



The Estate Agents

# Guide to Selling Your House

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**To make your sale go smoothly, we've prepared this useful and easy to understand guide. So, let's get on board by taking a look at the journey ahead.**

## **Valuing Your Property**

When you've decided to sell a property, the first step you need to take is to find out how much your house is worth.

At Bari & Bari, we understand the local property markets in and out. We value properties every day and our valuation holds great value for sellers.

We, as the Estate Agents, prioritise marketing your property to as many prospective buyers as possible to achieve the best price we can in a timeframe that suits you.

### **What is a Property Valuation?**

Valuation is often referred to as a 'market appraisal', a valuation is an estimate of the value of your home carried out by an experienced estate agent. We offer our clients free valuations and you can book one by contacting us.

One of our experienced estate agents with proper expertise of your local market will visit your property to take notes and room measurements.

The valuation will be based on a range of details, including the size, location, layout and condition of your house; it will be depending on the local market conditions.

We will also discuss our every marketing option to help ensure your property stands out from the crowd.

## **Instructing Us**

When you've decided to sell a property, the first step you need to take is to find out how much your house is worth.

In order to meet the legal requirements, you will also be asked for documents to confirm your ID/residence along with an electronic money laundering check that will be undertaken before we can get everything ready and start marketing your property.

Properties require a valid Energy Performance Certificate (EPC) for being marketed. An EPC is a measure of how energy efficient the property is and lasts for 10 years. If you need one, we can get one for you.\*

## **Marketing Your Property**

**It is our priority to make your property stand out from the crowd.**

To help with marketing, we have a marketing pack that includes professional photography, floor plan, video tour, virtual tour, paid social media advertising and listing your property on different property portals, such as Zoopla, OnTheMarket and Prime Location etc. Also, the property gets exposure on our own website to our registered users.\*

When a marketing plan has been agreed with you, we will prepare the property details for your approval.

Here are some additional marketing activities that we can do for you:

- Selective photography where we choose the best pictures for your property
- Put a 'For Sale' sign at your property to alert local buyers
- Calling and emailing our registered buyers who are interested in properties like yours to arrange viewings
- Advertising your property in our local window displays
- Circulate your property details to our partners
- Leaflet drop 'Latest on the market' mailers to your surrounding area
- Email and post details to prospective buyers
- Provide you with regular updates on the progress

### **Organising Open House Events**

We can also arrange an open house event. This event is a very popular way to host multiple viewings which will be less hassle for you.

In these events, we invite our registered interested buyers to view your property during a set timeframe on a date convenient to you. With multiple viewings, you could possibly receive multiple offers to help secure the best price for your property.

**\*Terms and conditions apply**

# Things to Keep in Mind

## Choose a conveyancer

Conveyancing is the term used for the legal and financial work involved in selling a property. It includes preparing contracts and deeds, organising local searches and checks on the property, and transferring monies between buyers and sellers..

As soon as you instruct us to sell your home, you should appoint a conveyancer to start the legal work, this is where we can help.

Our partnered Home Conveyancing service can take care of all the legal bits for you. Most of our customers choose our partners to handle their conveyancing. Here are a few of the reasons why:

- Open on weekdays and available on the weekends as well.
- No move - no legal fee
- Fixed, transparent pricing
- No need to visit a conveyancer's office unless you want to.
- Option to manage every aspect of your case securely by phone
- We aim to provide a consistently faster legal service, working with you for a trouble-free move

## Your Mortgage Situation

If you are selling your house to buy another house and need a mortgage, we can help with this too. Talk to one of our qualified partner Mortgage Consultants, they will look at your finances and advise you on your mortgage options.

Our partners can search numerous mortgage products for you to select that will suit your individual needs and circumstances.\*

## Preparing for Viewings

**You need to prepare your house before it's viewed to prospective buyers. Do it well and you might find the right buyer sooner than you imagine.**

## Outside Your Home

Preparing the exterior of your home is all about making a great first impression.

The first look from the street influences buyers to feel positive about your property even before they step inside. Buyers will often visit the area before they view to get a slight idea of what they're about to view from the street and the area.

Take a close look at the front of your property and look for things you can improve quickly and easily. Ask the opinion of someone else - preferably someone who doesn't live on the property.

You also need to focus on things that make a big difference to the overall presentation of the property, such as:

- Clean the windows and frames
- Mow the lawn and tidy the garden
- Remove any weeds or dead plants
- Add some colourful plants or baskets
- Clean the front gate and door of the house
- Put the bins on the appropriate place
- Clear cars from the driveway
- Sweep paths, driveways or yards
- Touch-up any tired paintwork
- Repair any loose guttering
- Repair any damaged garden fences

## Inside Your Home

Preparing the inside part of your property is all about creating the right atmosphere.

