

10 steps
to selling
your home with



GATES

ESTATES

#1

Accurate Valuation



Your aim should be to sell your property at the best possible price in the shortest possible time, but be realistic.

Your property is only worth what someone is prepared to pay for it.



The expert valuers at Gates Estates carry out numerous valuations every month, giving us unparalleled knowledge of property values in your area.

#2

Selecting an Estate Agent



Consider their opening hours for viewings, their local area knowledge & how they present themselves.



Gates Estates are open 6 days a week and offer evening and weekend viewings. We also work on mobile so are always available at a time to suit you

#3

Instructing a solicitor



The successful sale of your property can be reliant on the instruction of an efficient & experienced solicitor. Do some research, ask a friend...



At Gates Estates we have already built relationships with good, reliable solicitors so be sure to ask us if you would like a recommendation.

#4

Presenting your property



First impressions count!!
The presentation of your property is often critical to a successful sale.



Consider addressing any DIY jobs you have been meaning to get done, add a fresh coat of paint where necessary and try to de-clutter to make rooms appear larger..

#5

Marketing your property



To find your perfect buyer you need maximum exposure on your property across a wide range of media.

www.gatesestates.co.uk

 rightmove

Zoopla

Gates Estates standard marketing includes:

- Rightmove & Zoopla
- Gatesestates.co.uk
- For Sale Board
- Online Brochure with floorplan
- Office window display
- Advertising in local News Paper

Optional extras include:

- Premium Listing on Rightmove
- Aerial Photography
- High Gloss brochures

#6

Viewings



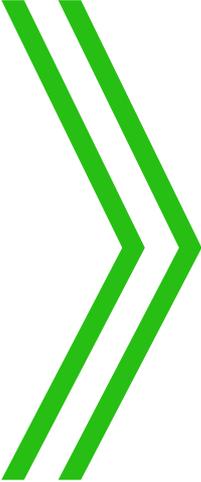
Our longer opening hours are essential to maximise viewing opportunities for your property - in fact around 40% of viewings are carried out after work and at weekends.



Accompanied viewings also mean we can use our expertise to help sell your property.

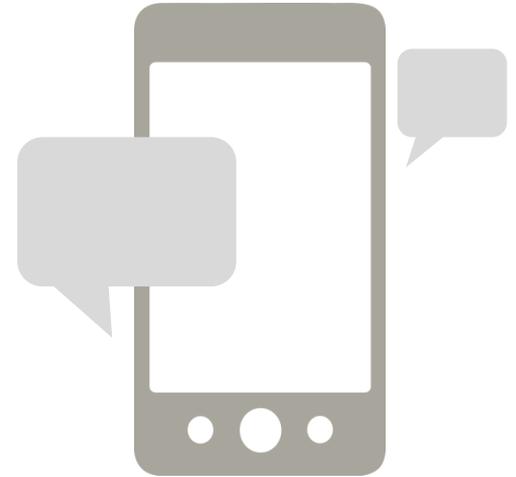
#7

Receiving an offer



As soon as an offer is received you will be notified, even if the offer is on the low side.

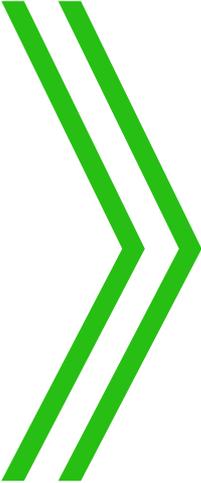
An offer is good news, it can often be a starting point for further negotiation.



Any special conditions of the offer will also be discussed. We will also check the buyer's ability to proceed before you decide whether to accept the offer.

#8

Offer agreed



All offers will be discussed and the Agency will negotiate on your behalf throughout this process, keeping you informed every step of the way until an offer is accepted.



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 solicitor's details

Your solicitor will send out a draft contract to the buyer's solicitor who will then carry out preliminary enquiries. We will keep you informed of progress prior to any Sale completion dates being agreed.

#9

Exchange of contracts



Once the contract has been signed by both parties . The completion date is then set by mutual agreement.
“Almost there...”



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

- Preliminary enquiries following receipt of draft contract
- Evidence of a good title
- Specific issues highlighted in the lease, if applicable
- Local search queries
- Fixtures and fittings to be included in the sale
- The buyer's mortgage offer in place

10

Completion!

Congratulations

Your property is now sold!

Completion dates are when residual monies are transferred from the buyer's solicitor to your solicitor's account. Your solicitor will inform you when the money has cleared in your account and will inform us to release the keys to the new owners.