

THE PRIME PROGRESSION GUIDE FOR SELLERS

Getting 'Sale Ready'

YOUR ESTATE AGENT

Property ownership: Confirming who legally owns the property offered for sale
Identity checks: Making sure you are who you say you are to prevent cases of fraud & money laundering

INSTRUCT YOUR SOLICITOR

Avoid delays & get some quotes. Did you know that if you're selling and buying on, your solicitor should be able to act for your onward purchase as well.

BUYING ON?

Seek financial advice & have an Agreement in Principle from a mortgage lender. Talk to your estate agent who may offer advice from a qualified advisor.

COMPLETE PAPERWORK

Your estate agent or solicitor will ask you to complete the following forms
- **Property Information** - facts about your home.
- **Fitting & Contents** - what's included in the sale.
- **Leasehold Information** - (n/a for Freehold).

OFFER ACCEPTED

Ask your agent if they use mio so you can download the free app:
- Get notifications on progress updates
- Secure chat messaging with your estate agent
- Task checklist

DEADLINES & DATES

Ask about any deadlines or dates that either you or your buyer(s) need to consider? Holiday dates or moving out of rented accommodation etc.

POTENTIAL BUYERS

Your estate agent should also know about the financial position of a potential buyer. If they need a mortgage do they have an Agreement In Principle from a lender?

NEGOTIATE WITH BUYERS

Your estate agent has to inform you of all offers made & they will consult with you & negotiate with the buyer(s).

Offer Stage

Searches & Enquiries

SEARCHES & CONTRACT REVIEW

Your buyer's solicitor will order some searches including a local authority search. They will also review the sale contract that your solicitor has sent to them.

ENQUIRIES AND REQUESTS

Your solicitor may receive enquiries & requests for additional information from the buyer's solicitor

PHYSICAL INSPECTION

If your buyer is taking a mortgage, you or your estate agent may receive a call from the surveyor if they need to make a physical inspection of the property as part of the lenders requirements.

Contracts

COMPLETION

How exciting! This is the day the property transaction completes, money changes hands & your keys are handed over to your buyer. Note: your estate agent cannot hand over the keys until confirmation is received from your solicitor that monies have been received.

EXCHANGE

This is when the two legal firms representing the buyer & seller swap signed contracts & the buyer pays a deposit. At this point an agreement to buy or sell a property becomes legally binding & neither side can back out of the deal. A date for completion is set.

IN A CHAIN?

If you're in a chain then it's usual that exchange of contracts cannot take place until everybody is ready.

SALE CONTRACT

Your solicitor will ask you to sign the sale contract so that you are Ready to Exchange.

Call our team for more expert advice on making your move, a happy one!

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