

Buying or selling a home

Reducing the stress and strain



Buying

It's likely to be the biggest and most exciting purchase of your life, but small mistakes or lack of communication can be costly. So, we've drawn up some top tips to help make things easier and reduce your stress levels.

1

Be flexible

Everyone will have their own things to deal with, such as rental notice periods, childcare, work commitments or pre-arranged holidays. Agreeing a completion date can be difficult and requires a degree of flexibility. It's useful to have at the outset a target date for moving, but it's important also to be realistic.

2

Give yourself time

It's likely to be the biggest investment you'll make so we'll ensure the buying process is as safe, secure and well informed as possible. Take time to read carefully the information we provide and don't hesitate to ask us if there's anything you don't understand.

3

Be patient

Each purchase is different, but typically it takes around 8 to 10 weeks from instruction to completion. We always work closely with you and try to tie in with your timescale. But ultimately, we're only able to go so far until we have to rely on your seller, or other 3rd parties, meeting us half way.

4

Don't be afraid to ask

This is a stressful time and you've instructed us to help you through it. Don't sit at home taking the strain or becoming confused, get in touch. We don't expect you to be the expert, so we'll do the worrying for you.

5

Stay in touch

Regular contact is vital in avoiding delays. For example, we can send letters and documents by email instantly. On the day of exchange, we'll be unable to go ahead until you've told us to do so – keep this in mind and tell us in advance of any dates when you can't be contacted.

Selling

It's a significant step in anyone's life, so here are our top tips to help you along the way.

1

Get your paperwork sorted

There's more to selling a house than handing over a bundle of dusty old Title Deeds. The buyer's solicitor will want to see copies of any building regulations certificates, service records, guarantees or planning permissions you have. Being organised upfront will help you avoid delays.

2

Complete the property information forms

Whether you are selling a freehold or leasehold property, you'll have to complete standard property information forms. Answer these as comprehensively and honestly as you can. If you've any questions, don't be overwhelmed – just ask.

3

Be flexible about the moving date

Each sale is different. You may be selling and buying on the same day. You may be selling a second home or as an executor on someone's behalf. Your buyer could also have a related sale. Patience and flexibility are vital for a smooth transaction.

4


Work together as a team

We'll deal with the legal issues and your agent will sort out the practicalities of the sale. Good communication is vital, and if we work closely with you and other parties, progress is much more likely to be quick and smooth.

5

Be prepared for extra information (for leasehold properties)

Selling a leasehold property means we have to give your buyer much more information than with a freehold property sale. As well as more forms to complete there may be other parties we have to contact along the way. Be prepared for a few extra questions that a buyer may ask.



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