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Top tips for a smooth property sale

Planning and decisive actions can help accelerate the selling process and ease stress

Selling a property can be one of life's more intricate transactions. With tasks like preparing the home, organising viewings, and handling legal paperwork, delays can easily occur. However, a seamless sale is achievable with proper preparation.

From presentation to paperwork, these steps can help sellers navigate the process more smoothly.

Prepare the property properly

A well-maintained home is more attractive to buyers. Simple actions, such as cleaning, decluttering, and addressing minor repairs, create a positive first impression. Neutral décor and fresh air throughout the house can make spaces feel brighter and more inviting.

Kerb appeal is just as important. A neat garden, swept pathway, and freshly painted front door can help create a positive impression for buyers before they even step inside.

Set the right price

Overpricing a home can cause it to stay on the market longer, while underpricing might lead to missing out on potential value. Researching local sales and obtaining a realistic valuation ensure the asking price draws in serious buyers. Being flexible and willing to adjust the price if the market shows signs can also help maintain strong interest.

Organise your paperwork early

One of the main reasons for delays in property sales is the lack of essential documentation. Title deeds, planning permissions, energy performance certificates, and details of any guarantees should be collected before marketing the property. Having everything prepared helps speed up conveyancing once a buyer is found.

Choose the right professionals

Choosing the right estate agent and conveyancer can greatly influence how smoothly a sale proceeds. An experienced agent will handle viewings and negotiations efficiently, while a proactive conveyancer ensures the legal steps progress without issues. Sellers benefit from having clear communication with both parties.

Keep communication clear

Many sales slow down because of miscommunication. Staying in regular contact with your agent, solicitor, and buyer makes sure everyone stays on the same page. Agreeing on timelines in advance, for surveys, responses, and the exchange of contracts, reduces uncertainty and helps keep the process moving smoothly.

Be flexible with viewings

Accommodating viewing requests, even on short notice, maximises exposure and improves

the chances of attracting the right buyer. A welcoming, well-presented home shown at convenient times can boost the number of offers.

Anticipate common delays

Chains, mortgage approvals, and survey queries are common hurdles. Anticipating them helps to lessen stress. For example, fixing minor maintenance issues before a survey can avoid last-minute renegotiations. Similarly, understanding the buyer's position early can provide hints about the likely speed of the sale.

Staying focused on the outcome

Selling a home naturally involves some challenges, but thorough preparation and organised planning significantly help in minimising them. By showcasing the property effectively, setting a realistic price, and maintaining diligence with paperwork and communication, sellers can keep the process smooth and increase their chances of a hassle-free sale. ■

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