

Reid & Dean

— estate agents —

43-45 Cornfield Road, Eastbourne, East Sussex, BN21 4QG

Tel: 01323 412550 Email: info@reiddean.com Website: www.reiddean.com

A step-by-step guide to selling a property

Here at Reid & Dean, we understand that selling your home can be one of the most important decisions you make in your life. We also understand how stressful it can be.

Our clear direct communication, quick responses, expert advice and can-do attitude will support you at every step of your journey. Neither selling nor buying a property should be filled with stress. We believe it should be first and foremost an exciting and enjoyable experience!

Accurate valuation

Your aim should be to sell your property at the best possible price in the shortest possible time.

With over 20 years' experience in Eastbourne's property sector, Reid & Dean are a well-established part of the community and your local experts.

Select an estate agent

Your estate agent should have a strong high street presence, and Reid & Dean have one of the most prominent estate agency windows in Eastbourne.

Instruct a solicitor

A successful sale relies on an efficient and experienced solicitor.

We have no ties to a specific solicitor, so are able to offer you unbiased advice on which solicitor may be best suited to deal with your circumstances.

Property presentation

First impressions count, making the presentation of your property critical to a successful sale.

Consider addressing any DIY jobs you have been meaning to get done, add a fresh coat of paint where necessary and try to declutter to make rooms appear larger.

Reid & Dean use professional photographers who will take photographs and produce floor plans in just one visit.

Find a buyer

To find a suitable buyer your property requires maximum exposure across a wide range of media.

When you instruct Reid & Dean to sell your property you will benefit from a comprehensive and bespoke marketing package for your property. We aim to present your property to the very best possible standard, using professional quality photography, detailed floorplans, and video tours (*with an aerial 'fly by'*).

We are the **only estate agent** in Eastbourne to have a dedicated on-line marketing consultant, who contributes both copywriting and social media presentation to each instruction.

Reid & Dean is also proud to be the only local member of the 'Mayfair Office' (www.mayfairoffice.co.uk) a group of over 300 independently owned agents in the UK, with a dedicated West London presence, attracting both metropolitan and international buyers. Of course, we are also present on www.rightmove.com and www.onthemarket.com.

Accompanied viewings

Accompanied viewings mean we can use our expertise to help sell your property.

Our flexible approach to opening hours enable us to maximise viewing opportunities for your property.

Receive offers

As soon as a buyer makes an offer, we will contact you to communicate full details, plus any special conditions, to help you decide whether or not to accept.

Accept an offer

Once you accept an offer we will do the following:

- Prepare a memorandum of sale
- Confirm the agreed price with all parties
- Ask you to confirm your solicitor's details

Your solicitor will send out a draft contract to the buyer's solicitor who will then carry out preliminary enquiries. At this stage you will also be able to agree on dates for the survey on your property, the exchange of contracts and proposed date for completion.

We will advise you and negotiate on your behalf throughout this process.

There are no legal obligations until contracts are signed.

Completion

Completion is when the residual monies (usually 90%) are transferred from the buyer's solicitor to your solicitor's account.

Your solicitor will call you when the money has cleared in your account and will inform us to release the keys.

Congratulations, your property is now sold!