



THE BIGGEST  
MISTAKE  
PEOPLE MAKE  
WHEN SELLING  
THEIR HOMES

[www.mpestates.co.uk](http://www.mpestates.co.uk)





## INTRODUCTION

Selling your home is an exciting time.

You've made the decision to move to a property that's more suited to your current needs.

Keeping the process as stress-free as possible means avoiding mistakes (where-ever you can!).

Here are 5 common mistakes sellers make and how to avoid them.



# 1. **Unrealistic pricing**

It's important to put your home on the market with a realistic price attached.

Overpriced homes might not appear in buyers' searches and could end up having to be reduced later to secure a sale.

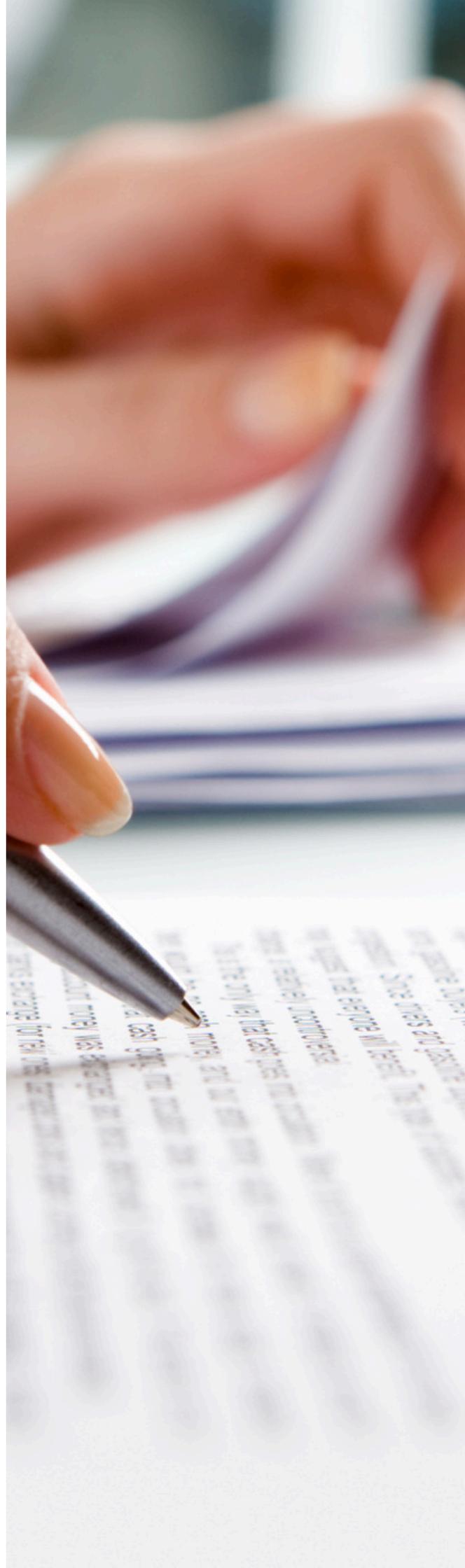
Research from Zoopla shows sellers that put their home on the market for more than it's worth may have to wait an extra two months to sell.

# 2.

## Putting off hiring a solicitor

The conveyancer's job involves drawing up contracts and transferring cash, so you might not think you need one from the start.

However, it's a good idea to sort out a solicitor or conveyancer as soon as you put your home on the market, to avoid any delays.



# 3.

## Delaying your mortgage application

Before you put your home on the market, you should make sure you can genuinely afford to buy a new one.

If the new property is more expensive, you should check how much you can borrow, and which lender could offer the best deal.



# 4.

## **Failing to spruce up your property**

Your property should look its best for pictures as well as for later valuations and viewings.

At the very least, make sure your home is clean, tidy, and free of unnecessary clutter.

This will ensure the property is a blank canvas for whoever comes to view it.

You may also want to consider minor home improvements.



# 5.

## Hiding major property flaws

If you think your property has major issues that could put buyers off, like a short lease or a structural defect, there's no point trying to hide it.

Make sure your solicitor or conveyancer is also aware of any issues that could crop up.

If a buyer only finds out about problems later on, it could scupper your house sale late in the process.



**So, now you know what NOT to do, what are you waiting for?**

Contact us today for a free valuation of your home.

