

Complete Sellers Guide

Valuation

Firstly, if you are selling, you will require a valuation of your property. At Charles Hamilton we can offer you a free no obligation factual and accurate appraisal of the current market value of your home. Our experienced property valuers will provide you with a valuation based not only on their in depth knowledge of the development and surrounding areas, but also utilising our extensive database of recent properties sold.

Instruction of the agent/property details

Having received your valuation, and provide you are satisfied with it, we will then proceed to prepare full sales details of your property. Bearing in mind the importance of presentation, we will ensure that your sales details highlight the vitally important aspects of your property and ensure that your home is shown to its best possible advantage with the aid of full colour photographs

Marketing

Once you have seen and approved our particulars of your Charles Hamilton will then be ready to market your property. Your property will be featured on our own website and also all the major property portals including Primelocation, Findaproperty, Rightmove & Zoopla. We will also contact buyers previously registered on our database looking for your type of property.

Viewing

It is essential to show your property to its best advantage so that potential buyers so now may be a good time to declutter! Appointments to view your property can be arranged at a mutually convenient time, however if you are unable to be present a member of the Charles Hamilton sale team will be very happy to conduct the viewing.

Feedback

At Charles Hamilton we pride ourselves in developing positive relationships with our clients and as part of this process we endeavour to give you feedback on every viewing that takes place.

Offers

When we receive an offer on your property we will immediately notify you verbally and then follow-up in writing. Our competent sales team will negotiate between you and your prospective buyer to achieve the best possible price.

Acceptance of Offer

Once you have accepted an offer on your property you will need to instruct your solicitor who will then contact all parties and issue. Your buyer will almost certainly require a survey and you will be required to allow the surveyor access to your property.

Progression of Sale

Your solicitor will request the Title Deeds either from yourself or your lender and local searches will be carried out by your buyer's solicitor. You will also be asked to complete a fixtures & fittings form which states clearly what is included in the sale.

Exchange & Completion Contracts

Once the buyer's mortgage offer has been received and all searches and surveys are acceptable contracts can be exchanged and a date set for completion, usually 7 to 28 days from the date of exchange.