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Planning to move this year?

Jonathan Penn of Jackson-Stops & Staff has a few tips.

Getting your house in order

Like many things in life, good preparation helps any job run more smoothly. This is particularly true of the house selling process. The obvious tips concern creating the very best possible first impression by ensuring that your property is presented in a cared for and tidy manner, having been de-cluttered both internally and externally. Without the attendance to such relatively minor tasks, your purchasers may have concerns about the maintenance of the larger jobs.

Secondly and in many ways, almost more importantly, the property's legal paperwork should be fully in order. The conveyancing procedure has become considerably more stringent in recent years and a purchaser's solicitor will require every 'I' to be dotted and every 'T' crossed. It is essential that your conveyancing solicitors are forewarned of your plans and instructed to check Title documentations and all supporting paperwork, ensuring that all planning permissions and completion notices are in place. Any question marks over boundaries should be attended to and if there are any covenants affecting the property, these should be highlighted to your selling agent. Many a transaction has been delayed or even derailed by 'ticking time bombs' that may have laid dormant within the legal paperwork for many years.

Some vendors are prepared to go a stage further and we had a couple of examples last year whereby full structural surveys were prepared, where the liability could be transferred to a buyer who would purchase the survey as a part of the negotiations.

So now your house is 'fully in order'. The other key ingredient to success is ensuring that the property is marketed by an appropriate agent, with a guide price set in the correct bracket. I encourage most vendors to have a target price in mind and it is worth carrying out a little of your own research via the internet to get a 'feel' for the market. If you plan to make an ongoing purchase, check and plan that your purchasing finances are all in order. Consulting a mortgage broker such as Jackson-Stops & Staff Private Finance at an early stage will help understand the best options and what information will be required.

These steps will ensure you are well prepared for the vagaries of the property market!
For further information, contact:-

Jonathan Penn, Jackson-Stops & Staff, Tel. 01473 218218