

FEATHERSTONE LEIGH



Guide for sellers

We would love to sell your home

We take our business very seriously and never underestimate how valuable you are to us when you choose Featherstone Leigh to sell your home. Your interests are at the heart of everything we do, and we have a genuine desire to give South West London the first class estate agency it deserves with the best and most highly trained staff.

When it comes to selling your home across Richmond, Ham , Petersham, Barnes, East Sheen, Kew, Brentford, Twickenham, St Margrets, Strawberry Hill, Teddington, Hampton, Surbiton and Kingston, we're the experts!



Exceptional marketing

We know that buyers are looking for well-presented properties and our marketing reflects this. Each property is photographed professionally to produce outstanding listings featured on both our own website and the leading property portals Rightmove, Zoopla and OnTheMarket. All property is also displayed prominently in branches.

We will tell you if we think that there is anything that you could do to make the property more appealing to would-be buyers before photography is taken but it's a given that the property should be clean and tidy with a minimum of clutter. We will prepare property details which you will approve along with

the photography before marketing commences. You will need to provide an Energy Performance Certificate (EPC) before we are allowed to market your property and we can arrange this if you don't have one already.

At this stage in order to comply with Anti Money Laundering regulations you will need to provide us with your identification and proof of address and we carry our standard checks through our on line provider SmartSearch. In addition and in order to comply with Trading Standards material information requirements you will be required to complete a form providing details about the property.

First steps, getting to know you and your home

We will enjoy meeting you and finding out about your property and your moving aspirations. Your move may need to work around important dates, like school terms or new work commitments or you may have already found your next home and need to move very fast. Whatever your situation is, and the more you can tell us about it, the better the advice we can give you about when to start marketing and what the asking price should be.

We will show you details of other properties that have sold in the area which will help to inform and advise you about what to expect. We will then be able to discuss a marketing strategy based on your requirements and timescales with a view to achieving the best possible price.

Usually, the more people who are interested in making an offer on your property the higher the price you are likely to achieve. Pitching the price too high can deter potential buyers from even making an initial enquiry so it's important to consider all the variables that we highlight.

We have buyers registering with us all the time either to make sure they hear of properties as soon as they come on the market or because they have seen one of our properties listed that they would like to view. Our network of offices have thousands of applicants registered at any one time and they will be contacted immediately with your property if it fits their criteria.



Making the most of viewings

We will accompany all viewings of your property unless we agree alternative arrangements. Some sellers like to show viewers around themselves and there are a few buyers who like to ask lots of questions straight away so sometimes it can be helpful.

However, many people like to look around at their own pace so that they can take everything in without interruption. If you are there, we suggest that you let us show the potential buyer around your property and make yourself available if we need you. We would suggest keeping the property warm enough in the winter to make people feel comfortable when looking around as well as having the lights on and curtains drawn when appropriate. Gardens look their best in the summer and show the advantages of having outside space. In the winter, beds should be tidy and paths swept.

Helpful feedback

After each viewing we will give you constructive feedback from the viewer as soon as possible. There could be market reasons that may affect your sale and we will advise you about any adjustments that we recommend to the marketing including the price. While we are marketing the property it's time to find a solicitor, so you are ready to act when you accept an offer. They will need several documents from you as below, so it's good idea to get these ready to send over. Most solicitors have their own check list that they like to work from.

- Details of ownership and any mortgage(s)
- Copies of planning consents and building regulations
- Details of any guarantees
- A list of fixtures and fittings



Accepting an offer

★★★★★

“Having just sold our home with Featherstone Leigh, I would not hesitate to recommend. Went above and beyond to ensure both buyer and seller had a speedy and smooth transaction. Special mentions to Natasha and Dan!”

Mrs R

We are legally obliged to tell you about all the offers we receive. We will have already found out the key information from the would-be buyer about their position and all these factors need to be taken into account when considering an offer as well as the price they are willing to pay.

