

# raeburn christie clark&wallace

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## **SELLER'S GUIDE**

There are many things to consider when thinking about selling your home. We, at Raeburn Christie Clark & Wallace aim to make the process easier for you by providing estate agency and conveyancing services all under one roof. With our five branch offices based at Union Street, Aberdeen; Banchory; Ellon; Inverurie and Stonehaven, we cover a large area in the North and Northeast of Scotland.

### **MARKETING YOUR PROPERTY**

The first thing to consider is obtaining a quote for fees and other outlays which are likely to be incurred when selling your property.

The next step is to appoint a Solicitor to act on your behalf and deal with the legalities in the sale process.

Next, we would recommend a valuation of your property by one of our experienced Sales Advisors who will visit your property, take some particulars and give a market valuation of your property.

When you are ready to put your property on the open market for sale, our Sales Advisor will arrange to re-visit your property to take full particulars to allow them to create a Schedule of Particulars of Sale and to organise a Home Report on your property. An appointment will also be made for the photographer to attend at the same time to take internal and external shots of your home.

### **VIEWINGS**

Presenting your property to appeal to buyers is an important part of selling. For hints on how to present your property in its best light, refer to our guide "Presenting Your Property For Sale" which provides helpful hints on how to do this. Our Property Admin staff at any of our branches will be happy to arrange viewings and deal with any queries on your property as well as providing you with any feedback from prospective purchasers.

### **FINDING A BUYER**

There are a number of ways we can help you find a buyer for your home whether it be placing your property on our own website, the ASPC website, newspaper advertising or displays in our branch windows. We will also circulate details of your property to individuals registered on our database who wish to be kept informed of any properties of a type similar to your own. We are committed to helping you sell your home as quickly and with as least fuss as possible.

Once a buyer is found we will negotiate a contract with their Agent on your behalf and will keep you advised on all terms of the contract. The first step would be to take delivery of a written offer and to discuss and advise you on such an offer. We would then issue an acceptance of that offer and work our way towards concluding a binding contract for your sale on mutually agreeable terms.

### **SOUND FINANCIAL ADVICE**

You may be considering buying a new home to move into or you may just want to increase your investment portfolio. We provide independent financial advice and would be happy to advise on which products would best suit your needs. Our Financial Services Department are authorised and regulated by the UK's Financial Services Authority and can provide you with independent advice on a number of different products, from all types of mortgages, related insurances and investments.

**For further details on any aspect of SELLING a property please contact our Property Department**



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