

1. Arrange a Valuation

Contact us for a free no obligation valuation. Our valuers have many years of experience of your local property market and will give you expert advice to gain the maximum selling price. As solicitors we can also check the titles to your property and advise on any issues which should be addressed before an offer is received.

2. Work out your finances

Once you have had a valuation of your property, this is a good time to work out your budget. Speak to your lender or an independent financial adviser regarding your new mortgage. Don't forget to allow for the transaction costs. We can provide you with a full breakdown.

3. Choose a marketing package

We have a choice of marketing packages to suit your needs. All of our properties are marketed on Rightmove for which there is no upfront cost. We also offer the option to market through GSPC. The cost of this package is £260 which includes advertising in the GSPC magazine which is published fortnightly and on the GSPC and ESPC websites as well as the on the market website.

4. Home Reports explained

A Home Report must be prepared before a property can be marketed for sale. The Home Report consists of three documents. The Single Survey, which includes a Mortgage Valuation and the Energy Report are prepared by the surveyor. The Property Questionnaire is completed by the seller and contains basic information regarding the property.

We will assist you in completing the Property Questionnaire. You may arrange your own Home Report or we are happy to do this on your behalf. In either case, you will require to make payment of the surveyor's fee. Most surveyors have a scale of fees which depends on the value of the property.

If your property is on the market for some time before an offer is received, the purchaser may require that the Home Report be updated and the surveyor will charge an additional fee for this. If the survey discloses problems which would be likely to put potential purchasers off, for example a leaking roof, you may wish to have these repaired before the Home Report is finalised.

Get in touch for assistance with your property sale

Tel: **01698 28 55 29**

Email: djs@campbellsievewright.co.uk

5. Preparing your house for sale

Presentation is everything. It doesn't mean you have to spend a fortune getting your home ready for the market but it does mean you should take time and care to ensure there are no loose ends around the house. A simple freshen up inside and out may be all that's needed to make sure your property is well-presented and tidy for photographs and for viewings. Kerb appeal is important so don't forget to tidy up the garden too.

One way to ensure your home is looking its best is to think of the photographer as your very first viewer. Opt for open, neutral space rather than lots of furnishings or clutter. The photographs are what's going to get viewers through the door so it is vital that you take the time to get this part absolutely right.

6. Viewings

Meeting and greeting complete strangers is not always as simple as it seems but we will help with useful hints and tips on how to make every viewing count. We offer an accompanied viewing service so if you are not comfortable with this part of the process, please ask for details.

For viewings make sure your property is always tidy, switch on lights to make the space feel brighter and create a welcoming environment by putting out flowers or brewing some nice fresh coffee to make the viewer feel right at home!

7. Negotiating offers

We will negotiate the selling price and other matters, such as date of entry, on your behalf. There are two main circumstances which can happen when offers are submitted.

A potential buyer will submit an offer on the property. You can either choose to accept the offer or go back to the buyer and negotiate on the price.

If there has been minimum of two notes of interest on the property, a closing date can be set. This means that if any potential buyer is interested they should also note interest, rather than make an offer just yet. Buyers with noted interest will be given the opportunity to make an offer. At the closing date any offers should be submitted. It's a blind auction: Buyers won't know what other people are bidding, or even if they're making an offer at all. It is then up to you if you wish to accept any of the offers.

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8. After the offer is accepted

There is usually a delay between the offer being accepted and a binding contract being concluded. If you are fortunate enough to have a cash purchaser, it may be possible for the contract to be concluded within a few days of the offer being submitted. Most purchasers, however, will require to put their financial arrangements in place before the contract is included.

This will normally involve obtaining a mortgage and may also involve the purchaser selling their own property. When an offer is submitted, we will investigate the purchaser's circumstances so that you have as much information as possible before accepting their offer.

9. Preparing for your moving day

Make sure you're prepared! There are a number of things you need to think about in advance of the actual moving day such as cancelling any telephone or internet connections and booking removal help so that everything is in place to ensure that all your belongings are out of the property for the agreed date of entry.

Do you want to use a removal company or do you have a good bunch of friends who can help with the move? A DIY move could be the most cost-effective option but it can be hard work. Removal firms are the most popular option. Don't necessarily go for the cheapest. Remember, you are entrusting all you own to these people, so make sure it is a reputable firm.

10. Tell everyone

Once you're in the comfort of your new home remember to inform everyone such as your doctors, bank and DVLA that you have moved as you don't want to miss out on any important information which is going to the wrong address. It is also advisable to set up a redirect for a period of time through the Royal Mail.

Then sit back, relax and enjoy your new home!

Testimonials

"You have been extremely helpful and considering that I have never bought property before, it was very smooth thanks to your efficiency."

- MD, Uddingston

"Thank you for all your help on making this process a lot less stressful than it could have been."

- LJ, Lanark

"Many thanks for all you have done. Your professionalism and calm reassurance were a great help to me throughout the process of moving house."

- AA, Motherwell

"Thank you for all your help in achieving the successful sale of our house. Everybody's efforts are very much appreciated."

- MW, Glasgow

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