



GUIDE TO.....

THINGS TO CONSIDER WHEN
GETTING A VALUATION ON
YOUR PROPERTY



The essential
guide on
things to
remember
when getting
your property
valued.





www.walters-property.com



hello@walters-property.com



0800 9 55 44 33

INTRODUCTION: THINGS TO CONSIDER WHEN GETTING A VALUATION ON YOUR PROPERTY.

Marketing your property at the right price is imperative at achieving a sale in the right time frame.

Under valuing your property is an obvious mistake and will see you letting go of an asset without adequate compensation.

However over valuing your property will result in your property being on the market for a long period of time, and





1. RESEARCH

Ask for referrals:

Ask your friends and family if they have any recommendations. They will give you true honest feedback about their experiences. And if they had a good experience and achieved a good price, your search could very well be over before it even started, or you will know exactly which agent to steer clear of.

Does Your House Have A Niche?

Does the agent you might want to work with have experience in selling a property like yours?

Fees

Don't consider fees in isolation, factor in customer service, efficiency and ask whether the marketing of the property is included as well. Always request a full breakdown of costs.





2. PROFESSIONAL VALUATIONS

Invite an agent to value your property, use an online valuation tool or book a virtual valuation. Better yet, do all 3 so that you get many different valuations to compare.

3. REPEAT

Remember that you can invite more than 1 agent to value your home, or do multiple online valuations!

The more information you have, the better you will know what your home is actually worth!





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4. CHOOSE AN AGENT

Don't simply choose an agency to list your property who have given you the highest valuation. Agencies might over value your home simply to win your business.

Ensure that you read reviews, ensure they are registered and have sufficient experience in your area and home style.

Remember, the best price is the one that your solicitor receives funds for, allowing you to move. The highest price is worthless unless your property sells.



5. WHY IS THE RIGHT PRICE SO IMPORTANT

An over priced property will not only deter buyers, but it will even deter people from viewing your home if they feel that the price is out of their budget, or if they feel they will be paying more than what the property is worth. You won't even get the opportunity to win them over.

On top of that, you will have to reduce the price of your property at a later stage which gives buyers a lot of leverage to put in even lower offers at a later stage.

Your property might also take a long time to sell, which delays your plans and racks up unnecessary fees.





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6. BUYER'S LENDER CHECKS

If you do receive an offer, the lender who will be offering a mortgage will want to evaluate the home too to make sure it is priced accurately. If they deem the property to be overpriced, they might not award the mortgage to the buyer and your sale will fall through.

7. REMOVE EMOTION

Your agent will make an objective valuation based on the current property, its features, amenities and current condition. Try not to be too emotionally invested in the number and the financial investments and sacrifices you have made over time. If you feel the valuation is too low, get another opinion.



The Walters Way!

At Walters, we simply have one goal – to help you sell your home in a straightforward and stress-free way, securing you the best possible price.

Selling a property doesn't need to be complicated and we are confident that we have the best team in place to move your sale forward positively and professionally. We look after you every step of the way, helping you make a move in the right direction.

Our Team manages every detail of the sales process – from the day the property goes on the market, to the day the sale is completed. However, we never forget that property is all about people too, and that you want to feel involved and informed. That's our approach and it's what we believe makes Walters different.



Marketing

“Our aim is to give you an opportunity to have some control in the marketing of your home”.

So, we decided that we didn't want to tell you how we should market your home - you know it better than us: you know which features attracted you to the property, you also know the local residents and what local people want and the mediums they use.

So, we have created a service offering which is, in our opinion, far greater than any other agent. It is also flexible and allows you to add in additional services if you deem them important”.



