

# YOUR STEP-BY-STEP SELLING GUIDE WITH HENRYS SIMMS



Step One:  
Realistic  
Valuation



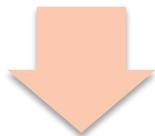
Step Two:  
Instruct  
Henrys Simms



Step Four:  
Viewings



Step Three:  
Marketing  
Your Property



Step Five:  
Receiving an  
Offer



Step Six: Sales  
Progression



Step Eight:  
Completion



Step Seven:  
Exchange of  
Contracts

# Step One: Realistic Valuation

**At Henrys Simms our aim is to sell your property for the best price possible, in the shortest time possible. Our office valuer has over 20 years' experience of valuing and selling homes in Derbyshire and Nottinghamshire and she has the experience and local knowledge to give you a realistic valuation for your property.**

**The valuer will bring along a price comparison report of recent sales of similar properties in your area including sales from Henrys Simms. She will look round your property, ask you what changes you've made since purchasing the property yourself and give you advice on the best way forward to market your property. *Measuring & photographing can be carried out at this stage if required.***

**At this point the valuer will go through our fees with you, our marketing strategy and give a brief history of Henrys Simms.**



# Step Two: Instructing Henrys Simms

**So you have decided to instruct Henrys Simms? Great news! Please call the office on 01773 715790 and one of our friendly sales team will happily book an appointment for the valuer to call back to your property at a mutually convenient time.**

**At this appointment the valuer will take measurements and photographs and answer any questions that you might have.**

**First impressions count, this makes the presentation of your property an important factor to a successful sale. To ensure that your property is presented in the best possible way you should consider the following:**

- ✓ Think about kerb side appeal as this will create an immediate impact**
- ✓ A fresh coat of paint, where necessary, can make a world of difference**
- ✓ A well-lit home looks bright, inviting and more spacious**
- ✓ Rooms appear larger when less cluttered**
- ✓ Address any jobs that you have been meaning to get done**

# Step Three: Marketing Your Property

**We will create the details for your property and check with you that all the details are accurate to the best of your knowledge, once you have confirmed this we will release your property to the market on Rightmove and OnTheMarket, advertise your property in our office window, order a 'for sale' board if wanted and order an EPC and floorplan if needed. (An Energy Performance Certificate is a legal requirement when selling your property). We will also check our mailing list for potential viewers and keep you up to date with regular updates about the marketing of your property.**



# Step Four: Viewings

If you feel comfortable, we can arrange for you to show prospective purchasers around your home. If you need us to do accompanied viewings, at no additional charge, we would be happy to help. The day after the viewing takes place we will ring your viewers for feedback and relay that to you.

## Get the most out of viewings

- ✓ If it's cold have the heating on, if it's warm leave windows or patio doors open
- ✓ Have lights on in rooms before they enter
- ✓ Watch for smells – pets, cooking, smoking etc. The smell of freshly brewed coffee is often thought of as adding homeliness
- ✓ De-clutter the property and clear work surfaces in the kitchen
- ✓ Check the bathroom is clean and the toilet seat is down
- ✓ Let light in – open curtains and blinds fully
- ✓ Keep pets and children under control – not everyone loves them
- ✓ Open doors for viewers but let them enter first
- ✓ Explain what fixture and fittings are included

# Step Five: Receiving & Accepting an Offer

**If a viewing results in an offer we will inform you immediately. We will check the buyer's ability to proceed before you decide whether to accept the offer, if the offer is unacceptable then we will negotiate on your behalf to achieve an acceptable offer if possible.**

**Once you accept an offer you will need to instruct a solicitor to act on your behalf for the sale of your property (and if you're purchasing on, act for your purchase also). We can arrange solicitors' quotes for you if needed. Once we are happy to proceed further we will prepare a Notification of Sale and send it to all parties involved in the transaction. If your buyer is having a mortgage, you will receive a call for a mortgage survey to take place at a mutually convenient time.**

**We estimate that on average the sales process takes around 8-10 weeks depending on chain length and if your buyer is having a mortgage or is a cash purchaser.**



# Step Six: Sales Progression

Once we've sent the Notification of Sale we give your solicitors two weeks to send out a draft contract to your buyer's solicitors who will then raise any enquiries. After this we chase solicitors on a weekly basis, keeping you up to date every step of the way. There are no legal obligations until exchange of contracts.

To make sure that there is no hold up your end, please ensure you respond speedily to all solicitors' correspondence.



# Step Seven: Exchange of Contracts

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

- Draft Contracts have been sent and any enquiries raised and answered
- Evidence of a good title
- Local searches have been obtained and any queries answered
- Fixtures and fittings to be included in the sale
- The buyers mortgage offer

Once the contract has been signed by both parties your buyers deposit will be transferred by the buyer's solicitor to your solicitor and the completion date is then set by mutual agreement.



# Step Eight: Completion

**Completion is when the monies are released from the buyer's solicitor to your solicitor; once the money has cleared your solicitor will call us to release keys.**

**Congratulations, your property is now sold!**

**Henry's Simms wish you all the best for the future!**

