



STEP BY STEP

Selling your property

Our Step by Step Selling guide will take you through an overview of the steps and the processes involved when it comes to selling a property.

STEP 1

Appropriate appraisal

Your goal ought to always be to sell your property at the greatest achievable price in the smallest timeframe. Our specialist staff perform a huge number of valuations every month, providing us an unrivalled understanding of property values in the Hampshire area. This is why we regularly obtain the asking price across all our clients' properties and in many cases exceed this.

STEP 2

Deciding on an estate agent

Then choosing an estate agent there are many things you have to take into consideration – the opening hours, their availability to carry out viewings, their influence in your area and perhaps the most important what kind of marketing your property will receive. These are essential to gaining the optimum coverage and value for your property.

You ought to additionally verify if your chosen agent will arrange your government-required Energy Performance Certificate on your account or if this is something you will have to sort for yourself. Beal's can arrange this for you quickly and without a fuss, you will need to have requested an EPC before your property can be advertised.

STEP 3

Instructing a solicitor

The successful sale of your property can hinge on the instruction of a helpful and knowledgeable solicitor. We recommend you to do some research and decide on a solicitor before you put your property on the market as this will enable you to avoid unnecessary setbacks.

We can offer recommendations for Beals certified solicitors if required so don't panic if your struggling to find a solicitor.

STEP 4

Displaying your property

The presentation of your property can be critical to a successful sale.

Before selling your property consider handling any DIY jobs you have outstanding in your property and try to avoid cluttering up rooms as this will make them appear smaller. Beals team of dedicated professional 'Protographers' will then work their magic – take photos, create tours, create floorplans and write comprehensive property descriptions which will really allow the identity of your property to shine through.

STEP 5

Advertising your property

To find your appropriate buyer you need to give your property maximum exposure across as many media platforms as possible.

When you tell Beals to market your property you will immediately gain the advantage of our incomparable, complete promotion plan, including: coverage on our brand new state of the art website, full colour property details, as well as coverage on property portals and our social media platforms, email and SMS alerts and PR.

STEP 6

Accompanied viewings

Our opening hours are flexible to increase viewing opportunities for your property as we know sometimes its more convenient for you after work or at weekends. Accompanied viewings also mean we can use our expertise to help sell your property.

Our offices are open 8:30am-7pm Monday to Friday and 9am-5pm Saturdays, Sundays and Bank Holidays. In addition, our phone lines are open 8:30am-7pm, 7 days a week.

STEP 7

Getting an offer

As soon as an offer is obtained we will alert you both verbally and in writing.

Any special conditions of the offer will also be explained in writing and we will verify the purchaser's capacity to move forward before you choose whether to accept the offer.

STEP 8

Offer agreed

Once you accept an offer we will do the following:

- › Prepare a memorandum of sale
- › Write to all parties to validate the decided cost
- › Ask you to verify your solicitor's details

Your solicitor will send out a draft contract to the purchaser's solicitor who will then carry out preliminary enquiries. At this phase you will additionally be in a position to agree on dates for the survey on your property, trade of contracts and offered date for completion.

We will counsel you and negotiate on your behalf throughout this process, keeping you up to date each and every step of the way.

There are no legitimate commitments until contracts are signed.



STEP 9

Exchanging of contracts

Exchange of contracts happens when the following have been established and arranged:

- › Initial questions following delivery of draft agreement
- › Proof of a good title
- › Particular problems outlined in the Lease, if appropriate
- › Local search questions
- › Fixtures and fittings to be included in the sale
- › The purchaser's mortgage offer

Once the contract has been signed by the 2 parties the deposit (typically 10% of the purchase price) will be telegraphically transmitted or paid out in the form of a banker's draft by the buyer's solicitor to your solicitor. The completion day is then agreed by both parties.

STEP 10

Completion

Completion is when the residual monies (generally 90%) are transmitted from the purchaser's solicitor to your own solicitor's bank account. Your solicitor will contact you when the cash has been cleared in your account and will advise us to release the keys.

Congratulations, your property has now been sold!

CONTACT US

We're here to help

With the property market ever changing, now is the time to get an up-to-date valuation on your property.

Call us today and book your **FREE**, no obligation valuation or visit us online at **BEALS.CO.UK** for more information.

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