



Guide to Selling your Home

Whatever the reason for selling your home, making sure you get the best price possible is crucial. Here are our top tips to help guide you through the entire selling process, from start to finish.

How Much is Your Property Worth?

Firstly, you will need market appraisal of your property, to get a rough idea of how much it is worth in the current market.

At Seddon's, we provide a free, no obligation property appraisal. This normally takes about 30 minutes and our Valuers hold a wealth of experience of local sales in the area - important as most valuations are based on comparable evidence.



Be cautious of agents who provide very high and often unrealistic values. This is often purely to gain the instruction, which will tie you into a long contract, during which time, they will pressure you to reduce the price.

Property Profile



We will re-visit your property to take the finer details, organise floor plans and take photographs. We prefer a sunny day for outdoor photographs, so we may come back when the sun is shining. Once all the information has been collated, we will send you the details of your property for you to approve.

Energy Performance

You are required by law to have an Energy Performance Certificate (EPC) before your property can be placed on the market. If you already have one, we will arrange our EPC



Surveyor to visit you. They will evaluate your property's carbon footprint by way of an energy efficiency and environmental impact rating.

Boards

Boards are an important part of marketing your property. Although you don't have to have one, we do sell more properties from our boards than we do from local advertising.



Going Live

Once you're happy with your property details, they will go 'live' on our [website](#), [Zoopla](#) and [Rightmove](#). We are one of the only local agents to use Rightmove and Zoopla, meaning your property will be viewed by a much wider audience.

We also arrange for local newspaper advertising and your property will be placed in our window display. We will also email details of your property to all potential purchasers on our database.

Arranging Viewings

Once the marketing is up and running, it is time to expect viewings. Try to keep your home clean, tidy and welcoming, to show it off to prospective buyers. We often accompany viewings and provide feedback as soon as possible after the viewing.

Receiving an Offer

Hooray – you've received an offer! We will check the offerors status to make sure they are in the position to purchase and have sufficient funds to do so.



If the offerors sale is part of a chain, we will make some assessments to determine whether it is a closed chain, i.e. all properties are sold subject to contract, rather than an open chain, which is waiting for the person at the top of the chain to sell.

Further to this, we will discuss and advise you as to whether the offer is worthy of consideration or if we should try for more.



Accepting an Offer

If you decide to accept the offer, you will need a solicitor to act for you.

Do you go for a local solicitor or an online service? To help you decide, we've pulled together some suggestions [here](#).

Contracts

Your solicitor will draw up a contract and send it to the purchaser(s) solicitor, who will then check and raise any queries. If the purchaser needs a mortgage, their bank or building society will arrange a visit to survey your property.

The time between an agreed sale and the exchange of contracts can vary greatly due to various reasons. We will monitor the progress and keep you fully updated at all times.

Signing Contracts

When you and your solicitor are happy with the contracts, then it is time to sign them. The purchaser(s) solicitor will also transfer the deposit (normally 10%) and once the two signed contracts are exchanged, you have a binding contract. Before exchanging contracts, you will have an agreed completion date – normally two weeks after the exchange of contracts.

Completion

It's moving day! This is agreed between you and your purchaser.

