

4 Ways To
Sell Your
Property Guide

468 Thornton Road, Bradford. BD8 9BS Tel: 01274 484000 email: info@homelets.biz

www.homeletsandsales.co.uk



4 Ways To Sell Your Property **Either vacant, tenanted or owner occupied**

Homelets & Sales are one of Bradford's leading lettings, property management and estate agents.

Family run, fast and friendly we are not just an expert letting agent, we have carefully sold properties for clients since 1989 in all areas of Bradford.

Whether you are selling your own home or have another property to sell (either tenanted or vacant) we are here to help and to ensure that we sell your property for the best price possible in the shortest time scale.

With **4 different ways to sell** your property, you can choose the option that suits you.

Traditional method of sale (Private Treaty)

This is by far the most popular method of selling a property on the open market. Sales by private treaty generally allow greater flexibility, particularly around timescales, what items are included or excluded or even subject to sellers needing to find their next home to buy.

This flexibility is afforded to both buyer and seller and allows a full and proper assessment to be made of the property and sale before the transaction becomes legally binding.

- No Sale - No Fee Options
- Sales Fees from £995 + VAT

Modern Auction Method

Selling a property has never been easier with online bids placed on the property with the winning bidder securing a period of exclusivity of 28 days in which to purchase the property. This method is more flexible for buyers and allows time to obtain a mortgage etc.

- 0% Commission to sell !!
- Auction selling fees are paid from a reservation fee that the buyer pays separately to the price paid for the property
- No sale, no fee - nothing to pay to enter your property into one of our auctions and nothing to pay whether your property sells or not. You only pay for an Auction Pack Fee on completion of £370 + VAT
- Minimum reserve price is agreed with the seller before marketing starts which is the minimum price that the property can sell for.
- Competitive bidding process can drive the minimum reserve price up.

For further information please visit :-
<https://homelets.iamsold.co.uk/> or download
our Selling Your Property At Auction Guide PDF



Traditional Auction

The property is marketed for auction with the auction taking place at a specified date and time. The winning bidder immediately pays a 10% deposit in the auction room and legally has 28 days to complete the purchase.

- Usually suited to vacant properties or those not suitable for mortgage lending ie in poor condition or defects in the title documents.
- The prospective purchaser will normally have cash funds available / be able to complete without obtaining a mortgage etc
- Competitive auction fees.
- Minimum reserve price is agreed with the seller before marketing starts which is the minimum price that the property can sell for.
- Competitive bidding process can drive the minimum reserve price up.

Cash Sale

We simply contact our investor cash buyer / landlord investor database and ask if they would like to purchase your property via a guaranteed quick sale of your property.

- Fast guaranteed sale with a 21 - 28 day completion.
- No general marketing.
- Normally no surveys or bank valuations are required.
- Legal fees paid.
- Non returnable deposit can be paid.
- This option can generate anything from full market price to 20% below the full market price.
- No obligation valuation.

Please also contact us for further details or if you would like to be added to our cash buyer / investor landlord database to please let us know.

Why Use Us To Sell Your Property ??

We offer the best service possible to our clients with professionalism and integrity to include :-

- Free Accurate Valuations and advice, either face to face or virtual
- Expert knowledge of local market trends
- Advice on how to achieve the best price
- Modern service with competitive fees
- No Sale - No Fee options.
- Experienced, qualified, trained staff
- Well established prominent office on one of the busiest roads out of Bradford.
- Qualified trusted tradesmen to provide EPC and certification if needed
- Proactive approach to selling your property
- Accompanied viewings
- Regular client feedback and sales progression updates
- Discounted conveyancing rates from our associates
- 4 great ways to sell your property progression and a host of other features.



1st Class Marketing Via :-

- Our own popular modern high ranked website.
- Automated 24/7 live potential buyer e mail list
- National website marketing on:



- Tailor made targeted marketing plan to identify potential buyers for your property
- Matterport professional 360 degree virtual tours and videos  **Matterport**
- Professional photos and floorplans with space planner
- Modern Attractive for sale boards



We Use The Latest Semi-Hybrid Technology To Include :-

- The ability to book online viewings and valuations 24/7
- Property file client log in to access 24/7 online viewings feedback, sales progression and a host of other features

We are also hold professional indemnity and client money protection insurance and are members of :-



Meet the team



Zoran Karagic
Proprietor - 33 years
experience
and counting!!



Cara Karagic
Property Consultant -
11 years experience.



Jnr Karagic
Property manager
/ Valuer - 11 years
experience.



Sam Karagic
Maintenance operative
- 8 years experience



Betsy Hinchcliffe
Company viewer
- 2 years experience

Guide To Selling Your Property - (Traditional Method)



Market Appraisal

Either face to face or virtual via whatsapp, facetime or video meeting. We know the latest market trends and will advise on how to maximise the value of your property.

