

HOME SELLING

11 POINT CHECK LIST

THE HOME SELLING CHECKLIST INCLUDES & INVOLVES SOME PROCEDURAL DECISION MAKING, ALL OF WHICH YOU MUST CONSIDER WHEN IT COMES DOWN TO THE PROCESS OF EITHER SELLING YOURSELF, OR USING A SELLING FACILITY.

11
EASY
STEPS
ANYONE
CAN
FOLLOW



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Villabela
Properties

It's not an easy Job Selling a House

It actually involves a process

You just don't simply

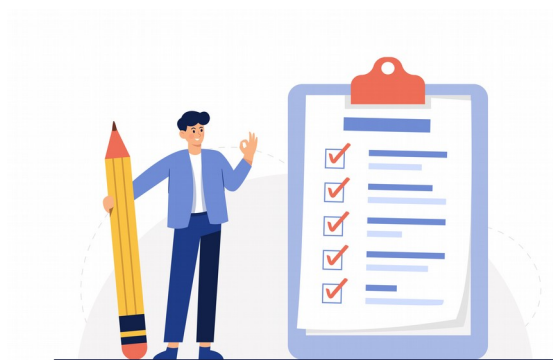
- Publish & Advertise your House.
- Meet a Buyer.
- Negotiate and Sell.
- It is just not that simple



An effective checklist to sell your House

The Home Selling Checklist includes & involves some procedural decision making, all of which you must consider when it comes down to the process of either selling yourself, or using a Selling Facility.

First of all, you need to decide whether you pay an Estate Agent, or do the entire process yourself.



Theoretically, paying a good reputable sales driven, proactive Agent, should mean little effort for you and they will carry out all of the Business relative to the Sale of your home.

You just hire an agent and pay on completion of Sale.

Naturally there is a significant cost involved so it is all about weighing up if this suits your budget or personal situation, so here we have some suggestions to assist you in considering selling yourself as follows.

1. Valuation

Get the price accurate, you may feel you know this already however, this can be achieved online by looking at recently Sold Properties in the area. Research & utilise online portals such as Zoopla - On the Market or Right Move.

2. Research

You must be sure your research includes what attributes your property may or may not have in comparison to what has or has not sold, or has easily sold nearby.

Alternatively, use the typical cheat method & call out a couple of local Agents to carry out a property valuation, or do the same with an online virtual agent.

3. Photographs

These are imperative in order to express the features & benefits on offer, you may wish to consider a professional photographer, including a virtual video tour or just have a go at it yourself.

4. Marketing

In order to become a Communicative and Informed Seller, It is absolutely necessary to decide on an advertising & Promotion Strategy, you can of course use Social Media platforms to promote your home, for instance you may wish to simply post it on your Facebook profile & see what happens, many sellers have achieved a sale by using this simple strategy.

Consider DIY online portals whereby you process the listing yourself, online & offline newspapers, leaflet drops, or other website facilities, also a DIY sign can be made up & erected outside or at the window of the property.

5. Preparation

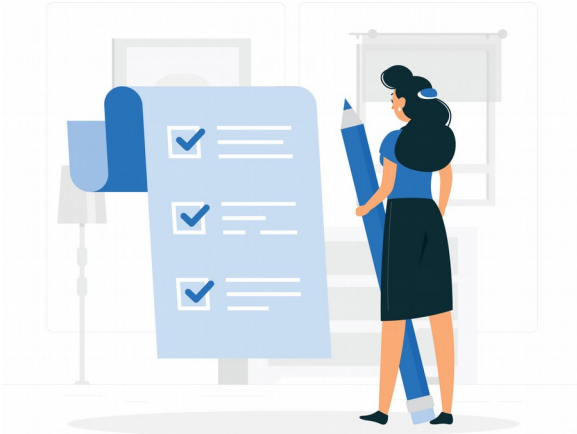
Get your house ready to sell by doing some preparations for your house exterior, interior, and appliances.

You may also decide whether you pay a professional to do a pre-listing house inspection or not.

You may wish to consider offloading or selling off some of your unnecessary furniture and appliances, get rid of the clutter, clear the decks throughout, in order to achieve a more spacious environment in every room.

Look at the decorative order of the property, the more freshly painted the better, the cleaner, tidier & more contemporary, the more likely you will achieve an atmospheric environment.

Generally, it is all about spacious, effective contemporary presentation, perhaps you need to think out of the box rather than seeing it how you see it, which of course is all down to personal



experience.

