



# A Guide for Sellers

## Take the First Step

1. If you need to sell your current house before being able to buy then speak to one of our branches and begin that side of the process as soon as possible to avoid frustration and disappointment.
2. There have been a lot of fluctuation in house prices in recent years and a fresh valuation on your own property is key. [Arrange for Templeton Robinson to value your property.](#)



# The Viewing Checklist

When a viewing has been arranged, it is useful to consider the following points as **first impressions really do count**:

## Decluttering

- Ensure the Garden is tidy and any clutter or rubbish is tidied away
- Clean the house from top to bottom (this doesn't need to be done for every single viewer)
- Tidy up any clutter in the house or cover it up, this can help give a feeling of more space
- Make sure kitchen surfaces are clean and clutter free

## Fresh Air

- Keep pets out of sight (not everyone is an animal lover)
- Open the windows periodically to air the property, especially if it is unoccupied
- Throughout the house a good smell is important and attractive. Scented candles can be a cheap and easy way to do this

## The Bathroom

- A clean bath, hand basin and toilet create the right impression
- If the bathroom is tiled, clean grouting is important
- Make sure all beds are made
- Tiles can be refreshed with a grouting pencil.

## Light

- Make the most of the space by ensuring a useable and aesthetic layout.
- Atmospheric lighting and comfortable looking soft furnishings will help your viewers relax.
- Are the windows clean and the paint presentable? Invest in some bedding plants or hanging baskets as they can make all the difference.
- Lights should be on, even during the day, to give a bright impression.
- Replace dead light bulbs



## General notes

- Try to keep all stairs clear
- Fresh flowers can add an attractive, homely feel
- Dress your dining table with some fetching flowers and candles
- Put on your best bed linens, plain muted colours are more universally appealing than fussy patterns and bold designs. Make sure the curtains are hanging properly and rooms are well aired.
- Make sure your street number is clearly displayed near the front door.
- Fix door handles, windows, latches and creaking doors and floors

## Your solicitor's role

- **Always advise your solicitor of any alterations or amendments made to your home** during your ownership which may require updated paperwork, such as ground landlord's approval or management committee approvals etc. This may ultimately prolong the conveyance process or mortgage offers from buyers. Dealing with it now will help avoid further stress at a crucial point of your sale.
- In Northern Ireland **estate agents find the buyer and agree price details; solicitors do the paperwork.** Contracts for the sale and purchase of land must be in writing. For this reason and because the process involves so much money, solicitors act for sellers and buyers to advise and protect their respective interests. This process is called conveyancing.

Conveyancing procedures involve the preparation of a contract by the seller's solicitor and the examination of the contract and the title (ownership) documents by the buyer's solicitor prior to signature. The seller is obligated to disclose all his knowledge about the property but the buyer carries responsibility for buying the property in its current physical condition.

## When potential buyers are there

- Allow the potential buyers time by themselves to chat privately (**don't crowd** or hassle)
- Don't follow visitors into rooms as that may make rooms appear smaller
- **End the tour in the best room** so everyone leaves with a good impression.



## Further points to note

- Sellers are often vulnerable to buyers trying at the last minute to renegotiate the price downwards (gazundering), when the legal's are just ready to sign, by buyers using the excuse of a bad survey or financial difficulties. **Templeton Robinson have the experience and know how to minimize this risk and ensure you achieve the full market potential price where cheaper sales options don't!**
- **A solicitor is responsible not only to his seller client but also to the seller's lender** who must be paid off the entirety of the existing loan. Similarly a solicitor for a buyer is also legally responsible to the lender providing the new mortgage money and has to report to that lender on behalf of and at the expense of the buyer.

# Before You Move

These hints can help towards ensuring as stress free a move as possible, consider the following when you know you are due to move:

- Cancel all weekly or monthly deliveries to your house.
- Arrange removal boxes.
- Arrange for your final telephone bill and connection at your new home.
- Plan where the furniture will go in your new home.
- Remember to clearly label all boxes with their contents and which room they are to go in.



# Moving Day

- Turn off all appliances
- Take a final reading of all utilities
- Pack all essential items into a box within easy reach; kettle, mugs, milk, tea/coffee, cleaning items, toilet roll, cutlery, plates, bed linen
- Make an inventory of everything to be moved, discuss fixtures and fittings with your solicitor
- Make a list of all utility companies you will need to notify
- Arrange to have your mail redirected
- Get quotes from several removal companies

