



Estate Agent - Advice 2

Designed for information

The following details is to be viewed as a help assistant to all readers, lots of items are widely known and some may help you in making the correct and wise movements. House moving / selling / buying can be viewed as being a very stressful experience.

Please view the following details as help and not us trying to sell you anything i.e. free advice

Feedback: Please email us if you find the below information of great benefit + if you have used the idea, also tell us the results as feedback is paramount to all businesses - [Best of Luck](#)

Selecting the correct Estate Agent (UK)

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An estate agent can take care of all aspects of the property sale for you. The very best Estate Agent will arrange the following

- Property Valuation
- Market your property locally, nationally, globally using an online website
- Escort potential buyers around your property
- Negotiate on your behalf
- Maximise the property sale value

Your agent will ensure no mistakes are made when selling your home as these could prove costly, they are all on a commission of sale and these range from 2% to 4% our advice is to shop around if you are on a tight budget, however make sure you see a healthy turn-over of property and the agents own premises are within prominent locations, would you go their to buy? - Basically have you noticed them, have friends sold with them, have friends purchased with them, do they have a proven track record, are they in the local papers every week, will you comfortable with them acting on your behalf?

Professional Bodies:

Obtain quotations from several agents, this could supply a range of selling costs and make your mind up which agent best represents you and your property, check their commission charges and above all check they are members of estate agency bodies i.e. professionally accredited.

Single estate agents:

Acting as a sole agency is acting alone in the sale of your property. You are contractually bound not to allow other agents to try and sell your property during the term of the agreement and will be liable for a commission payment to the sole agent should you do so and successfully sell the property.

Twin estate agencies:

Working together to try and sell your home is known as joint sole agency. The main advantage is that there will be more than one outlet or distribution channel for your property. The disadvantage is you will if you gain a sale as both agents will require a commission - Tip: Check out the total commission costs before making a twin estate agent agreement

Multiple agencies:

This is where you instruct a number of agencies working in competition with each other. Each is acting fully to sell your property as they get to win the whole commission. It can be the case that the agent will be marketing aggressively to sell your property under these terms. This is because they are aware that there is a possibility that they will receive nil commission if they do not sell your property plus the commission charges maybe higher than the norm, your down side is lots of agents will not take a multiple system onboard and focus their efforts on properties for which they are the sole agents. Tip: If you have a home that can demand a high price then multiple agencies could be the best option, watch them work for a dream property!

Auctions:

If a quick sale is required then this option is virtually guaranteed. As long as the property is sold, you can guarantee quick funds (within 28 days) Auctions are becoming increasingly popular with buyers but there is no guarantee that the seller will achieve the asking price of the property. Auctions are not suitable for everyone; however, if you set the reserve price low enough, then you can virtually guarantee a sale. Selling at auctions normally cost you 2.5% price attained. There may well be additional charges involved for marketing your property, adding it to the catalogue plus charges for an unsold property. Tip: Auctions are ideal for sellers of inherited property where speed of sale is priority.

Private Sale:

This option is becoming more popular each day as the worldwide web can increase your market dramatically, costs are far less than using a agent as you cut their commission out saving up to 4% however; the downside of a private sale is, it takes longer to sell your home, you have advertising costs, you lose full exposure that a estate agent enjoys. Tip: If time is not crucial, then saving thousands of pounds can be a good reason to go it alone.

Viewing Outside:

Buyers can be put off before they're through the front door. Make sure the outside of your property looks its very best, make sure any lawn is cut and weeds are non-existent, create a window box, create flower or tree displays by your front door, make sure the

door bell works, make sure the front door has a fresh coat of paint, get the windows professionally cleaned. Basically clean, repair and repaint exterior surfaces, lose the old caravans, old vehicles on and around your property as these deter more buyers than anything else.

Viewing Internally:

All obvious but must be said, get rid of junk, ironing, newspapers basically aim to your property in pristine, show home condition at all times, sparkle the kitchen / bathroom, freshen up the bedrooms, plump up the cushions, polish furniture and clean floors throughout, disguise pet smells, put the pets outside, better still ask a friend to look after them, make sure that fresh flowers are displayed, make your home warm in the winter months and light and fresh in the summer months, what your aiming for is a very warm welcoming as possible to potential buyers - Tip: Make a couple of your own property inspections to see how other people do it before marketing your own.

Stress:

Selling your home us very stressful and expensive experience. To make it easier on yourself, choose a reputable estate agent, prepare your home for sale, plan for time as a sale can take hours or months, plan for time wasters.

Plan for costs:

Planning your revenue expenditure is paramount, if you have the estate agents fees and lawyer fees already covered before the actual sale then you have total peace of mind, if you plan to cover these costs from the actual sale of the property then take these costs into account from the final received cheque etc

Guidance:

All the above information is to be treated as a guidance legal advice.

Created by: www.ukexhibition.co.uk

Tel: 0845 1080046 **U.K. Exhibition co.uk** Email: info@ukexhibition.co.uk Mobile: 07786684159

