



HOW TO SELL A HOME

ESPC GUIDE TO
SELLING A HOME





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Selling your home can seem like a complicated process. To make it easier, we've put together this handy guide on how to sell a property in Scotland, broken down into simple steps.

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STEP 1:

FIND OUT HOW MUCH YOUR HOME IS WORTH

One of the first steps to selling your home is to find out how much it is worth by arranging a property valuation from a selling agent.



WHY DO I NEED A PROPERTY VALUATION?

When you get a valuation from a property agent, this provides an estimate of what your property is worth and therefore what it is likely to sell for. This can help you to create a budget if you're planning to buy a new home.

Another benefit to getting a property valuation from an agent is they can offer advice on how to improve your property before you bring it to market.

WHAT HAPPENS AT A PROPERTY VALUATION?

A house valuation involves a property valuer from an agent assessing your property to find out about the condition, layout and any different features of the property that will affect its appeal to buyers.

Using their expert knowledge and access to ESPC market data, they will then be able to provide you with a valuation, helping you to understand how much your home is worth and how much it is likely to sell for.

HOW DO I GET MY HOME VALUED?

Head to [espc.com](https://www.espc.com) and request a free valuation with an ESPC agent using our quick and easy form. Our valuations service allows you to choose up to 10 agents to value your home and will suggest agents best suited to your requirements, whether that's an agent who has sold properties in your area or one that has achieved the highest percentage over Home Report valuation on average.



STEP 2:

APPOINT A SOLICITOR ESTATE AGENT

After you have invited selling agents to value your property, you will need to choose one solicitor estate agent to take you through the rest of the selling process.

WHY DO I NEED A SOLICITOR?

In Scotland, you need a solicitor to sell a property. The solicitor will handle the legal part of selling the property, called conveyancing and choosing a solicitor estate agent means that they can handle both the marketing and legal aspects of your sale.

WHY SHOULD I USE AN ESPC AGENT?

All ESPC agents are solicitor estate agents, so when it comes to selling, they can handle the whole process from marketing the property right through to the legal process and exchanging the keys.

They are therefore uniquely placed to help you through every step of the selling process and can offer expert advice and insight on the latest legislation and guidance on selling a home. ESPC agents are also experts in the local market, with a wealth of experience and access to ESPC property market data. This means they can provide you with useful insights when marketing your property, including how to price it.

HOW DO I FIND A SOLICITOR ESTATE AGENT?

You can request a free property valuation from an ESPC agent on [espc.com](https://www.espc.com) to get you started on selling your home. There is also a full list of ESPC solicitor estate agents on our website if you would prefer to contact one directly.



STEP 3: MARKETING YOUR PROPERTY

HOME REPORT

Most properties in Scotland need a Home Report before they can come to market. Home Reports are created by a surveyor and your agent will help arrange this for you. The report includes the following:

- A Property Questionnaire – this contains general information about the property
- A Single Survey – this includes details about the condition of the home, a valuation of the property and an accessibility audit
- An Energy Report – this assesses the energy efficiency of the home and gives it an energy efficiency rating.

MARKETING MATERIALS

Your agent will be able to arrange the marketing materials, and they will let you know what's included in the package they offer. Typically, agents will provide photographs, For Sale boards and schedules.

You may also choose to create a video as well as a 360 tour of your property. These are great opportunities to showcase your property to potential buyers, highlighting all the best aspects of your home.

WHERE WILL MY HOME BE ADVERTISED?

Your agent will be able to provide details about where your home will be advertised.

Only an ESPC agent is able to advertise properties on the ESPC website, which receives hundreds of thousands of visitors every week.

With ESPC, there are additional promotion opportunities for your property, including a Feature Property listing on espc.com and a full page advertisement in our magazine - 20,000 copies are distributed across east central Scotland every month.

Speak to your agent to find out more about the different ESPC promotion opportunities.



STEP 4:

WORK OUT YOUR MORTGAGE OPTIONS

KNOW YOUR FINANCING

Early in the selling process, it would be wise to determine your financial position. This may make a difference when it comes to what offer you accept on your property and what your next steps will be.

SPEAK TO THE EXPERTS

If you have a mortgage on your property and are looking to buy another property whilst selling, it would be worthwhile contacting an independent mortgage adviser or your mortgage lender to find out the specific details of transferring your mortgage to another property. In addition to this they will also advise on what you can afford when purchasing your next home.



STEP 5:

PREPARE YOUR HOME FOR SALE

PRESENTATION IS EVERYTHING

Try and put yourself in the buyer's shoes when preparing your home for sale – is there anything you've been meaning to fix or improve for a while but haven't gotten around to? Now is the time to do it.

First impressions count, so ensure your front garden or entrance is looking as neat and tidy as possible before arranging any viewings.

GETTING YOUR PHOTOGRAPHS RIGHT

Getting good photographs for your property is key for marketing it effectively to potential home hunters. It helps to think of your photographer as your first viewer so that your home looks its best in the photos. Take this time to get this part right so you get the best possible pictures of your property – these will help home hunters decide if they wish to view the property.



STEP 6: ARRANGE VIEWINGS



KEY OPPORTUNITY

Viewings are the best opportunity to sell your home. Ensure that your property is well presented, that it is clean and welcoming.

Take the time to consider what you will say about each room. You might want to consider a key feature, the lighting, outlook or your favourite thing to do in the room to really help sell your home.

Speak with your solicitor estate agent about your preference for pre-booked appointments or open viewings. They will work with you to arrange the viewings at convenient times and will support you throughout the process.



STEP 7: NEGOTIATE OFFERS

SPEAK TO YOUR SOLICITOR

When a potential buyer submits an offer on your property, you can either choose to accept the offer or go back to the buyer and negotiate the price. Your ESPC solicitor estate agent will be crucial in helping you decide which offer to accept and when to negotiate.

Your solicitor will also negotiate other aspects of the sale, such as the date of entry, on your behalf.

THE CLOSING DATE

If there has been a note of interest on the property, a closing date can be set. However, there is no legal requirement to fix a closing date. The seller can instruct their solicitor to accept an offer without having a closing date and without giving other people who may have noted interest, the chance to offer.

If a closing date has been set, all offers should be submitted at that date. It's a blind auction: buyers won't know what other people are bidding, or even if they're making an offer at all. It is then up to you if you wish to accept any of the offers.



STEP 8: CONCLUDE THE MISSIVES



ORGANISING YOUR MONEY

The money from the sale will be collected and arrangements made to discharge and repay your existing mortgage (if you have one) on the agreed date of entry when the property is officially sold.

THE LEGAL WORK

Following a successful negotiation on an offer with the buyer's solicitor, your solicitor will work on all the legal aspects of your sale.

Once the missives (the binding contract between the buyer and the seller) have been concluded, there are further checks that your solicitor estate agent must do before drawing up the new title deeds and transferring ownership of the property. Transferring ownership with the new title deeds in the final stage of selling your home.



 0131 624 8000

 help@espc.com

 espc.com

The initial consultation with an adviser is free and without obligation. Thereafter, ESPC Mortgages' charges for mortgage advice are usually £350 (£295 for First Time Buyers). YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP THE REPAYMENTS ON YOUR MORTGAGE OR OTHER LOANS SECURED AGAINST IT. ESPC (UK) Ltd is an Appointed Representative of Lyncombe Consultants Ltd which is authorised and regulated by the Financial Conduct Authority.