

**MANSELL
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Free guide

SELLING YOUR HOME FOR THE FIRST TIME



Nice to meet you.

Have you been dreaming of making your next move? Perhaps you're looking for a home with more space and a garden, or dreaming of a cottage by the sea?

If you're ready to put your plans into action, and haven't been through the selling process before, our handy guide will take you through each step, from finding the right estate agent and setting your asking price, to preparing your home.

We take care of home movers every single day so, if you have any questions for us as you read through, you'll find a little note page at the end of this guide. Feel free to jot down anything you'd like to ask us.



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Find out the estimated value of your home

One of the first things you can do is use any of the online estimation calculators to get a rough idea of the likely value of your property.

Head to our website, choose your nearest branch page and tap on this link to use our powerful insights tool. Simply pop in your postcode and we'll generate a bespoke report for your property, including comparisons and a host of local information that might effect its value.



Find out how much your property is worth

You can also find similar tools on Rightmove, Zoopla and OnTheMarket. It's important to remember that these results are simply a guide. You'll need an expert valuation to get an accurate market price.



Arrange an expert valuation



When you decide you're ready to put your home on the market, you can arrange a free, no-obligation expert valuation with a local estate agent.

An in-person valuation allows an estate agent to see the property's condition first-hand, and to get a feel for the space and size of the rooms, as well as your immediate local area.

This type of valuation will take into account any renovations or changes you've made to your property, and will help you to confirm how much you can afford when you're planning your next move.

It's usual to invite more than one estate agent for a valuation. This is your opportunity to ask your initial questions about the process, about your agent's findings and what to expect.

Check your mortgage documents

You'll also want to know how much you can borrow with a mortgage. Contact your current lender to let them know you're planning to sell your home, and ask them what your options are with your current mortgage term.

You may be charged a fee if you're ending your current deal early, so you'll want to factor that into your budget. If you have a 'portable' mortgage product, you may be able to transfer your current mortgage to a new property.

It's also a really good idea to enquire with an independent mortgage advisor, who has a 'whole of market' view. This type of broker can offer truly agnostic advice, and often find a new deal that could make a potential house move not just possible, but financially more comfortable.

Ask your Mansell McTaggart agent should you wish to explore this option further.

Choose the right estate agent

Of course, we're going to say 'pick me, pick me'!

Ultimately, it's crucial you decide on an agent you can trust; your estate agent is about to become your temporary best friend for the next three months or so.

During your valuation visits, ask all the questions that matter to you, but also ensure you offer them as much information about your home and your objectives to maximise the conversation.

The HomeOwner Alliance and any trusted agent will advise that you don't choose an agent on fees alone. This is the sale of your biggest asset and you need to have an agent you have a rapport with. Their approach and methods should be just as important to you as what they might charge for the work they're about to undertake.

It's also a good idea to read the packs of information they leave with you; they usually include evidence of their successes and their values. Check their online Google reviews, too, to see what others have to say about their service.



Prepare your home

Getting your home ready for viewings is probably one of the most impactful things you can do, and can create a sense of space and a blank canvas to help your buyer imagine themselves living there. The better your home looks, the more appealing it will be.

On average, people form an opinion in just seven seconds, therefore that all important first impression will be made before a potential buyer has even set foot inside your home.

Ensure the front garden or entrance is welcoming and neat, and address any issues. This can go a long way towards capturing a potential buyer's imagination in those first few moments.

Decluttering inside is hugely effective, so make sure it's looking spotless. Many buyers will also be planning to work from home, at least part time, so it could be worth setting up an office or workspace in your home to show how it will work.



Set the right asking price

Once you've chosen your agent, you'll need to decide what your asking price will be. The right price is not always the highest valuation (and sometimes it is). Once you've settled on the estate agent you want to work with, have this discussion with them and consider all the factors involved.

There is a fine line between a price that will generate interest from buyers, and one that won't. It's all about footfall. Price your property too high and you won't generate the necessary viewings to sell your property,

Check your Energy Performance Certificate (EPC)

You'll need to provide your estate agent with a valid Energy Performance Certificate (EPC). An EPC provides information about your property's energy use. If you don't have a current certificate, they cost anywhere between £60 and £120, depending on where you live and how big the property is. Your agent should be able to assist you with this and it may even be included in their service.



Find a solicitor

Getting a solicitor to act for you is as important as picking an agent. Once you have accepted an offer, they will legalise the sale. It's often worth getting a referral from your estate agent, or ask family and friends for recommendations.

It's never too early in the process to hire your solicitor. You can ask them to prepare the contract, and if there is a managing agent, make sure they have the Seller's Leasehold Information Pack ready, so everything is in place when you find a buyer.

Your solicitor is going to need some information from you – everything from title deeds and building control certificates for any work you've had done, to leasehold documents and boiler service history, so it's a good idea to start digging them out.

Accepting an offer

When you get an offer, it doesn't mean that the sale is finalised, so there are lots of things you can do to keep the sale on track. Be as flexible as you can about timing, and as efficient as you can about producing any requested paperwork.

Be sure to keep in regular contact with your solicitor and estate agent so that you're up to speed with what's going on throughout the process.



Exchanging contracts

Once all parties are agreed there will be exchange of contracts, meaning that both parties are legally bound to the sale. In England and Wales, Exchange of Contracts is the last stage of the legal process after which you cannot pull out (without losing your deposit and any legal costs you may have incurred).

Between exchange and completion, you'll be sent a statement showing the costs, the solicitor's charges and the mortgage monies that are being repaid. If you are making an onward purchase at the same time, you may need to send a balancing payment. The last thing to do is to sign the Transfer of deed, which will transfer the ownership of the property on completion.

Preparing to move out

The move will take a lot of preparation, and one of the advantages of having time between exchange and completion is that you can finalise your moving arrangements when you have a confirmed moving date. This means you can do things like cancelling your home insurance in time for the move, and make sure you've read your meters before you leave.

Completion and moving day

On completion day, the money for the sale of your home will be transferred from the buyer's solicitor to your solicitor. As soon as this happens, your home is sold. You'll need to get all of your possessions out of the property, apart from any items you've agreed to sell to your buyer, as they will be eagerly collecting the keys from the estate agent.

Think how you would wish to find a property you have just bought, and leave your house clean with swept floors and vacuumed carpets. Leave plenty of working light bulbs, too.

It's time to go and collect your new house keys!

Moving Day

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