

Selling your house/ your questions answered

There are many things to think about when you sell your house.

For example, you have to know what your property is worth, and what you can reasonably expect to get for it; how much time you have to sell it and how flexible you can afford to be over offers.

Selling a house can be a tricky business, and it's crucial you make all the right moves to make the procedure as straightforward as possible. That's where the professional expertise of the South Forrest Property Service can make all the difference.

> How should I go about selling my house?

DIY

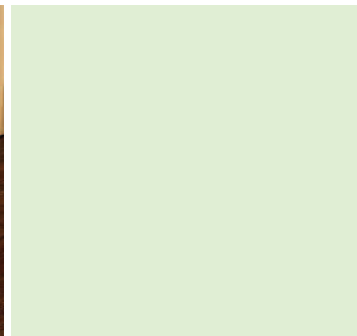
You can opt to sell the house yourself. You decide on the asking price, prepare appropriate advertising materials, do your own negotiations and bring in a solicitor to conclude the contract. This means you do the bulk of the work, and bear the responsibility of all the decision-making, but it can be the cheapest option.

Estate Agents

Estate agents advise on price through their own valuation, prepare particulars and negotiate the basic elements of an offer. However they still have to hand over to a solicitor for the contract to be concluded, which can be costly to you with the estate agent and solicitors' fees.

Solicitor

We tackle the whole job from start to finish, from advising on price to concluding the contract. It's the simplest way for you – and by choosing South Forrest, you gain access to years of experience in selling houses, and a modern, streamlined service that's second to none.





> The South Forrest property service includes:

Inspection

Your house is inspected by experienced staff. We discuss the details of the property, the viewing arrangements and the marketing strategy with you. One of our solicitors obtains and checks your title deeds and is ready to deal quickly with any offers. We can also arrange a "Home Report" for you to comply with new legislation.

Price

Your asking price must neither undersell nor overprice your property. We have experience in selling hundreds of properties, enjoy computerised access to the sales records of the Highland Solicitors Property Centre – the largest database of property sales in the region – and have extensive knowledge of current market trends. All these factors help us to value your house accurately and position it correctly in the marketplace.

Advertising

We suggest the most suitable form of advertising, taking your budget into account. Your association with South Forrest means you have access to Highland Solicitors Property Centre, part of a national network that is only open to properties being sold by solicitors.

When we register your home with Highland Solicitors Property Centre it is included on their website www.hspc.co.uk where thousands of people look directly at the largest selection of properties for sale in the Highlands. It will also be advertised on www.sspc.co.uk which covers all Scotland and will be included in the fortnightly all colour magazine "The Property Review".

Enquiries

We take the time to deal with any enquiries, so that potential purchasers have the information they need to make an informed decision. We also follow up viewers and give you regular progress reports.

Negotiations

This is the most sensitive area of the sale, and our experience and expertise will count. When you are faced with decisions about whether or not to accept a lower offer with an earlier entry date, or an offer subject to survey, or whether or not you should fix a closing date, you'll find there's no substitute for our expertise and negotiating skills.

Missives

Once you have received and agreed an offer in principle, the conditions must be negotiated and accepted in writing before there can be a binding contract. This correspondence, called 'missives', is carried out on your behalf by your solicitor. If the negotiations break down for some reason and the sale falls through, you are covered by our No sale, No fee guarantee, although, as you would expect, there will be some outlays to meet.

Titles

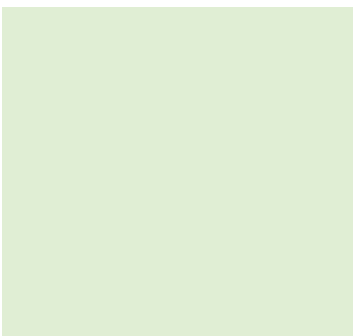
Once you have a binding contract to sell your house, we carry out all the necessary legal work so that the house title is transferred into the purchaser's name, your mortgage is repaid and cleared from the Land Register, and any necessary searches are conducted.

Conclusion

When you decide to sell your house, you are risking your most valuable asset. Doesn't it make sense to have the expert advice and experience of a solicitor to protect it?

> What should my first step be?

That's simple. Call our Property Department direct on **01463 250255**. You can arrange an appointment to discuss your needs, and we will advise you on what to do next.



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