When selling your house, you want to get the best price in the best timeframe. And with the least amount of fuss. Moving house is stressful enough already, so for a smooth sale, it's wise to work with an agent with a strong track record, rather than go with whoever claims they can get you the highest price. At HomeLets And Sales we've been making market appraisals for properties in Bradford for over 30 years. We quote achievable figures, not just numbers picked out of thin air because they sound good. This ensures you have the best chance of selling when it suits you and you can move with minimal fuss.



Getting Your Property Ready To Sell

First impressions count. Research suggests that most buyers decide whether to purchase within the first 17 seconds. So you want to do everything you can to enhance the presentation of your property from the beginning.

- Ensure your property is thoroughly clean inside and out
- Ensure the decor of the property is tidy, fresh and clean
- All repairs are up to date
- De-clutter the property if needed
- Keeping the garden tidy - especially in the autumn months
- If the bins are being used, tuck them away in a tidy corner, so they're not the first thing you see
- If you normally squeeze several cars on to your driveway, try parking around the corner to give your potential buyer space to pull in as if they already lived there
- If there is a communal hallway to your property, even though it may not be part of your home, tidy up abandoned flyers, post and newspapers etc
- Generally try to create a good impression of your property.



Organise Your Finances - If Needed

If you are aiming to purchase another property it is wise to get your finances in order. Working out your cash flow will give you the best chance of obtaining the mortgage. We access to independent financial advisors who will gladly work through your financials and give you advice regarding how much you can borrow and how much you'll need to sell your property to get the home of your dreams.

Along with freshening up the exterior of your property and getting the windows cleaned, you want to ensure you hire an estate agent that can give people the best impression even before they set foot in the door. This includes providing professional photography, polished marketing material and enticing social media campaigns. A quick look at any estate agent's website and how they promote themselves, will reveal what quality of presentation you can expect.



Viewings

We carry out accompanied viewing and will shine a positive spotlight on the best features to help make the best impression. Our viewings are all accompanied, unless otherwise arranged. We also offer 360 virtual tours and guided 360 virtual tours.



Receiving The Offer And The Negotiation

The key to any negotiation is knowing what you'll accept and what you'll happily turn down. We can work with you to identify what price is acceptable and then handle all negotiations on your behalf, using our experience to get the best offer possible. Along with the price, factors to consider include whether they're a first time buyer, where they are in their chain and whether they fit in with your timeframe to sell. Taking all of this into consideration enables you to make the most clear headed, sensible choice on whether to accept or not. You also won't feel pressured into a decision, and can ignore what some, shall we say, less scrupulous agents may tell you.



Accepting The Offer And Instructing A Solicitor

We've worked with local solicitors for over 30 years and can match the best people with your specific sale requirements. In order to put together a contract package, a solicitor will need:

- Photographic identification (such as passport or driving licence) and a recent utility bill
- Documents related to any property alterations, such as extensions or garage conversions. This includes any alterations before you owned the property. If you are missing any copies, you can contact the local council for reprints
- Any receipts, certificates or guarantees relating to remedial work e.g. damp proofing, rewiring or window replacement



Progression Of The Sale

The progression of a sale to the exchange of contracts can be the most stressful phase. At Homelets and Sales we do everything possible to make it smooth and without surprises. This includes ensuring all our senior staff can progress your sale, and not just one individual. You will be kept updated at all times and should any problems arise you'll be informed immediately so they can be sorted out fast. Our sales progression is a bespoke service as every sale has its own circumstances. Whatever the arrangement, there will always be an experienced eye keeping watch over your transaction to keep your involvement to a minimum, while keeping you in touch every step



Completion And Moving

Once conveyancing is completed, all that's left to do is wait for the buyer's money to arrive so you can vacate and they can move in. We can recommend reliable removal companies we've had experience with over many years and will do a safe, stress free job.



Exchange Of Contracts

Even when an offer is accepted, it's not yet time to celebrate. You'll still need to complete the conveyancing process. Conveyancing is legal speak for the transfer of



title of property from you to the buyer. These are the steps: 1 A memorandum of sale is prepared and all parties are asked to confirm the agreed price. 2 Your solicitor will send you Property Information Form and Fixtures & Fittings questionnaire. This provides them with all the information they need to draft a contract for the buyer. 3 Your solicitor sends a draft contract to the buyer. 4 If the buyer is applying for a mortgage their lender may wish to conduct a survey and valuation of your property. This doesn't mean their mortgage has necessarily been approved, but is a strong sign they're eager for the sale to go through. 5 The buyer's solicitor will apply for a variety of searches, such as Local Authority search and water and drainage search. They may then raise queries with your solicitor for further clarification, which hopefully your solicitor can resolve on your behalf.



HomeLets & Sales

Your Property Is Our Priority



arla
propertymark


NAEA
National Association of
Estate Agents

CMP
Client Money Protect

 safeagent

 **TDS**
Tenancy Deposit Scheme
member

468 Thornton Road, Bradford. BD8 9BS Tel: 01274 484000 email: info@homelets.biz

www.homeletsandsales.co.uk