

Selling Your Property with

philip INDEPENDENT
ESTATE
AGENT
Jarvis



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Introduction:

Choosing the right estate agent to sell your property is an important decision. After all, your home is probably your biggest asset and as individual as you.

You will need an agent you can trust not only to achieve you the best possible price, but to find you the right buyer for you and your circumstances too.

Here are a few of our top tips which will help you to decide which estate agent is best for you:

- Look at the agent's website to sense their core values.
- Make sure they are genuine experts in your local area.
- Call them – be mindful of how helpful they are. This is how they will communicate with your prospective buyer too.
- Check their customer feedback from trusted feedback sites such as Feefo or Google Reviews.
- Check they are a licensed agent. Are they members of either the National Association of Estate Agents or Guild of Property Professionals? This will provide you with peace of mind and ensure your chosen agent adheres to high standards and codes of conduct.

Our Team...



Valuation & Appraisal:

At Philip Jarvis Estate Agent, we listen very carefully to your requirements as a vendor and we value the relationship we build with you as our customer throughout your home move.

You will meet one of our **professionally qualified** Sales Specialists at your property, who will:

- Advise you on how can maximise the asking price of your property & share with you what buyers are looking for.
- Provide you with a detailed insight in respect of the current sales market with an accompanying tailor-made property report for you to keep.
- Based on the above, provide you with guidance regarding the appropriate marketing price of your home in current market conditions.

Let us know:

- Your moving aims and objectives.
- Your timescales
- How many bedrooms you have.
- How old your home is.
- The size of your property.
- Improvements you have made.
- What attracted you to the property when you bought it.
- Any unique property features e.g. garage, extension.

Instruction:

When you have made the decision to use Philip Jarvis Estate Agent to market your home, we will re-visit you to:

- Take full property particulars including; measurements, room descriptions, photographs and floor plan.
- Collect or arrange for all documentation, to comply with legislative requirements.
- Go through your Agency Agreement with you thoroughly, to ensure you are happy and understanding of the contract you will be signing.
- Film your property video for social media.
- Finalise your marketing plan and advertised sale price.

We will require:

- Photo ID & proof of address.
- A completed Property Questionnaire
- Proof of Ownership
- Energy Performance Certificate
- Signed Agency Agreement

Marketing:

When you are ready and the sale price has been agreed, we begin your property marketing campaign. Here is a list of just some of the marketing tools we use to promote your home to as many potential purchasers as possible:

- A bespoke property brochure with well-thought-out photography and floor plans.
- A video tour of your property which can be used as part of our social media marketing plan and this will be uploaded to the various internet platforms we use.
- Our existing database of prospective purchasers are contacted about your property. Marketing on major property portals including Rightmove & Onthemarket and our own highly respected website.
- An interactive property brochure is also created to ensure prospective purchasers have access to all the information they could possibly need, which even includes information such as which broadband providers operate in the area and the best local schools.
- Exposure through The Guild of Property Professionals national network of over 800 like-minded independent estate agents across the country which includes the Park Lane office in London.
- Extended opening hours with phone lines open into the evening.
- Your property displayed in our window at our prominent office location in Lenham.
- Our sales team will also visit your home to get to know you and your home, so they know exactly what they are selling.

During the marketing of your property we feel it is vital to keep you fully informed, so we will also be speaking to you on a regular basis to keep you updated with feedback.

What our Vendors say:

'They have always been professional, proactive and friendly. Advice when requested was always considered and useful. A good team that I would clearly recommend. Their local knowledge was obvious and useful. Always easy to contact.'



Viewings

We normally experience an excellent response to our comprehensive marketing strategy and use a discerning approach when arranging and conducting in-person viewings with any prospective purchasers of your home.

We provide advice on home staging and have a professional and experienced team on hand to conduct viewings on your behalf. Of course, if you wish to host viewings yourself, this is your personal choice and we can provide lots of tips and advice on the best ways of doing so.

We also have a 'tried and tested', friendly but thorough method of qualifying anyone wishing to view your property. We assess their current circumstances and position in terms of their ability to proceed with the purchase your home, in as much detail as we possibly can at this stage.

During the viewing we get to know prospective purchasers even further and we are continually assessing their proposition as your future buyer. As we show them around your property we will answer any questions they may have and collect any constructive feedback we think you will find useful in the marketing of your home.

Putting People First



Accepting An Offer

We will negotiate on your behalf and report to you with all offers received on your property promptly.

Having ascertained the best possible price for your property, in respect of any offer received, you will be provided with comprehensive information which will help you to decide if this is the right purchaser for you. This information will include a full purchasers' chain detail and initial confirmation the prospective purchaser can potentially finance the purchase of your property.

Ultimately, the decision is yours but we are here every step of the way to advise and guide you using our vast experience and knowledge, which will help you to make an informed decision.

When you have accepted an offer from a purchaser, our sales team will agree a provisional target exchange of contracts and completion day with you and your purchaser, obtain quotes from solicitors on your behalf, if you wish and ensure solicitors for you and your purchaser have been instructed.

The sale of your home can then begin!

We are here every step of the way!



How is the sale of my property going?

During the initial stages of the legal process, things may go a little quiet. However, at this point, you can be reassured throughout the entire sale of your home, we are:

- Communicating with both your solicitor and your purchaser's solicitor, to ensure each stage of the sale progresses at it should be. E.g. Deeds have been applied for, draft contracts are prepared and funds have been placed on account.
- Assisting you and your purchaser deal with any issues which may arise, such as any surveyor's requirements/recommendations.
- Communicating with estate agents in the rest of your 'chain' and providing you with regular feedback in respect of the legal position of any other vendors and purchasers within your chain.
- Planning ahead so you are prepared for each step of the legal process as it arises, helping to eliminate any issues before they start to hold up your home move.
- Last but not least, we arrange for the hand over of your house keys to your purchaser so you can move on to the next chapter in your life!

Protection for
you..



Moving Day!

Our aim throughout the entire journey of your home move sale, is to make sure the whole process runs as smoothly and as efficiently as it possibly can, so you can enjoy moving home as stress-free as possible. Moving day is no exception!

We will:

- Help provide you with removal van quotations, house clearance or any other services required.
- Communicate with your solicitor throughout the day to ascertain exactly when the sale of your property has completed.
- Hold keys ready to give to your purchaser when legal completion has taken place.

If there is anything else we can do to help, we will. You only have to ask.

Happy moving home day!

*Nothing is too
much trouble!*

Philip Jarvis Estate Agent Ltd