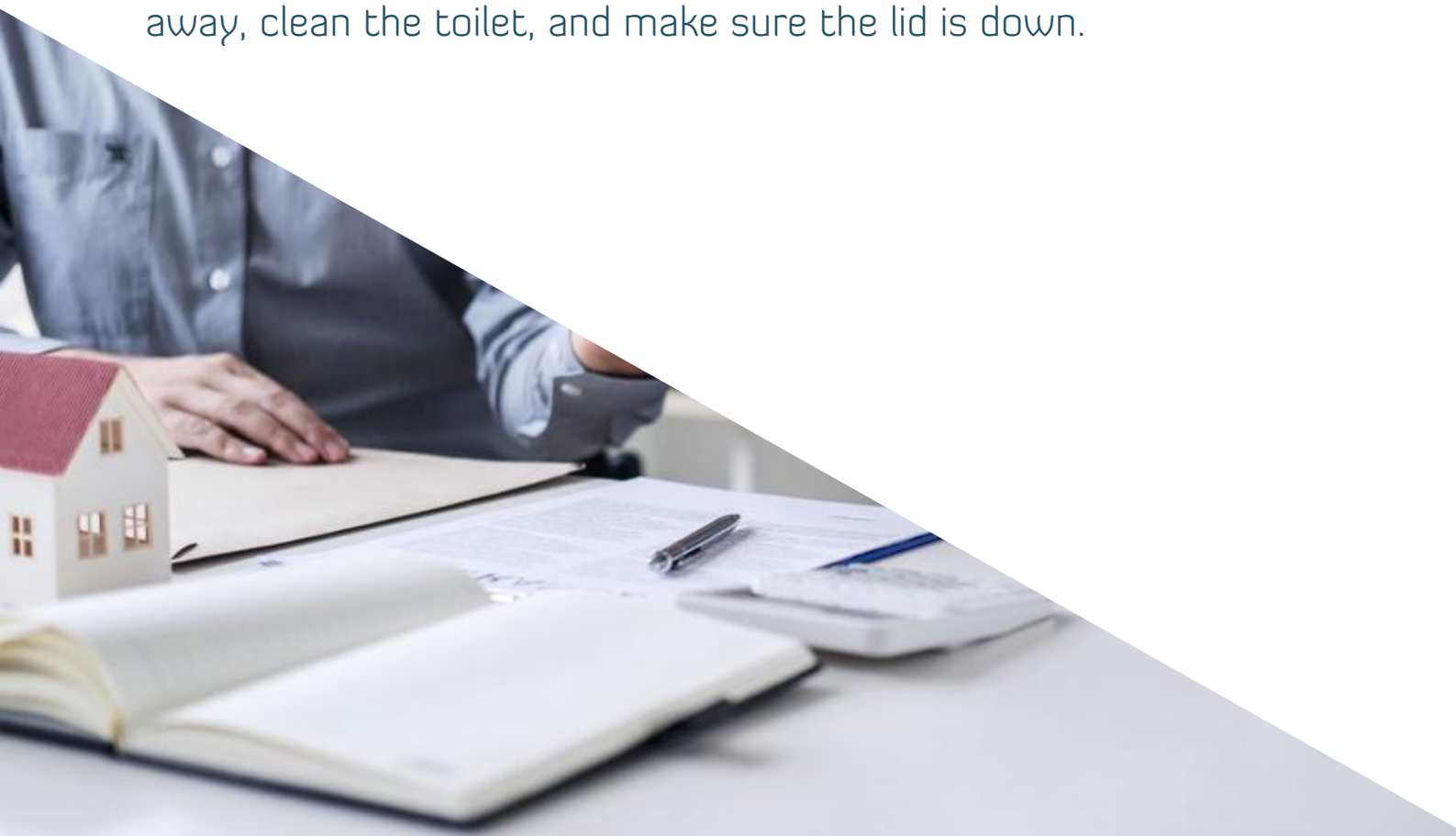
Getting it ready to sell...

First impressions really do count. We have seen a great number of houses in our time, so we have compiled a list of handy tips to make your home stand out from the crowd.

Tidy the front garden, mend the gate, trim the hedges, and weed the flowers beds.