6. Negotiation

You need to get familiar with negotiation & acceptance of any offers, this can be a stressful & emotional aspect of the process, it may be you choose to ask someone close

to represent this for you. This aspect of the sale includes things like subject to acceptance of offer, which is where a good appointed conveyancing Solicitor is helpful. However, the more they are involved in the lead up to acceptance of offer, the more expensive the Solicitors bill will be.

This is also where the skills of a good Agent prove positive, as negotiation & acceptance on the correct terms is the key to achieving what could be a life changing sale.

7. Solicitors & Conveyancing

This process is the most prolonged aspect of the deal, it is all about endorsing the legal representation of the sale.

The process incorporates local authority searches & much more, liaising with the buyer's legal representative & so processing all of the contractual stage by stage elements, in order to legally endorse the acceptance of the sale, naturally the conveyancers will guide you through every step of the way.

With all of this in mind it is imperative a competent, efficient & reputable solicitor is hired at a competitive price, but don't necessarily go for the cheapest, just be sure to shop around, research & check out online testimonials or reach out as again we are able to assist & recommend.

8. Warranties

As much as a lot of this may not be required, it will be covered as a part of the legal process, it may be necessary you are proactive and ensure you have some if not all of the following in place.

Home Buyers report – this is something the buyers Solicitor may request. Such a detailed surveyed report can prove worthy

but may not be necessary, however the Solicitor will advise you accordingly.

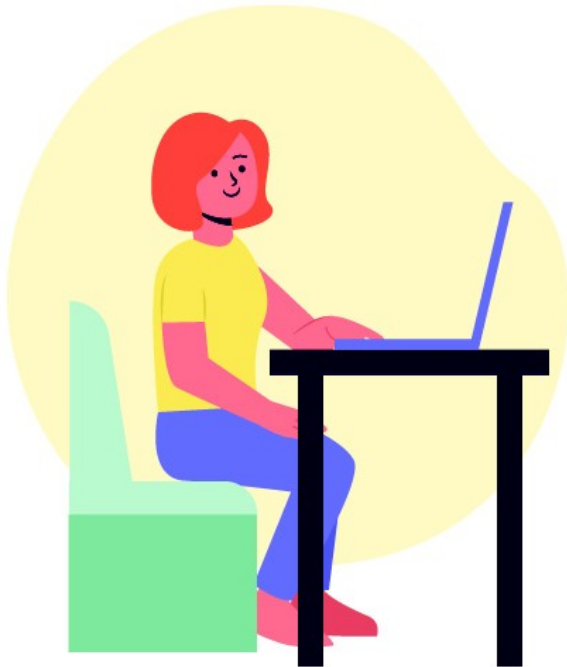
9. Some suggested warranties

Gas Boiler Safety - Gas Safety certificate or condition report.

Electrical Safety - EICR (electrical installation condition report)

NHBC - National House Builders Council – if relevant

Certass or Fensa certificates - relative to UPVC & green energy works.



10. Mortgages & Finances - Brokering

If you are Selling to Buy another property, you need to get familiar with financing terms, such as mortgage financing, fixed, adjustable, seller financing, home buyer loans, how to get pre-qualified, pre-approved & committed.

In the case of all of these aspects it is imperative you are connected to a trusted & competent finance broker who covers the whole of the market, which indeed is something we are able to assist with.

11. Making the Move

Although this is the final section to our checklist this is likely the most vital & in some respects one of the first to consider, hence, it is necessary to be proactive & look ahead at having the correct resources in place to enable a smooth operation.

Our advice is to plan & outsource as much of the activities as possible, to suit both your budget & availability, as timing is of the essence to achieve the least stress. This whole process of Selling to Moving Home, is high on the list of generating stress at its peak.

The process may include hiring & filling a waste disposal skip, hiring a suitable van, hiring a reputable removal company, a tedious amount of personal sorting & organising of belongings, packing furniture, shipment & storage & much more.

Finally
we would suggest you consider the affordability of outsourcing as much of these activities as possible, to be certain you are working smarter than harder to ease every step of the journey, as much as possible.

Our Home Selling 11-point Checklist is high level basic information which shows us that there are numerous stress points when it comes to selling a house. It is necessary you understand that this does not represent the complete actuality of everything involved in the entire process, we are covering the basics & offering you guidance.

It is suggested you absorb & implement the information to the best of your ability & if after implementing all of this, you are still struggling in eliminating the key aspect of selling your property or decide you do require a 'Quick Sale Process' just give us a personal call to simply discuss your needs & see where you are at, as at any point we are available to listen & step in where required.



Please do not hesitate to give Gary Abela a call on 0191 6661000 or email us at sourcing@villabelaproperties.co.uk

Thanks & enjoy the content we have provided



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