

## VENDOR'S FAQ

### **What happens when Sarnia Estate Agents take your property on?**

We will look at your boundaries and in conjunction with your Title Deeds, provide you with a cursory verbal report on whether or not we have found a potential boundary problem. This advice is by no means definitive, as we don't carry out title research at the Greffe, however if an obvious problem is found, you can contact your Advocate. This early Conveyancing advice will greatly reduce delays in the selling process, as sorting some problems can take many weeks and in some instances months.

### **How will Sarnia Estate Agents market my property?**

We will get your property seen by potential buyers, right from the word go, be it from our extensive hot list, via the web, in the press and on the street. All our marketing material includes professional photography and state of the art emotive talking property tours to show your home at its best.

### **What can I do to help the sale of my property?**

To best present your property, ensure it is as tidy and well ventilated as possible. Show off the size of your rooms by de-cluttering and storing away personalised items. This is important, as a potential purchaser needs to be able to see themselves living in the property. Ideally, do not be on the premises or keep a low profile whilst the viewing is taking place and, if possible, remove any noisy animals.

### **I don't know what figure to ask for my house?**

Our experienced staff will visit the property, prepare notes, research similar properties and call back with our view of a sale figure. Some vendors prefer to be more ambitious with regards to asking price and some more competitive. Factors such as the type of property and its construction, location, market activity and economic conditions are just some of the matters to be taken into account. All asking prices are set in conjunction with you, taking into account your wishes.

### **What can I expect from a Sarnia Estate Agents viewing?**

We will contact you with as much notice as is possible to arrange access to the property, accompany the viewer and provide feedback and comments as soon as possible.

### **What do I do when I receive an offer from Sarnia Estate Agents?**

You have the option to accept, reject or consider the proposal. If the offer is not acceptable we will endeavour to achieve a better price for you. Remember you are our client - we act in your best interests.

### **What do I do if I receive an offer through another agent?**

Before accepting an offer, check with us whether we have any previous viewers that are preparing an offer which may be better than the offer you have received.



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### **What happens when I accept an offer through Sarnia Estate Agents?**

We will prepare Conditions of Sale and forward a copy to all parties concerned. We will need your Title Deeds to the property, your Passport or driving licence, a recent utility bill (not a mobile phone account) and details of your Advocate (should you be using one).

We will liaise with you regarding the exact details of the sale, with regard to completion dates, surveys and suchlike. Normally purchasers have a period of two weeks to check boundaries and prepare finance and paperwork.

### **What is the normal completion time?**

Most properties are conveyed through the Court in about 6-8 weeks from an offer being made, although often it suits both parties to have a longer time scale.

### **I want to sell but don't want our house advertised?**

You will be surprised how many of our sales are concluded without any advertising, and often without any details being prepared. We are very adept at matching a purchaser with a property and much of our work is done in the background

