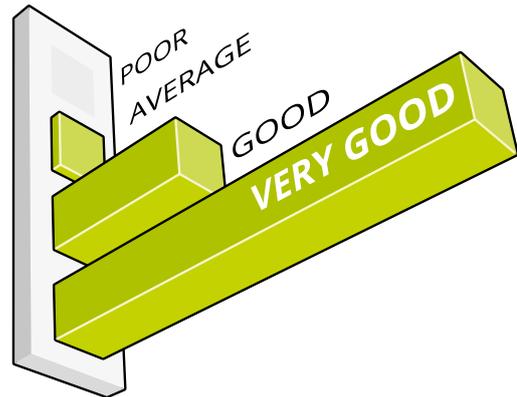




Mayhews

Mayhews' Guide to Selling

Mayhews' Top Tips for Sellers is based on 140 years' property knowledge and it's designed to help you make your next move quick and stress-free.



The price is right

The first step is to obtain an accurate valuation. Don't assume the highest valuation you're given is the one you should accept; your agent should talk to you about the prevailing market conditions, your own circumstances and timescales and place a realistic value on your property so you can secure the best possible price at the right time.

Choose an agent you can trust

It takes a real property expert with sound local knowledge to sell a house at the right price. It also takes an agent who can put you at ease, guide you through the process and help you with legal arrangements, viewings and sales negotiations. You'll need to consider local reputation, branch network, marketing techniques, professional accreditations, a friendly, helpful team and the type of houses the agent sells before you make your decision. Remember, there's no substitute for an agent who 100% of customers are happy to recommend.



No nonsense marketing

A reputable estate agent will have a range of effective marketing methods that they'll use to get people interested in your home. Good marketing means wide coverage – online, locally and through a great branch network – and high quality brochures with professional photographs, floor plans, and accurate descriptions. If the area is dominated by For Sale signs for a particular agent, you know who's a popular choice.

Horsham: Envision House, 5 North Street, Carfax, RH12 1XQ
Horley: 4 High Street, RH6 7AY T: 01293 775 518
East Grinstead: 117 London Road, RH19 1EQ T: 01342 316 444
mayhewstates.co.uk





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Viewings for first impressions

If your estate agent offers to accompany potential buyers on viewings of your property, decide whether to leave it to the experts or host the viewing yourself for a personal touch. A good agent will know exactly how to wow a prospective buyer and will have done all the homework necessary to point out the best features and answer questions on the area. Of course, you can do much to make first impressions count by de-cluttering, mowing the lawn, tidying the house and cleaning the windows. If a redecoration is in order, go for neutral colours that make it easier for a prospective buyer to visualise their furniture in your home. When the viewing is over, take feedback seriously...



Negotiations and offers

Always leave the negotiations to your agent. You'll already have a sales price in mind that you know you won't move below, but factors such as 'no chain' or a readily agreed mortgage might make you reconsider, so always communicate your thoughts to your agent. When an offer comes in, your agent will liaise closely with you until you and your buyer agree on the price that works for both of you. When you accept your offer, it's time to instruct a solicitor to handle the sale on your behalf.



Exchange and completion

The signing and exchange of contracts takes place at the same time a non-refundable deposit (usually 10% of the purchase price) is paid to your solicitor and from here on, both you and your purchaser are legally bound to the transaction. A completion date will usually be agreed at this point and, when the big day arrives, the balance of the sale proceeds will be transferred and your buyer will be able to move into your home. Remember to take meter readings, redirect your post and perhaps leave helpful information for the new owner, such as where things are and how equipment works.

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