Make those minor repairs - fix that dripping tap, replace mouldy grout, repaint the cracks, replace the doors on cupboards that are broken, turn on the lights, open all the doors, and replace any lightbulbs that aren't working.

Kitchens and bathrooms are key rooms – clearing the surfaces will make them look larger. Do the washing up, put your laundry away, clean the toilet, and make sure the lid is down.





FAMILY

IS A GIFT THAT LASTS FOREVER

GIVE THEM THE HOME THEY DESERVE

Our award-winning Team are with you from the beginning. Our Valuer will visit your property and work with the office team to put a marketing strategy in place. They will then guide you through any interest, negotiate offers and then progress your sale all the way through, from when you accept an offer, to completion day.

As a local high street agent, our team of property professionals are here to help seven days a week, maximising interest and ensure we achieve the best possible outcome.



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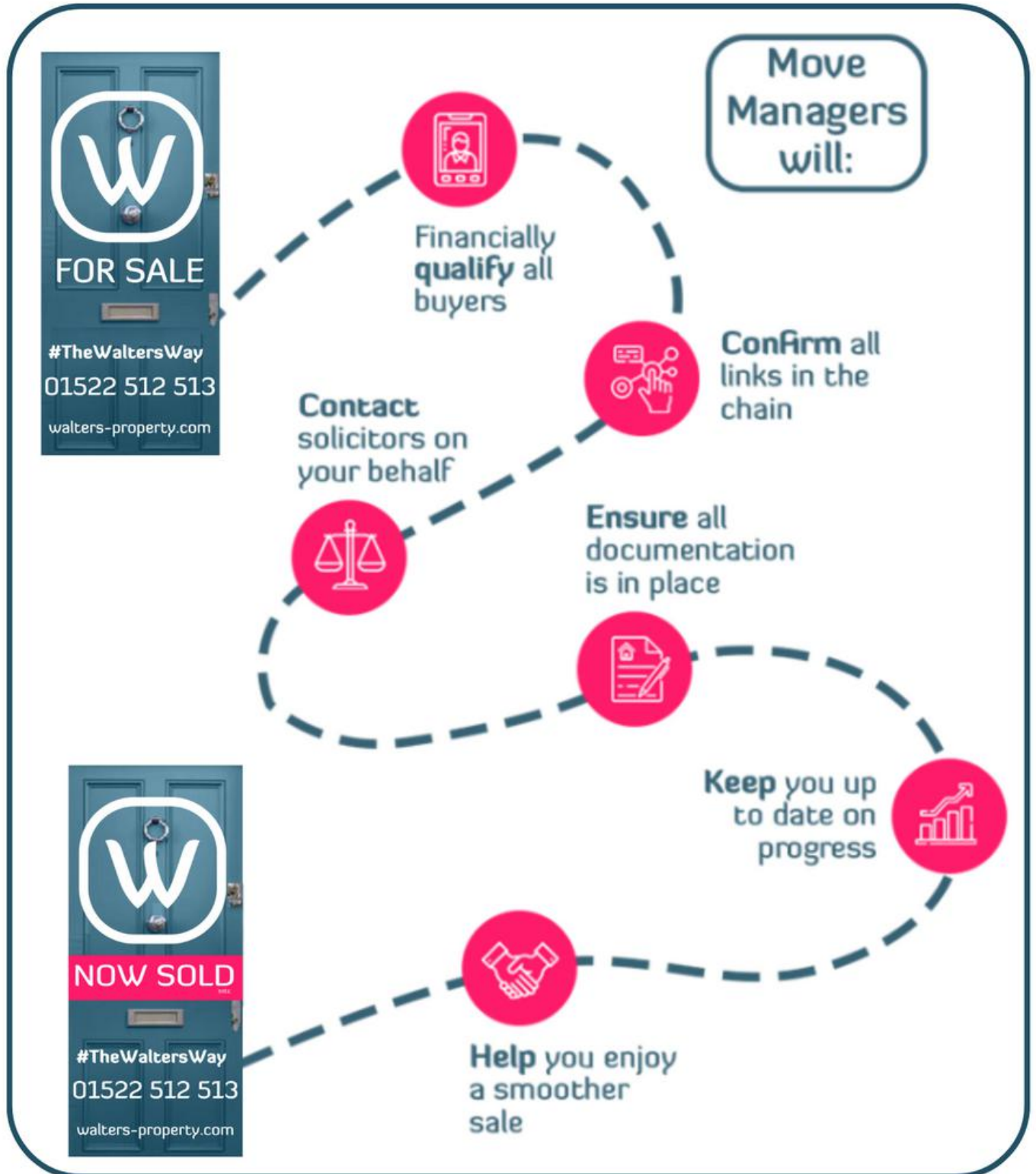
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End-to-end property experts

