

# ELDERS ESTATES SELLING GUIDE



### **Thinking of selling?**

Once you decide to plan your move you will require a valuation on your property, which we can happily conduct for you free of charge. You can arrange for us to visit you at your home by simply contacting us via our website, telephone, email or visit us in our showroom on Ilkeston's Market Place. Whilst we are carrying out your valuation, we will discuss a recommended asking price for your property, as well as our No Sale No Fee package; this will be followed up by a letter.

### **Instructing us**

If you were to instruct ourselves to sell your property, the next steps would be to arrange a suitable date and time that suits yourself us to re-visit your property to take the various measurements, description and the photographs. We would discuss the time frame that you would like the property to be marketed and do our best to work to your requirements.



### **Getting your property prepared**

We will begin to piece together your property details immediately; however, this usually takes a few days. We believe that presentation is key, this is why we take pride in the preparation of your property details ensuring potential buyers will be encouraged to arrange to view your property. Once the particulars and the documentation in relationship to the marketing of your property are ready, we will then organise a suitable date and time for yourself to visit us in branch or we can simply email/post them to you for your approval.

### **Fully marketing your property**

Once all the documents have been signed, we can begin fully marketing your property. This will involve contacting applicants on our mailing list who may be interested in arranging a viewing, as well as advertising it in our prominent show room on Ilkeston's Market Place, in our window, on our website and various online property portals including both Rightmove and Zoopla.

### **Arranging viewings**

Now that we have potential buyers interested in viewing your property it will be a case of organising a suitable date and time for the applicants to view the property. Whether you live out of the area, have a busy schedule or you just do not want the hassle, we are more than happy to conduct the viewing for you.

### **Feedback**

Once potential purchasers have visited the property we will then be in touch with them to get their feedback as to what they thought. We try and relay the feedback to you as soon as we possibly can, as we understand home sellers are always eager to get a response.



### **Agreeing a sale**

When it comes to agreeing a sale, here at Elders Estates our experienced negotiators are dedicated to achieving the best possible price for you. The higher the offer we get for you the more satisfied we are.

### **Sold subject to contract**

Once an offer has been agreed you will then need to instruct a solicitor to do the conveyancing which we can assist you with. If required, we can contact multiple local solicitors to get various quotes which we would then relay to you.

### **Organising the survey**

There is a very good chance that your buyer will be looking to have a survey conducted on your property. We will liaise with the survey company to arrange a suitable date and time for them to either collect the keys from our office or for them to meet you at your property.

### **Sales progression**

Although the conveyancing is dealt with by the solicitor, at Elders Estates we are aware that the most stressful time for a home seller can be during the conveyancing period, which is why we keep in touch with the solicitors and progress your sale to exchange of contracts, keeping you updated the best we possibly can.

### **Exchange of contracts**

When contracts are exchanged this is the time the sale becomes legally binding and a completion date is set, which will be organised through your solicitor and your buyers' solicitor.

### **Completion day**

On the day of completion the monies are transferred between the parties and ultimately the keys are handed over. It is the day you will move house!

The time of day that completion takes place can often be dictated by the length of chain you find yourself in and the speed with which each parties respective solicitor transfers the monies from their account.