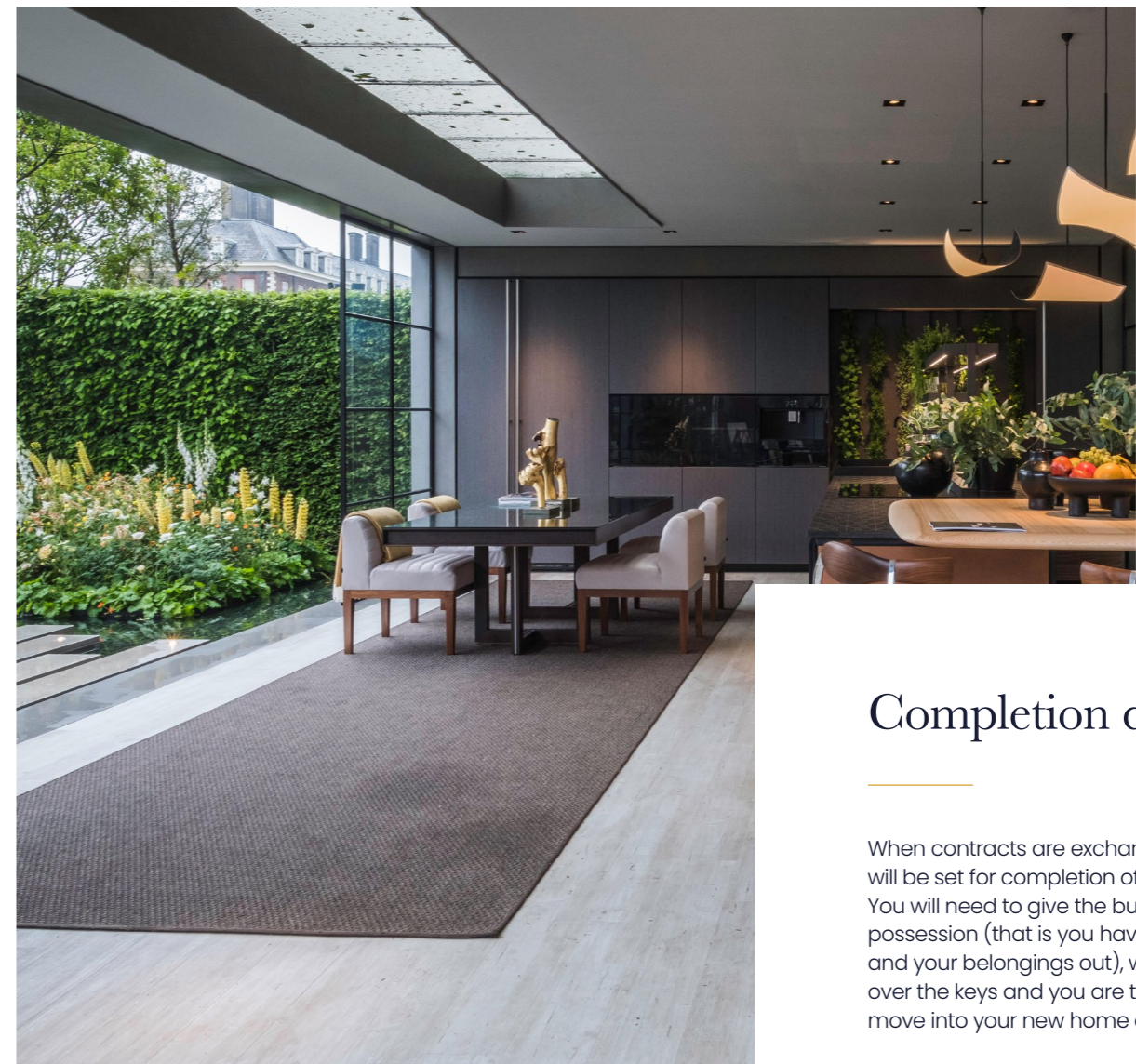
- When do they want to exchange contracts?
- When do they want to complete their purchase?
- Is their purchase dependent on selling a property or obtaining a mortgage?
- Have they got the finance organised?
- What do they want included in the sale?

If you do decide to accept an offer, we suggest that the property is withdrawn from the market, perhaps for a fixed period of the time. This is so the buyers have time to progress the sale by informing their solicitors to start searches and preliminary enquiries and arrange a survey. If there is no progress, we will suggest putting the property back on the market.

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Exchange of contracts

Many buyers and sellers (and estate agents!) get extremely frustrated with the time it can take to exchange contracts. If you have as much information about your property ready in advance this can be enormously helpful. It is worth remembering that your buyer is probably getting just as frustrated as you.



Completion day!

When contracts are exchanged, a day will be set for completion of the sale. You will need to give the buyers vacant possession (that is you have moved you and your belongings out), we will hand over the keys and you are then able to move into your new home as well.

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Our South West
London network

Richmond

T 020 8940 1575

Kingston

T 020 8549 9449

Teddington

T 020 8977 8118

Twickenham

T 020 8744 0595

East Sheen

T 020 8876 4567

Commercial

T 020 8332 2707

Land & New Homes

T 020 8332 2662

Private Clients

T 020 8332 2662

Finance & Accounts

T 020 8332 2662

