**Selling**

Wiloth Property & Estate Management provide all with helpful tips and other information to help sell your property easy, safe, fast and convenient read more below or contact us to discuss in depth.

**Choose an Estate Agent**

It could be very risky and expensive to sell your property privately as this might be the biggest transaction you have ever made. Use an estate agent who is a professional property service provider coupled with legal protection and knowledge. Consider when the estate agent will be available to conduct viewings, their location and the type of marketing strategies to be used.

• The agent's longevity and expertise

• Check their local success

• National coverage areas

• Enthusiastic and positive approach

• Communication strategies e.g. emails and telephone

• Marketing strategies to reach potential buyers

**We as a professional estate agent will:**

• Approximately project how much is your property worth in the present market

• Discuss offers

• Provide advice, conveyance guide and surveying

• Support in providing Energy Performance Certificate (EPC) required by the government

• Facilitate the transaction process from the start to the finish

• Agree on percentage commission calculated and base on the selling price or agree on a fixed rate

Upon deciding on the particular estate agent, charges must be confirmed in writing within an official agreement as part of the process of acting for you.

**Presenting Your Property for Sale**

To achieve the maximum selling price it is vital to get your property ready for sale. The first impressions count, making the presentation of your property is critical to a successful sale. Before a potential customer come in they see the external view which should create an attractive impression. Window frames and doors could be painted. Ensure the garden is tidy and neat. The interior of the property should feel like a home, clean and tidy free from dust, floors neatly mopped and new toilet seats. Consider addressing any DIY jobs you have been meaning to get done, add a fresh coat of paint where necessary and try to de-clutter to make rooms appear spacious and larger. We are available to support you through this process without any charges. Click here to view our inteior solutions page for de-cluttering services

**Property Appraisal**

To determine the potential asking price seek a professional estate agent appraisal. It is important to consider the following when getting appraisal:

• Price could be different after valuation

• Some estate agent may inflate the price for them to get your interest but an over-priced property could be difficult to sell

• You should ask how the valuation was made

• What was brought into consideration and evidence?

• Remember your aim is to sell your property at the best possible price and the shortest time

 At Wiloth Property and Estate Agent we can guarantee you that.

**Marketing Your Property**

Maximum exposure should be given to your property to ensure quick sale, your estate agent should use ranges of exposure. We have various market and strategies which include:

• Inform other negotiators

• Circulate your property across networks

• Lists of hot buyers and potential buyer through telephone

• Property details description that adhere to the misdescription act

• Full colour property details on their website

• Internet marketing or sales of your property within and outside coverage area

• Placing for sale board in front of your property for direct enquiries

**Accompanying Viewings**

You can decide to follow viewing but let your estate agent answer most of the questions because they are professional that understand viewers needs and requirements. Do not look desperate but give the impression you can answer any questions. Most potential customers come after work and our longer opening hours maximise viewing opportunities and this include weekends.

Our opening hours include week days , weekend (except Sundays) and bank holidays.

**Negotiating an Offer**

As soon as an offer is received your estate agent will act as the professional between you and the potential buyer and will notify you both verbally and in writing. Continuous and regular communication is required between you and your agent on price, any special conditions of the offer from the buyer either pay cash or if they are part of a chain. Know your asking price but be prepared to compromise by weighing up the pros and cons and not to lose your best buyer. Check the buyer's ability to proceed before you decide whether to accept the offer and also to be stated in writing and not to be pressured.

**Accepting an Offer**

Once negotiation has been concluded inform your agent to prepare a memorandum of sale, inform all parties in writing to confirm the agreed price and you and the buyer’s solicitors details will be obtained from both of you. Your solicitor will send out a draft contract to the buyer's solicitor who will then carry out preliminary enquiries. At this stage you will also be able to agree on dates for the survey on your property, exchange of contracts and proposed date for completion.Wiloth Property and Estate Agent will advise you and negotiate on your behalf throughout this process, keeping you informed every step of the way.

There are no legal obligations until contracts are signed.

**Conveyancing**

This is the process of legally transferring ownership of a property from the seller to the buyer. Should you be buying property or selling property in the UK, it is advisable to employ the services of a specialist and property lawyer. Your solicitor will:

• Prepare an initial contract

• Obtain copies of the title deeds for the property

• Answer questions from the buyer's solicitor or licensed conveyancer

• They will need your assistance for many of the answers needed

• Negotiate the details of the contract if necessary

• Once the contract has been signed by both parties the deposit (usually 10% of the purchase price) will be telegraphically transferred or paid in the form of a banker's draft by the buyer's solicitor to your solicitor

• Fix date for completion

**Completion**

When the residual monies (usually 90%) are transferred from the buyer's solicitor to your solicitor's account then there is completion. Your solicitor will call your estate agent when the money has cleared in your account, will inform your estate agent to release the keys and arrange payment of your estate agents fees.

You can book an appointment to discuss our conveyancing services or call 020 8127 038 today

**Selling Guide**

Selling

Expert advice

It takes expertise, skill and dedication to negotiate a sale successfully through to completion and still achieve the best possible price.

We have combined useful tools and advice to bring people to your door and get more return for your home. We understand and respect the emotional journey buying and selling a home can take you on, we will support you all the way. Our team are committed to exceeding your expectations – let us show you what we can do for you by booking a free valuation today.

Through training and experience our employees offer expert advice on both the selling process and your legal obligations.

Comprehensive marketing

We spend huge amount of money ensuring that our clients' properties receive maximum exposure across a variety of different media, including our monthly magazines, email marketing, SMS, business and social network, PR and of course our website.

Professional photography

Presentation and timing are everything. In just one visit our specialist web designer Prestigious Web Designs alongside their professional photographers can take professional photographs, produce floor plans and 360° tours and write comprehensive property descriptions.

**\* Call MS Estate on 020 8517 8866**

This result to your property ready to be sold within days

**Mortgage**

**5 reasons to use Wiloth Property and Estate Management**

**• We are mortgage professionals**

**• Independent mortgage advice and exclusive mortgages**

**• Keeping you informed every step of the way**

**• Telling you everything you need to know**

**• Helping you to buy your home and keep it**

**YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE**