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Free guide

SELLING WHEN UPSIZING



Nice to meet you.

Upsizing is an exciting step in many people's lives, whether it's to accommodate a growing family, enjoy more space, or upgrade to a more luxurious home. However, the process of selling your current property and finding the perfect new one can feel overwhelming at times.

In this guide, we'll walk you through everything you need to know about selling your home when upsizing; from preparing your current property for sale to navigating the financial aspects of a larger purchase. With the right strategy and expert advice, we can maximise the value of your current home and help you find the perfect new space to suit your evolving needs.



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Planning your move: The essentials

When upsizing, preparing your current property for sale is the first step to ensure you achieve the best possible outcome. The goal is to showcase the property in its best light, appeal to a broad range of potential buyers, and ultimately secure a favourable sale. Here are the key areas to focus on:

- **Kerb Appeal:** Enhancing the exterior of the home can make a significant impact on attracting buyers. A well-maintained lawn, fresh paint, and inviting entryways can make all the difference.
- **Repairs and Maintenance:** Address any minor repairs (e.g., fixing leaky taps, repainting walls, etc.) to avoid deterring potential buyers.
- **Decluttering:** Present it as spacious as possible. A clean, minimalistic approach helps buyers visualise themselves in the space.
- **Photographs & Marketing:** Professional photography and virtual tours will help buyers that often start their journey online, so it's essential that the property is represented in the best light.



Setting the right price



When you're upsizing, getting the best possible sale price for your current home is essential to support your next move. But the right price isn't just about aiming high. It's about attracting genuine interest from the right buyers while reflecting true market value. A well-priced property can generate more viewings, create competition, and lead to a better overall result.

Overpricing your property may seem tempting, especially if you're trying to maximise your budget for your next home. But it can backfire. A home that's priced too high often:

- Sits on the market longer than necessary.
- Becomes less attractive over time as buyers question why it hasn't sold.
- May require price reductions that weaken your negotiating position.

On the other hand, pricing too low could mean missing out on the true value of your home. The goal is to find that "sweet spot" where the price is both competitive and realistic, creating strong demand from motivated buyers.

The legal and financial side

Upsizing isn't just a physical move. It also comes with financial and legal considerations that are important to plan for early. Understanding the costs involved in both selling and buying can help you make informed decisions and avoid surprises later on.

Typical expenses to expect include estate agent fees, conveyancing (legal) fees, removal costs, and stamp duty on your next purchase.

It's also important to factor in your new monthly living expenses. Larger homes may come with higher utility bills and maintenance costs.

Evaluate your financial situation to understand how much you can afford for a new property after selling your current one, so it's absolutely crucial to budget for moving costs accurately and have your new mortgage deal ready with written confirmation of the offer. This puts you in the strongest position to offer on your new home and avoids delays and/or a later change of mind due to the realisation that you can't afford it.

If you're in need of mortgage advice, do speak to us as we can put you in touch with a truly independent, whole-of-market service who work absolute magic with our clients, securing them the right ongoing mortgage deal.

Decluttering before you move

Upsizing is a great time to take stock of what you really need. Even though you'll have more space, moving unwanted or unnecessary items can add to your moving costs and cause unnecessary clutter.

Key areas to declutter are old furniture that won't suit the new layout, clothes, toys, or tools you no longer use, kitchen items and paperwork that's built up over time.

Consider donating, recycling, or selling anything that won't be coming with you.

Choosing the right removals company

A professional removals team can make moving day much less stressful, especially if you have a larger household or valuable items. Here's what to look for:

- Good reviews and insurance coverage.
- In-person or virtual assessment to get an accurate quote.
- Packing services, if you'd like help boxing up your home.



Book as early as possible, especially if you're moving during peak times (school holidays or weekends).

Finding the right property to upsize to

When upsizing, finding the right next home is about much more than simply gaining extra space. It's about choosing a property that suits your lifestyle, future plans, and budget. A clear strategy for your search can save you time, reduce stress, and ensure you make a smart, satisfying move.

Before you start viewing properties, it's essential to define what you're truly looking for. Upsizing is often driven by a lifestyle change, whether that's a growing family, a need for a home office, or simply the desire for more comfort and luxury.

By getting really clear about your priorities, you'll avoid wasting time on unsuitable viewings and stay focused on properties that truly fit your upsizing goals. Think about schools, commuting, amenities and local development plans.

It's important to stay flexible during your property search. No home is ever perfect! But the right home will meet your most important needs and feel like a good long-term investment.

Consider properties with potential, beyond the current décor and focus on layout, size, and location.

Don't rush, but don't hesitate when it's right!



