

How to avoid some of the common mistakes in selling your property.

1. Mistake No.1 - Getting Emotionally Involved

Once you decide to sell your home, it can be helpful to start thinking of yourself as a businessperson and a homeseller rather than as the home's owner. By looking at the transaction from a purely financial perspective, you'll distance yourself from the emotional aspects of selling the property that you've undoubtedly created many memories in. Also, try to remember how you felt when you were shopping for that home. Most buyers will also be in an emotional state. If you can remember that you are selling not just a piece of property but also an image, a dream and a lifestyle, you'll be more likely to put in the extra effort of staging and perhaps some minor remodeling to get top dollar for your home. These changes in appearance will not only help the sales price, they'll also help you create that emotional distance because the home will look less familiar.

2. Mistake No 2 - choosing the wrong estate agent

the agent you choose may be part of a chain or an impendent agent. Read the local press and also see where their offices are located and how up to date their display of properties. Remember that the agent will charge a commission and their charges should be negotiated. The commission will be more if you have a multi agency agreement. If you instruct the agents as sole agent then you will normally be tied into a fixed term and if you wish to cancel then a minimum term will often apply. Any termination of the agreement must be in writing and keep a record of and a copy of any letters or emails sent. Also check carefully that the agents description of the property is accurate.

3. Mistake No 3 – Getting the price wrong

Getting the price right and knowing the correct value for your property is the most difficult of all problems. Check on www.zoopla.com which will show you how much other properties in the area have sold for. Your agent should be able to assist but get several valuation of your property so you can get a feel of what its market value. This is not an exact science however.

4. MISTAKE NO 4 – Getting Your Finances Wrong.

check and recheck your figures especially if you are also buying a property

5. MISTAKE NO 5 Leaving The Paperwork For The Last Minute

Get all deeds and if it is a leasehold property the lease and all service charge information, planning documents and building regulations documents ready in time before an offer is made so you can be ready for a contract to be issued in a timely way

6. MISTAKE NO 6 - using a call centre firm of conveyancers.

Make sure the firm of conveyancers you select are not an internet only firm. Remember you get what you pay for. The cheapest quote may not give you the service you require and also many large firms often use non qualified staff such as paralegals without adequate in depth training and experience.