



SELLING YOUR PROPERTY (COSTS INVOLVED)

You will need to factor in a number of various costs to budget for selling your property, for more information on costs when buying your property, please contact our property team for details.

- > **Energy performance certificate**
You are required to have an energy performance certificate that will indicate how energy efficient your home is, giving a rough idea of potential utility bill costs. Most estate agents ask for this when you approach them to sell your home, so it's always best to be organised and have this done first.
- > **Estate agent fees**
When an estate agent sells your property, after the contracts are signed and exchanged the estate agent is entitled to a percentage of the sale price and the VAT, you will know what percentage as this will have been agreed between you and your estate agent beforehand.
- > **Legal fees**
You will need to instruct a firm of solicitors to provide conveyancing on your property.
- > **Removal costs**
It's essential to factor in the costs of removing your possessions and transporting them to your new home, as well as the insurance to cover damage or loss of items in transportation. The exact cost of removal depends on how far you will be moving and the amount of possessions you have to transport.
- > **Bridging rental/ finance costs**
In some cases sellers find that they have a buyer for their property but have not found a property which they want to purchase. An important decision such as buying a house cannot be rushed and so you may need to consider rental accommodation until you find a suitable property, which you will need to take account of in your budget.
- > **Valuation**
You will need to instruct a valuation on your property so that you have an idea of what it is worth and how much you can sell it for, this also allows you to budget for how much you can afford to spend on buying your next property. Certain estate agents offer free valuations, so it's best to shop around before instructing someone.

WHAT IS YOUR PROPERTY WORTH?

You'll need to know how much your property is worth so you know what offer is acceptable for your home.

- > **Do your research**
Look at the value of the properties similar to yours in the area; look online and in estate agents to see properties similar to yours and how they have been priced, this way you'll have a good idea of what you should be aiming for.



> **Check your local estate agents**

Your local estate agent will have a clear idea of how much your property will be worth and how much you could potentially sell for; it's always worth approaching more than one estate agent for different opinions and an average price aim.

> **Valuation**

A valuation will help you determine the value of your property and what you should be asking for, valuations however are not as subjective as the buyers' market and you may find particular buyers react differently to your property, responding with either higher or lower prices than you were expecting. This is why we recommend a valuation in conjunction with your own research.

> **Get Online**

There are plenty of useful online resources that can help you evaluate your properties worth, for example the land registry housing prices website www.landreg.gov.uk/house-prices and other property websites such as Right Move and Zoopla.

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MOVING HOUSE: PACKAGING AND ORGANISATION

- Book time off work for your moving date
- Once you have confirmed your moving date you will need to contact your utility providers, your local council for council tax purposes and the Royal Mail to inform them of your new address, as well as your bank, employer, credit card company and doctors etc
- Book a removal van and arrange any help you need for moving day with family and friends
- Begin to start packing up your house, cleaning as you go for the new owners
- Make arrangements for any pets or children you have so you can get on with moving without having to worry about them
- You should leave notes for the new owners about where all the important things are such as the meter and fuse box ect
- Label all of your keys and give the new owners the details of your final readings after you have settled any present bills
- Speak to your neighbours and let them know what's happening so they will not be inconvenienced by a large removal van and other potential disruptions
- On the move in day leave your home in good condition for the new owners by having one final clean round
- Ensure that all the services and the utilities you need are connected at your new address
- Make sure you have insurance cover which takes effect immediately when moving into your new home
- Have a stress free and organised move by having all the essentials such as cleaning materials, cutlery, plates and dustbin bags to hand

If you do have any further questions about selling your home and the fees involved, please contact our property team for details.