Let's get the ball rolling!

Contact us today

**01708 851 999**

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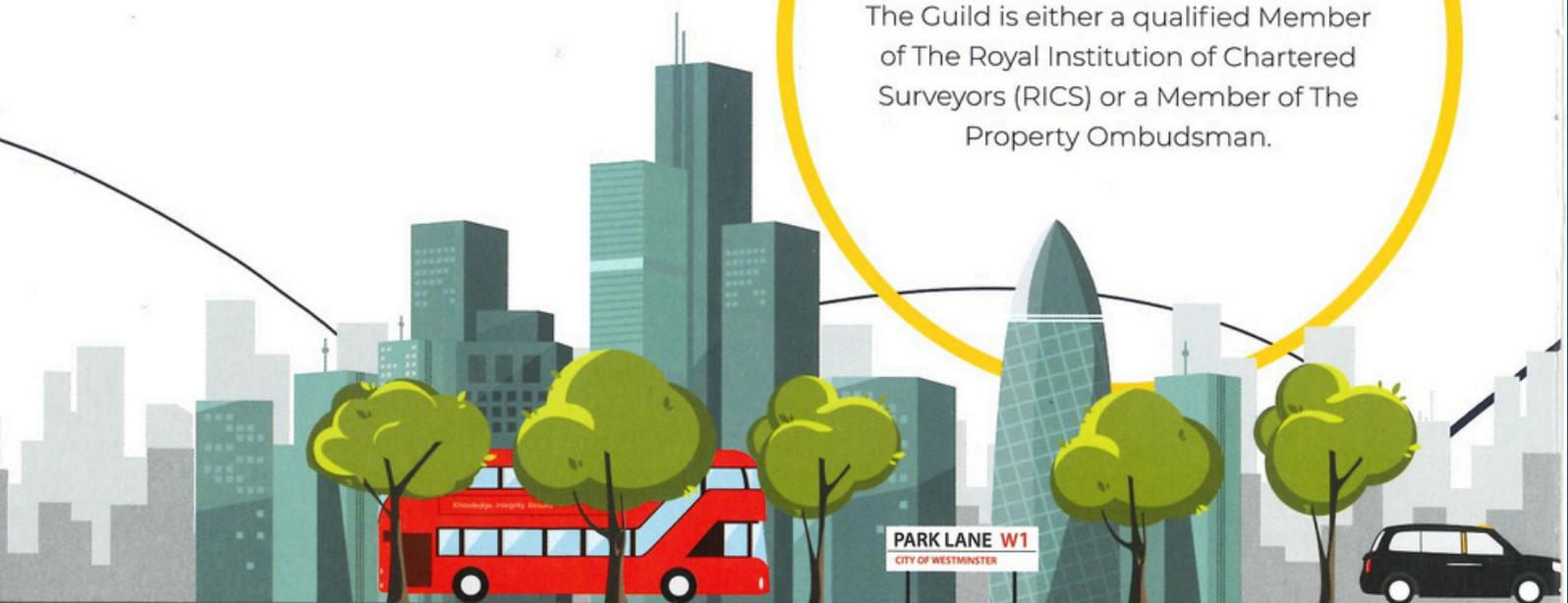
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# WE ARE PROUD MEMBERS OF THE GUILD

KNOWLEDGE. INTEGRITY. RESULTS.

We have our own strict Code of Conduct which ensures every Member of The Guild is either a qualified Member of The Royal Institution of Chartered Surveyors (RICS) or a Member of The Property Ombudsman.



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#### **National Network**

As a Member of The Guild, we demonstrate a real commitment to local, regional and national marketing. We are part of a national network of offices working together to serve you better.

#### **Trust and Confidence**

The Guild have their own strict Code of Conduct which ensures every Member of The Guild is either a qualified Member of The Royal Institution of Chartered Surveyors (RICS) or a Member of The Property Ombudsman.

#### **The Guild Standard of Service**

Every Member company of The Guild of Property Professionals is a carefully

selected independent estate agency – as such, we adhere to the highest standards of estate agency practice and all work together to provide you wider marketing and better service.

As part of the national network of property professionals, we have access to a myriad of other services all bound together in an enterprising spirit of teamwork and professionalism that helps with selling houses.

