



# Complete Checklist For Selling Your Property

**LESLEY HOOKS**  
ESTATE AGENTS





### Work out your finances

Firstly and most importantly work out how much it is going to cost you to move (check out our costs of moving checklist) and get advice if you are obtaining a mortgage. Speak to us as we work closely with expert independent mortgage advisors.

### Choose an Estate Agent

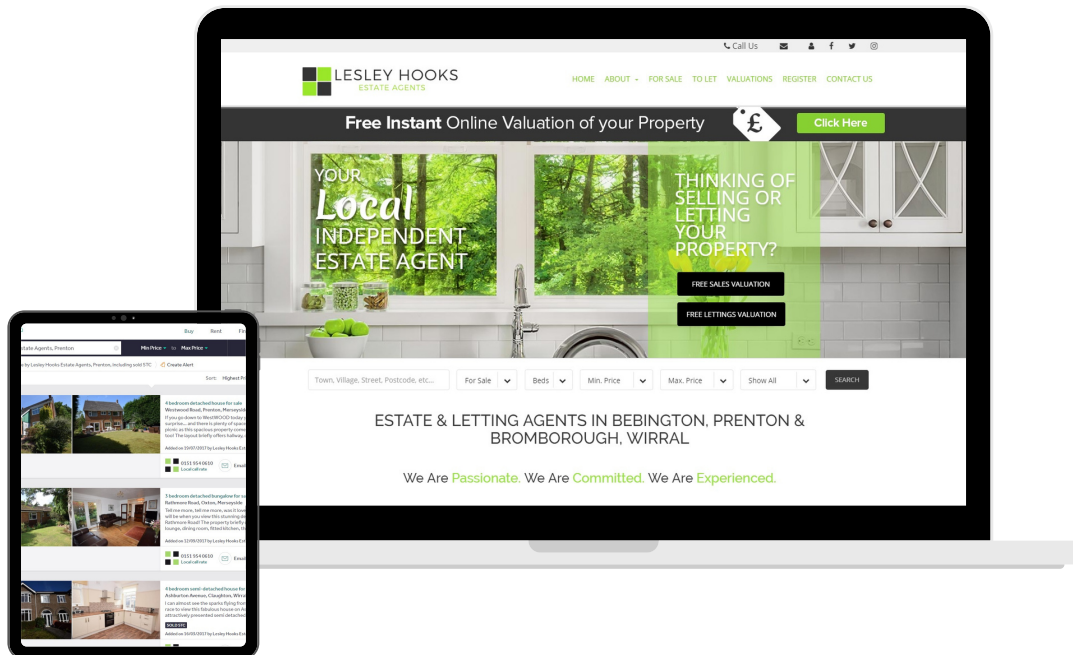
Get your home valued and instruct an estate agent to act on your behalf, they will help you gather all the necessary paperwork, prepare the marketing material and you get your property on the market.

### Prepare your Home for the Market

Making your property look presentable can make a real difference to the length of time it takes you to sell your house and the price you achieve. You can make small changes for little cost which could really pay off in the long run. So get your marigolds on for a spring clean, spruce up your outdoor space and finish off any diy jobs.

### Viewings

Now your home is prepared its time to start viewings! Your agent should organise these on your behalf and should be arranged by appointment only. If you don't want to show people around yourself then ask your agent to accompany them, they are the professionals after all! Try and be as flexible as possible with viewing times so you can accommodate potential purchasers, the more viewers = the more offers.



## ✓ Accepting An Offer

Leave the negotiation to us! Our experienced staff will negotiate with purchasers to achieve the best price for your property. We will also check the buyers source of funds and get evidence of their affordability so we can choose the best buyer for you. If you get offers very quickly after going on the market it doesn't mean you should hold out for longer it just means the property is priced correctly.

## ✓ The Legal Process

Now you have a buyer its time to engage the solicitors. Here at Lesley Hooks you will have a dedicated Sales Progressor to guide you through the legal process, we will advise you when to fill in paperwork and chase the solicitors and estate agents in the chain for updates.

## ✓ Organising Completion

When the solicitors legal work is complete and they are ready to exchange its time to organise a completion date. Don't forget you will need to arrange removals, change over of insurances and settle any bills with suppliers.

## ✓ Moving Day

The day has arrived and its time to move, your agent will phone you when the funds have gone through and its time to hand over your keys!



we have your area  
**covered**



Contact us...

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