Cleaning and decluttering are the most important factors, but here are a few other tactics you can use that make a big difference:

- Declutter coats, bags, shoes, toys and clothes, and clear the kitchen surfaces
- Check every room is dusted, clean and tidy
- Sinks, taps, toilets, baths, showers and mirrors should all be sparkling clean
- Put fresh towels in the bathroom, make the beds and set the dining table
- Make your home welcoming by letting in as much light as possible
- Remove any litter boxes and pet beds, and any vacuum any pet hair
- Tidy up all the electrical cables, leads or anything that can cause an accident
- In case of a viewing fixed in the evening, switch on all your lights and lamps

**\*Subject to status and lender criteria.**



## Viewings

As soon as we have buyers ready to view your property, we will contact you to arrange viewings at a time that suits you.

If you are at home while buyers are viewing your property, you have an opportunity to tell them about the house and the neighbourhood, also you can focus on the best features and highlighting details that might appeal them.

Alternatively, we can carry out the viewings on your behalf. Simply pass us a set of keys and we will make all the arrangements.

## Dealing with Offers

**You may already know what you are looking for in an offer, but you need to be flexible about the buyers position and how quickly they can move are factors to consider.**

## Negotiating with Buyers

If you choose us to be your estate agents, it's our job to help you through the negotiation stage with our experience, expertise and judgement.

Our experienced negotiators are bound to inform you of any offer we get for your property. We'll research the buyer's position and take reasonable steps to find out the source and availability of their funds for buying the property, so you can make an informed decision. These are some questions we ask buyers:

- Are they a first-time buyer and ready to make a buying decision immediately?
- Do they have a 'decision in principle' (DIP) or an 'agreement in principle' (AIP) from a mortgage lender that they will loan the buyer a certain amount 'in principle'?
- Do they have a conveyancer ready?
- Are they in a chain or dependent on others to proceed?
- Do they have a property to sell? Is it under offer?

If they're interested to achieve your asking price, or your onward purchase depends on this, you can reject all other offers below that price. This might discourage further offers from that particular buyer, so we will let them know the reason why.

We can, alternatively, make a counter-offer to let them know the price you would be willing to sell your property for.

Every offer comes with its pros and cons, so it is important to think carefully and take the buyer's position into account.

## Accepting an Offer

When you have accepted an offer, it will be subject to survey and contract. Most buyers will ask you to take the property off the market at this point and we'll change your online listing and 'For Sale' sign to say 'Sold Subject to Contract' (SSTC).

Once the final sale price is agreed, we'll, then, send you a document called a 'Memorandum of Sale'. This confirms the buyer's and the seller's details and those of the conveyancers involved and formally agrees the sale.

The property's buyer (or their lender if they are financing the sale with a mortgage) will now organise a valuation/survey of your property. If it reveals any issues, we're here to help discuss your options.

Meantime, your conveyancers will continue with the legal process and we will proceed to the exchange of contracts stage as early as possible so you can finalise your sale.

# Exchanging Contracts

**The exchange of contracts is the legal process when the sale of your property becomes legally binding.**

When the buyer's valuation/survey is complete, the legal work and searches are finished and a final sale price has been agreed, you and the buyer will sign and return copies of the contract prepared by the conveyancers.

This will also include an agreed date for completion. This is day when the buyer takes possession of your property, so you will need to move out on or before this date. The buyer's conveyancer will now forward their deposit to your conveyancer.

As the exchange of contracts is done, it marks the sale as legally binding, if the buyer pulls out at this stage, they will risk losing their deposit.

# Building Insurance

It is the buyer's responsibility to make sure they have buildings insurance in place on a freehold property from the day they exchange contracts.

However, you should continue your own buildings and contents insurance policies until the day of completion when you have moved everything out and handed over the keys.

If you are moving to a new property, ask our mortgage consultants about the insurance products we can help you get:

- Buildings Insurance
- Contents Insurance
- Life Insurance
- Critical Illness
- Income Protection

# Making a Will

Deciding what would happen to your possessions and assets in the event of your death. Making a will could save your loved ones untold worry, costs and stress; also, it will provide them with stability and protection at a difficult time.

If you don't have a will already, ask us on how our will-writing partner can guide you through the process, and help you give your family peace of mind for whatever the future holds.

# Completion

**Your property is now SOLD.**

On the completion day, the buyer's conveyancer will transfer the balance of the money to your conveyancer who will use it to settle any outstanding mortgage you have and transfer the rest of the balance to you.

At this point, the ownership of the property is transferred to the buyer and you should hand over your keys.

Otherwise, to make things easier, it may be helpful to drop a set of keys with us before the completion day. When you leave the property, you can simply lock up and drop any further sets of keys through the letterbox for the new owner when they move in.



The Estate Agents

**If you require any advice or guidance  
we're just one phone call away.**



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