

# How to sell your own home

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### Pricing to sell your own home

- The first step when you come to sell your own home is to find out how much your property is worth. The best way to find that out is to first get about Three local estate agents round to get some no obligation valuations on your property. (Best not to tell them you are planning to sell your own home yourself as they may not give you the best advice). Some questions you may want to ask is to find out what minor improvements you may need to do to your home to achieve the best sale, what the activity on the market is like at present and what price they think you will achieve (not advertised for) and of course, what price are they going to charge you for selling your home. Beware their pricing will generally be for sole agency only which means that they are the only people to have your home listed for sale whereas multi agency gives you the ability to place your home with another agent.

- Then check local newspapers and the internet such as [www.rightmove.co.uk](http://www.rightmove.co.uk) to see what home prices are advertised for in your area. Top Tip - when using [rightmove.co.uk](http://www.rightmove.co.uk) make sure you check the box STC which will indicate on the adverts which homes have a sale agreed subject to contract. This gives you an idea of the right pricing and sale activity for your area.

- Once you have a price in mind for selling your own home, it is best to see what prices other homes similar to yours have actually sold for in the past. There are a variety of websites such as [www.landregistry.gov.uk](http://www.landregistry.gov.uk) which will give you access to this free information. This information is actual data collected from the Land Registry who is the organisation that records the ownership of houses.

Where to advertise to sell your own home? There are various ways you can advertise that you are selling your own home and this can be done by way of an advert in the local newspaper, for sale board, internet advertising and leaflets and shop windows etc.

The internet is being used widely for sales, particularly for people moving into the area and property investors. The internet gives you an open shop front 24 hours a day which is becoming more appealing to potential purchasers who may wish to buy your own home.

### CLICK HERE FOR MORE INFORMATION

Internet sites like the one above give you great opportunity to advertise with many of the leading home selling sites found on the internet giving you great access to sell your own home privately to many more people. With your listing and included in your deal usually includes photographs and dependent upon how many you want, there will be a great deal for you and this gives much more assistance to improve your chances of selling your own home privately than you would probably imagine, making it a much easier task than you probably really anticipated thus reducing the need to spend all the extra money out on using traditional estate agents. The beauty when you decide to sell your own home privately using these internet portals rather than the traditional estate agents is the incredible saving you can make as most estate agents will take a percentage of your sale price for their fee and depending on the size and valuation of your own home this can put £1,000's back in your pocket!

If you are looking to sell your own home, but want the assistance of the traditional estate agents but at a fraction of the price, then you can now look at the new online estate agencies. These are internet sites specifically for people looking to sell their own home but also offer more assistance with negotiating a sale and taking calls but at a fraction of the price of using a traditional estate agency. Why not take a look at this online estate agency and find out further details on how they could help you.

### CLICK ABOVE FOR MORE INFORMATION

You can place an advert in your local newspapers or shop windows which will reach a small field of people looking for someone to sell their home privately, possibly investors.

**HIPS** When you place your own home on the market for sale, it is now a requirement for the seller to have a HIPS package prepared. This package collates and gives much essential information to the seller in order that they are sure about their purchase of your home. It is the responsibility for the seller to produce this package. There are many companies found on the internet, through your solicitors or advertised in the local paper who will prepare this package so you don't have to think you have to prepare it yourself. It is a good idea to shop around, as there are many deals out there.

**Potential Purchasers Viewing Your Own Home** If you have followed all the hot tips from the numerous property programmes, removed any clutter, given your own home a good clean and tidy especially the front then showing potential purchasers around when you sell your own home should be easy. Before carrying out any viewings, think about

all the positive features of your own home and each room and familiarise yourself with them. These are the items you wish to point out and talk about. Ensure your tour of your home is constructive and logical allowing your potential purchasers to enter into each room fully letting them take their time to look at their pace. Also it is good to prepare for any essential questions, like the nearest school, shops, how long does it take to get somewhere, council tax prices and what the neighbourhood is like. You may wish to carry out a practice run or two with some friends and ask them for their feedback.

**How Does the Sale Work When I Have Agreed To Sell My Own Home**When you have found your potential purchaser and reached an agreed price you wish to sell your own home to them for, the routine purchasing work falls into place as if you had used an estate agent. Your purchasers may need to apply for a mortgage which will involve a survey of your own home. The surveyors job is to confirm to the mortgage company that the your home is worth what the sale has been agreed at. A surveyor will have a good look around and may wish to measure, look in the loft and outside. You will need to decide on which solicitor you wish to use for your conveyancing and the purchaser will choose their own solicitor. The solicitors can be with the same firm but they cannot be the same solicitor to act for both parties. The solicitors will deal with all the transactions necessary, requesting information from each other as they need. You may need to answer some further questions, called additional enquiries, which is all normal practice. The solicitors will send you various documents for signature and the purchaser will pay their deposit to their solicitors. The solicitors will deal with all the money transactions. In the English Law, no sale is legally binding until both parties have exchanged contracts. This means that both parties agree to the sale of your own home at the agreed price and usually a 10% non refundable deposit is paid at this time. Once this has happened then neither the purchase nor the seller can pull out and change their mind.

Information available

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