#### **Training**

You can be sure you are dealing with professionals as The Guild offers training through its Guild Associate Scheme. This is an educational training system for Member's

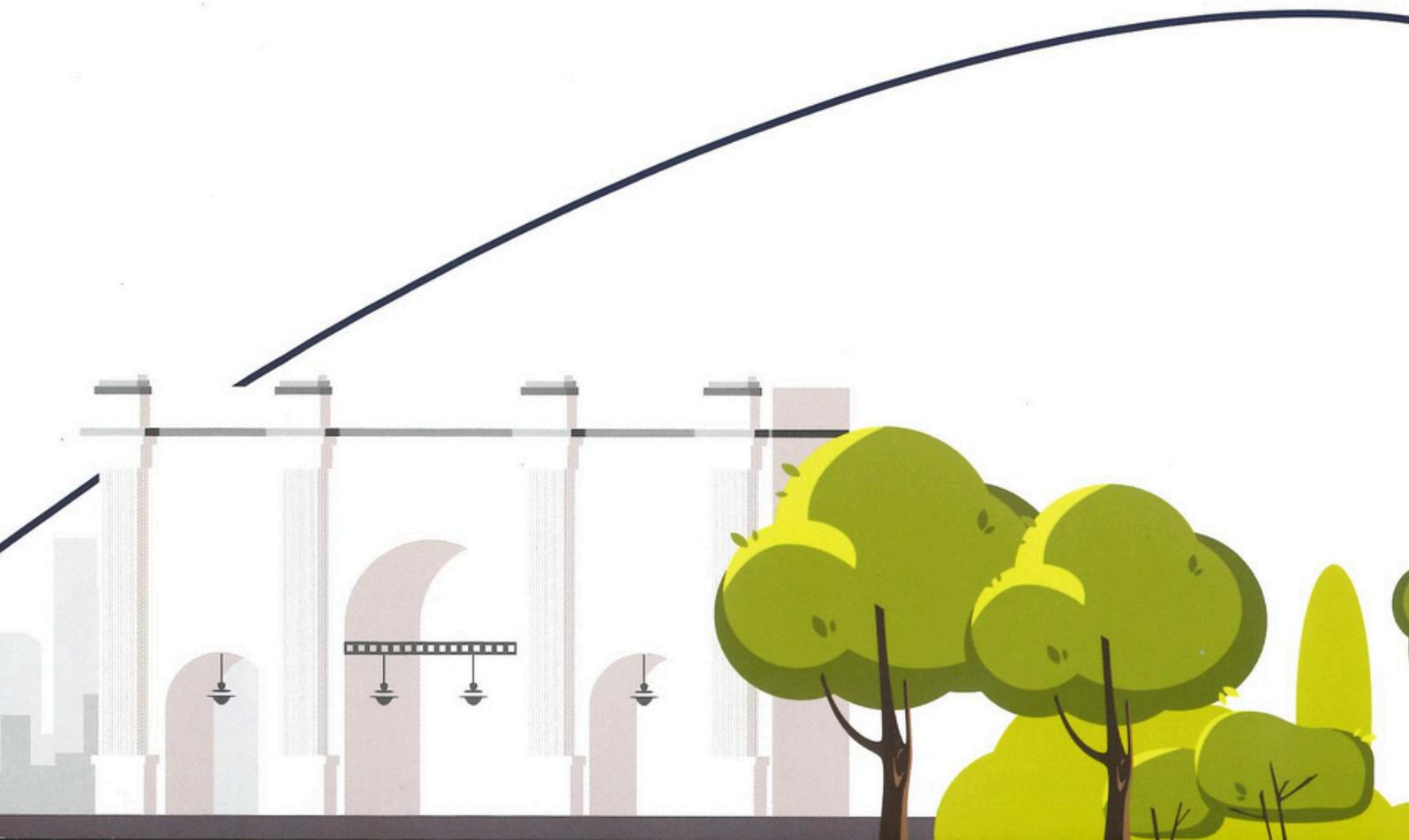
staff to ensure fundamental technical competency throughout the network. It covers the basic legal estate agency practice, plus knowledge of The Property Ombudsman, The Guild and Money Laundering. Entrants are examined on their competency and, when an adequate level of proficiency is achieved, are invited to become a Guild Associate.

#### **Auditing**

The Guild is committed to raising industry standards with compulsory auditing for new Members. This ensures that every agent operates to the same level.

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