

Chris Clubley & Co

Chartered Surveyors, Estate Agents & Auctioneers

ADVICE GUIDE TO SELLING YOUR HOUSE



We're here to get you moving

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SELLING YOUR HOUSE

PREPARING TO SELL YOUR HOME

Your home is probably your largest financial asset. As with any investment you want to ensure that you are able to get the best return possible and the best service from your Estate Agent.

Fix little problems like leaking taps, chipped paintwork or sticking doors. It won't take you long to do and could well pay the dividends in the long run. It's important that your home makes a good first impression.

De-clutter your home, garage and even the garden shed! It's important that your home is presented in the best light and by removing clutter you can emphasise the space. It also allows potential buyers to imagine themselves in your home.

**“No suggestions for improvement, you are perfect”
Mr S, Bishop Wilton**

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SELLING YOUR HOUSE

CHOOSING YOUR ESTATE AGENT



Make sure you choose an Agent who has been long established in the area and has a sound knowledge of the property market in your location.

It is essential for your protection that they are professionally qualified through the National Association of Estate Agents or Royal Institute of Chartered Surveyors and that they are registered with the ombudsman for Estate Agents.

Once you instruct Chris Clubley & Co Estate Agents you will enter a legally binding contract so it is important that you trust and feel comfortable with your Agent and the staff who will look after you.

**“I found all your staff helpful at all times”
Mr & Mrs S, Pocklington**

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SELLING YOUR HOUSE

QUESTIONS TO ASK

- What evidence does the estate agent have to support their suggested price for your home? It's tempting to pick the Estate Agent that quotes the highest likely price for your home but it's important to make sure that they have evidence of similar properties that have sold for the same price.
- How often will your property be advertised and where?
- Will the Estate Agent's fee be a percentage of the sale price or set sum based on the valuation?
- Will the Agent show potential buyers around your home?
- If there is anything that you do not understand in the contract or you are not clear about ask the Estate Agent to explain and obtain independent legal advice.
- Is there any with drawl fee or fixed contract period?

**“Thank you for your support at a very stressful time”
Mr & Mrs S, Pocklington**

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WHAT WILL YOUR ESTATE AGENT DO FOR YOU?

Once you have selected and appointed Chris Clubley & Co to sell your property there are a number of things we should do.

We will ask you to sign a document which sets out the terms of our instruction, the contract. The contract will include the fees or charges and when the payments will be due. It will also include the terms of our instructions. We will then agree an asking price with you.

Chris Clubley & Co will visit your home and take details of its size and features. These will form the property particulars. The Property particulars will include photos of your home, inside and out. A buyer's first sight of your home may be from our property details, so it is important to choose the right photographer in order to present your home in the best possible way.

We will manage the viewings, accompanying potential buyers on viewings (if requested) and

collect feedback from the viewings. We will always give you honest feedback so be open to any suggestions we have as to how to improve the saleability of your home.

When a buyer expresses an interest in your home and makes an offer, Chris Clubley & Co will check the buyer's ability to proceed and the timescale of moving. We will contact you to inform you of the offer and the potential purchaser's situation. We will then negotiate the best offer for you. Chris Clubley & Co will then work with all parties to ensure a successful exchange and completion of contracts.

Once you have confirmed you are happy with the sale particulars and that the information is accurate we will arrange for your property to be advertised in local and/or national newspapers, on the internet, and within their offices. We will also contact potential buyers registered with us, to discuss viewing your home.

**“We have nothing but the highest praise for everyone in the Pocklington Branch”
Mr & Mrs P, Pocklington**

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SELLING YOUR HOUSE

WHAT DO I NEED TO DO?

Make sure that you keep your home well presented both internally and externally throughout the selling process. If you know that you have viewings booked, avoid cooking strong smelling food which might leave a stale smell in the property. If you have pets, consider shutting them away during viewings because they may distract potential buyers.



Show off the features of your home. If you are selling during the autumn and winter months have a fire, consider lighting it to show it works and create a cosy feeling. If you are selling during spring or summer and have a garden, make sure it is well tended.

“No suggestions. every part of the sale was handled exceptionally well”

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Knowledgeable, local, independent

Established in 1989 and grown through our dedicated, friendly and flexible approach, today, we are one of the most successful property agents and chartered surveyors in East Yorkshire with five offices located between York and Hull.

With an enviable reputation for local knowledge, professionalism and expertise, please browse our site for an overview of our comprehensive property services and take advantage of our:

- Highly motivated, experienced and qualified staff
- In depth local knowledge
- Unrivalled coverage of York to Hull corridor
- Regular Customer Service Reviews

A friendly ear and a safe pair of hands

We're here to get you moving