

Steps for successfully selling your home

1. Obtain an accurate valuation - Your aim should be to sell your property at the best possible price in the time frame that suits you. Our experienced valuers have an unparalleled knowledge of property values in your area.

You can arrange a valuation by calling our office or completing our online valuation booking form.

2 Selecting your estate agent - When choosing an estate agent, consider their presence locally and what kind of marketing your property will receive. These are critical to obtaining the maximum exposure and price for your property.

You should also check if your agent will organise your government-required Energy Performance Certificate on your behalf or if you need to arrange this yourself? We can arrange this for you. You must have commissioned an EPC before your property can be marketed.

3 Instructing a legal representative - It is important to instruct an efficient and experienced legal representative. It is a good idea to do some research and make a decision before you put your property on the market as this will help to avoid delays.

We will be happy to recommend a legal representative if required.

4 Presenting your property - First impressions count, making the presentation of your property critical to a successful sale.

Consider addressing any DIY jobs you have been meaning to get done, adding a fresh coat of paint where necessary, de-clutter to make rooms appear larger and de-personalise so that prospective purchasers can more readily visualise themselves living in the property.

5 Marketing your property - To find your perfect buyer you need to give your property maximum exposure across a wide range of media.

When you instruct Westmount Estates to sell your property you will automatically benefit from our comprehensive marketing package, including: huge exposure via our website and the major property portals, full colour property details, display in our well sited branch office and access to our large database of prospective buyers.

6 Accompanied viewings - Accompanied viewings mean we can use our expertise to help sell your property. Our trained staff are available across long hours to ensure that no opportunity to show your property is lost.

7 Receiving an offer - As soon as an offer is received we will notify you both verbally and in writing.

Any special conditions of the offer will also be stated in writing and we will check the buyer's ability to proceed before you decide whether to accept the offer.

8 Offer agreed- Once you accept an offer we will do the following:

- Prepare a memorandum of sale

- Write to all parties to confirm the agreed price
- Ask you to confirm your legal representative's details

Your legal representative will send out a draft contract to the buyer's legal representative who will then carry out enquiries before contract.

We will proactively manage the progress of your sale, advising you and negotiating on your behalf throughout the process.

There are no legal obligations until contracts are signed.

9 Exchange of contracts - Exchange of contracts occurs when the following have been confirmed and agreed:

- Purchasers enquiries before contract following receipt of draft contract
- Evidence of a good title
- Specific issues highlighted in a Lease (if applicable)
- Local and other searches
- Any fixtures and fittings to be included in the sale
- The buyer's mortgage offer (if required)

Once the contract has been signed by both parties the deposit (usually 10% of the purchase price) will be transferred electronically or paid by banker's draft by the buyer's legal representative to your legal representative. The completion date is then set by mutual agreement.

10 Completion - Completion is when the residual monies (usually 90%) are transferred from the buyer's legal representative to your legal representative's account.

Once the money has cleared in your legal representative's account we will be able to release the keys to your purchaser.