

## Top Tips When Selling Your Home



### James Pearn, Partner

Loosemores Solicitors' new Partner and Head of Property, James Pearn, offers these top tips to follow when selling your home.

#### Choose your estate agent carefully

Selling a home can sometimes be a daunting and stressful process. Choosing an enthusiastic and reputable estate agent can help speed the process up and relieve some of the pressure. Consider asking more than one estate agency to visit and give you a valuation. This will help you establish a better idea of the value of your property and allow you to assess the best agency to take your house to market.

#### Find the right Solicitor

When searching for the right lawyer to handle your property conveyancing, ask friends and family for suggestions and look for a reputable law firm with a wealth of experience. Never compensate experience for cost, even though there might be cheaper alternatives to using a firm of Solicitors.

These alternatives often use automated processes that can miss out key pieces of legislation or other details, and they can lack any form of personalised service. It's vital that you choose an experienced and SRA regulated law firm, and remember that knowledge of the local area is also beneficial.

#### Instruct your Solicitor

You should instruct a lawyer as early as possible. I always recommend as soon as the property goes on the market. This will allow your lawyer to obtain your title deeds and help you to complete your property information forms, dealing with any issues before a buyer is found. This can save you time when a sale price has been agreed. Always agree fixed fees with your lawyer in advance and ask for full details of any other costs. There should be complete transparency with regard to fees and costs.

## Get organised

Preparing all your documents early can help save time and relieve pressure. For example, if your property has been altered, having the planning or building consents to hand can assist with speeding up the process. Your solicitor can advise you on the type of paperwork you need to gather. If there is any potential issue with consents, getting expert advice from your solicitor is essential.

If you have a mortgage, make sure you ask your lender for a mortgage redemption statement to find out exactly how much you owe on your mortgage, especially if the proceeds of sale are going towards the purchase of another property.

## Moving out

Usually you will be selling your property with vacant possession. This means on the day of completion the property needs to be empty. You should start thinking of the items you want to take with you and whether there are other items you wish to offer for sale to the buyer or make arrangements to dispose of them.

Contact your utility and other service providers as soon as you know when you are moving and on the day of completion take up-to-date meter readings. Please make sure you let your local council know you have sold and let them know your new address.

## Further Help

Based in Cardiff, with a heritage of over 50 years, Loosemores Solicitors provide a professional conveyancing service with a genuine personal touch.

We understand that a property transaction is one of the biggest financial transactions most of us will complete. That's why we assign one lead lawyer per case. Your personal lawyer will guide you throughout the entire process, providing quality advice, frequent updates and answering any of your questions along the way.

Contact **James Pearn** today by calling **029 2022 4433** or email [property@loosemores.co.uk](mailto:property@loosemores.co.uk)

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