The moving process

Once your property is sold and you've found your new home, the next step is the big move. While it can feel like a daunting task, breaking it down into manageable steps can help make the whole process smoother.

Start by creating a moving timeline. This will give you a clear idea of when you need to start packing, when to arrange for movers, and when everything needs to be ready. The earlier you begin, the less pressure you'll feel as the moving day approaches.

If you're moving long distance, you'll want to plan ahead even more carefully. Research removal companies with experience handling long-distance moves. Many companies offer full-service packages, including packing, transport, and even storage in case there's a delay in moving into your new home. You may also want to schedule a pre-move survey to ensure the removal company can accommodate your specific needs. It's important to stay flexible and allow for any travel delays, so if you're moving across country or overseas, ensure your belongings are insured during transport.

As you start packing, remember to label each box clearly with its contents and which room it belongs in. This will save a lot of time when unpacking and ensure things go to the right place.



Managing the sale

When selling your home and buying your next one at the same time, you become part of a property chain—a series of linked transactions that all depend on each other completing successfully. Managing your place within this chain is crucial for a smooth and successful upsizing journey.

We will help you with the process of evaluating offers and making decisions. The highest offer isn't always the best option. Timing, contingencies and other factors matter too. We'll guide you on handling negotiations to achieve the best result, one that's right for you.

There can often be challenges managing the chain - delays, breakdowns, timing issues - that's when we really start to earn our fee! They are not inevitable but you can ensure you strengthen your own position by ensuring you are financially ready (mortgage in place), respond quickly to solicitor questions, choosing the right buyer and staying in touch with them, regular communication, and be as flexible as possible.

Managing your place in the property chain is a key part of a successful upsizing move. Being organised, responsive, and flexible will strengthen your position and help keep things progressing. And with a proactive agent supporting you, you can feel confident that any bumps along the way will be handled quickly and professionally, bringing you closer to the keys of your new, larger home.



Making your upsizing move a success

Upsizing is an exciting milestone - a chance to move into a home that better fits your lifestyle, future plans, and aspirations. But like any major life event, it comes with its own set of challenges and decisions.

From preparing your current property for sale, setting the right asking price, and finding your ideal next home, to managing timelines, budgets, and the sales chain, every step matters in shaping a smooth, successful move.

The key to a stress-free upsizing experience lies in planning carefully, acting decisively, and surrounding yourself with the right support. Working with an experienced estate agent means you have a professional in your corner who can guide you through each phase, pre-empt potential issues, and keep the process moving forward with confidence.

Remember: upsizing is not just about gaining more space - it's about creating a better everyday life for you and your family. With the right advice, preparation, and mindset, you can enjoy the journey, stay in control, and soon be settling into a home that truly feels like your next chapter.

If you're considering upsizing, we would be delighted to support you through every stage, from selling your current property to handing you the keys to your new one. Let's make your move a positive and rewarding experience.



BILLINGSHURST

01403 785288

billingshurst@mansellmctaggart.co.uk

BRIGHTON

01273 508955

patcham@mansellmctaggart.co.uk

BURGESS HILL

01444 235665

bh@mansellmctaggart.co.uk

COPTHORNE

01342 717400

copthorne@mansellmctaggart.co.uk

CRAWLEY

01293 533333

crawley@mansellmctaggart.co.uk

CROWBOROUGH

01892 662668

crow@mansellmctaggart.co.uk

CUCKFIELD

01444 417600

cf@mansellmctaggart.co.uk

EAST GRINSTEAD

01342 311711

eastgrinstead@mansellmctaggart.co.uk

FOREST ROW

01342 826682

fr@mansellmctaggart.co.uk

HASSOCKS

01273 843377

has@mansellmctaggart.co.uk

HAYWARDS HEATH

01444 456431

hh@mansellmctaggart.co.uk

HORSHAM

01403 263000

horsham@mansellmctaggart.co.uk

HORLEY

01293 228228

horley@mansellmctaggart.co.uk

HOVE

01273 044929

hove@mansellmctaggart.co.uk

Land & New Homes

01293 533333

01444 456431

LEWES

01273 407929

lewes@mansellmctaggart.co.uk

LINDFIELD

01444 484084

lind@mansellmctaggart.co.uk

MID SUSSEX Lettings

01444 239822

ms@mansellmctaggart.co.uk

RINGMER

01273 407929

ringmer@mansellmctaggart.co.uk

NEWICK

01825 722288

new@mansellmctaggart.co.uk

STEYNING

01903 251200

steyning@mansellmctaggart.co.uk

STORRINGTON

01903 746000

storrington@mansellmctaggart.co.uk

UCKFIELD

01825 760770

uf@mansellmctaggart.co.uk

Get in touch



mansellmctaggart.co.uk

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