

TRUSCOTT  
PROPERTY

# SELLING GUIDE



For honest, friendly and professional advice, Trust Truscott Property with your home move

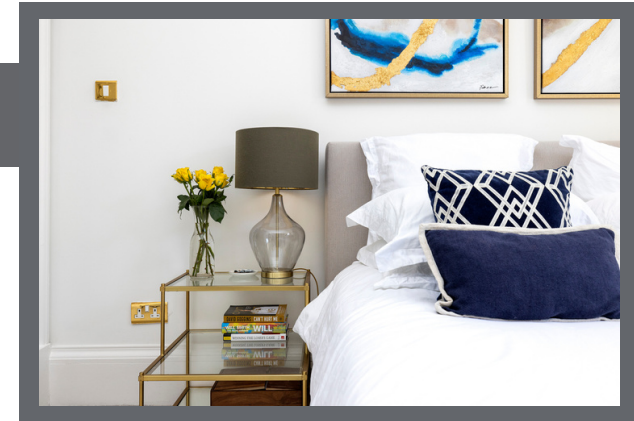
[truscottproperty.com](https://truscottproperty.com) | 0131 589 2900

# Selling Your Property

If you are thinking of moving home or selling a property you own, we can offer you a realistic indication of market value and advise you on the most effective marketing strategy.

## Step 1 - Appraisal

We can arrange a visit or a virtual valuation to give you an indication of what your property is worth. This is based on comparable sales data and experience. We will write to you with our thoughts on value and all the costs involved with selling based on the most effective marketing strategy.



## Step 2 - Preparation

You've decided to trust us with your sale, thank you, we're looking forward to working with you!

We are required to comply with current Money Laundering and Terrorist Financing (Amendment) Regulations 2019 which require us, prior to being able to carry out work on behalf of clients, to identify them, to verify that identification and to establish the source of any funds passing through our hands. In order to comply with these requirements, we will need to ask you for proof of identity and other information.

You need to instruct a solicitor in order to get Title Deeds and other paperwork ready for when an offer is accepted, we will let you know what to ask your solicitor for or you may prefer to use one we recommend and they will do this for you.

We will give you honest advice and suggestions to prepare your property for survey, marketing, and sale.

We will order your Home Report with a reputable surveyor. It is a legal requirement for most properties for sale in Scotland to have a Home Report which comprises, Single Survey and Valuation, Energy Performance Report (EPC) and a Property Questionnaire. We ensure your property is presented to the market at it's very best, we only use professional photographers and videographers. All our properties have photos, floorplans and 360° Virtual Tours, high quality videos and drone footage can be created on request.

## Step 3 - Live on the Market

Your property gets a strong presence nationally and internationally by being advertised to our quality database of buyers, on the major portals and with a social media campaign.

Your property is advertised on:

- TruscottProperty.com
- Rightmove
- Zoopla
- Prime Location
- S1 Homes
- Residential People
- Facebook
- Instagram
- LinkedIn
- Twitter



We can carry out viewings for you or you may prefer to do them yourself. We will qualify all potential buyers and give you advice on the best way to show buyers round and what to say as well as what not to say.

### Client Login

Our Client section allows you to see the number of enquiries, viewing feedback, Notes of Interest and offers. This is as well as the regular updates you receive from us.

## Step 4 - Offers



Interested buyers will either note interest via their solicitor or submit an offer. We will advise you on the best strategy whether that is to negotiate an offer received or to set a closing date.

We will negotiate on your behalf the price, date of entry and any other conditions.

## Step 5 - Missives, Conveyancing and Settlement

The buyer's solicitor and your solicitor will send each other letters negotiating the offer conditions. These letters are called 'missives'.

Once the missives are accepted and both you and the seller agree on the terms, you have a binding contract.

After the missives have been sent and you have an agreed contract with the seller, your solicitor will start the 'conveyancing'. This means they will go through the legal process that transfers ownership of the home from you to the buyer.

The last step is the 'settlement'. This is when the buyer gets possession of the home, and usually happens on the agreed date of entry.

# CELEBRATE!