask your solicitor for the forms you will be required to fill out prior to launching your property on the market. There is no cost for this and it can help speed up the selling process.



PAPERWORK

The biggest cause of delay is missing paperwork. Ensure you have all paperwork to hand. This can include:

- guarantees and permissions for works undertaken
- installation documentation
- safety certificates
- indemnity insurances
- information about Rights of Way, shared access, etc.

Although not a legal requirement, it is useful to have Agas serviced, chimneys swept and boilers serviced as these are often requested by buyers.

MORTGAGE APPLICATION

Talk to your financial advisor - it is advisable to get an 'agreement in principle' from a mortgage lender if you are also planning to purchase a property. We recommend local company Genesis Financial Services who are independent financial advisors and can provide whole of market advice and help with mortgage applications.

We are always happy to visit you and offer advice on what will add value to your property or ensure a wider appeal. We can also take photographs, prepare details, organise eps and floorplans and line up viewings in advance if you are not quite ready to market your property.