The selling journey and milestones.



Notes and Actions

Two months to go...

- ✓ Talk to a van hire or removals company to get initial feedback and quotes.
- ✓ Buy your boxes, packing, and storage supplies.
- ✓ Start sorting out your belongings. Get rid/donate things you don't need.
- ✓ Begin packing non-essential items.
- ✓ Do you need kennels or a cattery for the move? Book it in advance.
- ✓ Think about putting items of excess furniture into storage until you've settled in.

One month to go...

- ✓ If you're moving a long way, get your car serviced and tyres checked well before the trip.
- ✓ Register with local Doctors and Dentists if you are moving to a new area.
- ✓ Inform your local council of your change of address and cancel council tax payments.
- ✓ Inform your phone and internet providers of your change of address.
- ✓ Update the DVLA.
- ✓ Notify your bank of your change of address.
- ✓ Inform Inland Revenue.
- ✓ Update your insurance providers, ensure you have home insurance sorted for the day you move in.
- ✓ Confirm your moving arrangements with moving firms.
- ✓ Start putting items you don't use every day into boxes and label them.
- ✓ Arrange for someone to look after the children and pets If possible.

Could some of those items go into longer term storage to free up more room in your new home?

Two weeks to go...

- ✓ Let people know about your change of address, including friends, online shops, mail order, milk, newspapers, and magazine subscriptions.
- ✓ Clean your house as you pack.
- ✓ Organise your mail to be re-directed for at least three months.



Notes and Actions

One week to go...

- ✓ Confirm with your solicitor and estate agents that the move is going to plan.
- ✓ Notify TV Licensing of your new address.
- ✓ Make sure your packing is nearing completion - double-check the loft & garage.
- ✓ Ask your neighbours to make sure there is room outside your home for the removal van.
- ✓ Empty and defrost / dry out your fridge / freezer.
- ✓ Clear out your kitchen cupboards.
- ✓ Work out the moving route.
- ✓ Remind friends and family you'll need a hand next week.
- ✓ Pack valuables and important documents in a safe place to take in the car with you.

The day before...

- ✓ Charge your mobile phone.
- ✓ Put everything practical you'll need to one side in a clearly marked box, tape measure, extension lead, step ladder etc.
- ✓ Get a box of first night essentials together.
- ✓ Collect your hire van or confirm tomorrow's schedule with your removal firm.
- ✓ Move all your packed boxes into a downstairs room if needed.

Things to do on moving day...

- ✓ Record all utility meter readings for Water, Electricity, and Gas. Take a photo of the meter and let your providers know you are moving today.
- ✓ Strip the beds, curtains, and pack into clearly marked bags.
- ✓ Check the bathrooms for toiletries.

Loading the van...

- ✓ Instruct your movers on what is moving and what is not.
- ✓ Check everywhere and do a final house clean.
- ✓ Leave all the sets of keys as arranged for the new owners.

Say goodbye and then hello to your new home.



Notes and Actions





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