

## The selling process

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**If this is the first time you have sold a property or you haven't moved in some time, below is a guide to the key stages in the selling process.**

### Market valuation

One of our team will visit your home to assess its value, discuss marketing strategy, fees and terms of business. This is also your chance to assess the agent's competence against others you have met and whether you feel comfortable with us marketing your home. See our information sheet [Selecting a suitable estate agent](#) for helpful advice.

### Make mortgage arrangements

Before starting your property search speak to a mortgage advisor to confirm what your budget is. They will assess your financial circumstances and commitments and suggest the most suitable mortgage options. You can then obtain a mortgage agreement in principle and start your property search. Enfields can arrange an appointment for you with our own Financial Advisor.

### Property placed on market

Once instructed we will revisit your home to take detailed information about room sizes, fixtures and fittings included in the sale and verification of any planning consents. We will prepare marketing material for you to approve and ask you to sign a contract. We also organise an EPC.

### Instruct a solicitor

It is advisable to enquire into conveyancing services and instruct a solicitor as early as possible so that when you accept an offer everything is in place, speeding up the whole process. Enfields can also arrange a conveyancing quote for you.

### Preparing your home for viewings

There are many ways to increase the saleability of your home. See our information sheet [Making your property saleable](#) for detailed advice.

### Viewings

It is best to leave viewings to us. We are expertly trained in presenting your home in the best light and in negotiating with potential buyers. You can help by ensuring that your property is prepared for viewing. Our advice sheet [Making your property saleable](#) provides useful tips.

### Receiving offers

We will communicate all offers made by telephone and in writing. Your decision to accept an offer or not is likely to be affected by how close it is to asking price, how long your property has been on the market, how much interest has been in your property and your reasons for selling. We will work to negotiate between you and the buyer to arrive at a sale price that you both agree to.

### Confirmation of sale

Once an offer is agreed we will prepare a Memorandum of Sale which provides details of the property, agreed sale price, name and address of yourself and the buyer and your solicitors. This is then sent to everyone concerned.

### Legal work

On receipt of the Memorandum of Sale a draft contract will be prepared by your solicitor and sent to the buyer's solicitor who will make preliminary enquiries and conduct local and land registry searches. If no further enquiries are needed the buyer's solicitor will approve the contract. Our teams fulfil a dedicated sales progression role in every enfields branch making regular contact with all parties so that queries are dealt with quickly and customers are kept fully up to date.

### Exchange of Contracts

When all the legal paperwork is prepared and a formal mortgage offer has been received the contract is signed by both buyer and seller and a deposit is paid (usually 5-10%). This is a formal binding contract committing you to buy the property. At this stage a date for completion will be suggested.

### Completion

This is when your sale is completed. See our [Plan for a smooth move](#) and [Packing tips](#) information sheets for advice on making your move as straightforward as possible.