



## Selling Guide

We want you to get the highest price possible for your property, but it must be realistic, so an accurate valuation is essential. Whilst online valuations are available it is always advisable to have a physical valuation as this will be much more accurate and will consider many more factors such as how well your property is maintained, and the results will determine a true reflection of the value.

### How much will it cost?

Mortgage lenders conduct mortgage valuation surveys to ensure the property you intend to purchase is worth the price you are paying. This can be anything from £150 to £1500. Other potential fees you may need to consider are a Chartered Surveyors valuation, around £250, but you be incredibly pleased to hear that Capsel Homes offers a **free** valuation with no tie-ins to use our services.

### What is involved in a valuation?

We will make an appointment for our experienced sales team to visit your property, where they will take measurements and ask you a few questions.

Please allow around an hour for this process so we can evaluate any specific features of your property as we do not want to rush this crucial step for you.

### What happens next?



We will either give you a valuation during the appointment or will contact you shortly afterwards. If you are happy and want us to sell your property, our friendly team will make another appointment to attend your home to take measurements and photos. We will also require a few documents from you to fulfil our legislative obligations and ask you to sign our sales agreement. This is a no fixed term contract, and you only have to give us 14 days' notice should you wish to terminate the agreement.

### **Brochure**

You know your home better than we do, and we love to add personal touches about what makes your home special to you within the listing. We will build a brochure to showcase your property and send it to you for approval.

### **Viewings**

Viewings will only take place at your convenience, with prior notice and will be carried out by a member of our sales team. We understand life can be busy and therefore aim to arrange block viewings where possible to limit interruptions.

### **Offers**

When we receive an offer on your property, we will carry out a range of checks to ensure they are in a position to purchase your home. We will put the offer forward, and you can decide whether you will accept or reject the offer. We will be there to offer you guidance and support throughout the process and will negotiate on your behalf.

### **Sale Agreed**

Woo Hoo! You have accepted an offer on your property!

We will ask you for your solicitor's details and issue a Memorandum of Sale.

### **Sales Progression**

One of our helpful, experienced sales negotiators will liaise between both parties' solicitors and keep you updated on how the sale is progressing and work towards a smooth and as stress free completion as possible.

### **Survey**

The buyer of your home will probably request a survey. Property surveys are conducted by qualified surveyors, who are members of the Royal Institution of Chartered Surveyors (RICS). There are different types of surveys which will help the buyer to understand more about the property they are purchasing and help them to budget for any works that may be needed. If the buyer is purchasing with a mortgage, then the mortgage company will carry out their own survey to confirm their valuation of your home meets the mortgage value.

### **Exchange of Contracts**

This is the exciting part!

Exchange of contracts usually takes place 14 days before the completion date, and this is when the buyer and you become legally committed to the sale of your property with the buyer's solicitor transferring 5 or 10% of the funds to your solicitor. Sometimes however, the exchange and completion can happen on the same day, and this is called a simultaneous completion.

## Completion

Completion is the final stage of the property sale and takes place when your solicitor confirms they are in receipt of the full purchase monies. We will then receive a call from your solicitor instructing our ability to release the keys to your buyer!

The Capsel team will be on hand to guide you through all the final steps in the process and help you with anything you are unsure of!

