



**Valiant**  
**Properties**

**SOLD**

**A GUIDE TO SELLING YOUR HOME WITH  
VALIANT PROPERTIES  
SALES & LETTINGS**

## **A QUICK GLANCE AT WHAT WE OFFER...**

- ✓ No sale no fee service
- ✓ Prominent office location
- ✓ Friendly approach & personal service
- ✓ Marketing Advise
- ✓ Professional photography, floorplans, video tours
- ✓ Advertising on all major property websites including Rightmove, Zoopla
- ✓ Effective use of social media
- ✓ Full colour brochures with floorplans
- ✓ Eye catching window displays
- ✓ Distinctive for Sale boards
- ✓ Accompanied viewings
- ✓ Negotiating the best possible price and at a timescale to suit you
- ✓ Viewing feedback
- ✓ Regular marketing updates
- ✓ Instant property matching with registered buyers and investors
- ✓ Help and support through the conveyancing process
- ✓ No hidden fees or small prints simple transparent service
- ✓ Arranging EPCs





## **TRADITIONAL VALUES, MODERN APPROACH**

Valiant Properties are a proud independent family business based in the fenland Market town of Wisbech. For us it's all about the service and keeping things simple.

We are 100% dedicated to making your life a little easier by giving you the 'stress free' service that you need and expect. We treat each customer with honesty, trust and respect, and above all, meet your individual property needs. At Valiant Properties we listen, we find out exactly what you want and need, then offer sound and well informed advice to help you achieve it.

We are a thoroughly modern business with traditional values, our main aim being able to give our clients the best possible results when we sell or let their properties.

We've helped many people move home and we're very proud of our excellent track record of positive feedback and recommendations.

Treating all our clients as individuals with individual tastes, as an independent estate agent we offer bespoke and tailored services to suit you.

It is important to us that we receive business from recommendations and referrals from clients who have used our services.

# GETTING STARTED...

## FREE VALUATION

We provide a no obligation valuation, even if you are not yet ready to place your property on the market and just want to know the current market situation. Our experienced sales team will have an honest discussion with you about the property and advise how we feel it will be best marketed so the highest level of interest is generated and the best price achieved in as quick a time period as possible. Whilst we are carrying out the inspection of your property, we will discuss our competitive 'No Sale - No Fee' package.



## INSTRUCTING US

Once you are happy to proceed to market your property, we would arrange a suitable date and time for us to re-visit the property to take measurements, prepare the floorplan, take photographs and discuss arrangements for carrying out viewing appointments and answer any other questions you may have.





## PLACING YOUR PROPERTY ON THE MARKET

We will begin to prepare your property details. We believe that presentation is key, this is why we take pride in the preparation of the particulars ensuring potential buyers will be encouraged to arrange to view your property. Once the details and documentation in relation to

the marketing of your property is ready these will be sent to you either via post or email for your approval and signature.



## FULLY MARKETING YOUR PROPERTY

Once the documents have been signed, we can begin marketing your property. This will involve contacting applicants on our database by phone and email that match your property and would be interested in arranging an appointment to view, as well as advertising it in our prominent office window.

## ADVERTISING

We will advertise your property on all the major property portals as well as our own website [www.valiantproperties.co.uk](http://www.valiantproperties.co.uk) as well as the popular social media sites such as Facebook & Instagram.



This means your property will be seen by the largest online audience of potential buyers. This puts you in the best position, in every respect when it comes to selling your property!



## ARRANGING VIEWINGS

Now that we have potential buyers interested in viewing your property it will be a case of organising a suitable date and time for the applicants to view the property. We prefer to conduct the viewings, after all that's what you pay us for! And it helps with the getting honest feedback for you.

## FEEDBACK

We aim to give you initial feedback within a couple of hours of the viewing taking place, and an automated email is issued the same day requesting feedback, and we aim to call them the following day to get further thoughts and report back to you.



## AGREEING A SALE

When it comes to agreeing a sale, our experienced negotiators are dedicated to achieving the best possible price for you, we will offer guidance and honest advice, we will ensure that all offers are financially qualified and we adhere to current money laundering regulations.

## SOLD subject to contract!

Once an offer has been agreed you will need to instruct a solicitor to carry out the conveyancing. We work closely with several local solicitors so can assist you with quotes if needed.



# **THE SALES PROCESS...**

## **ORGANISING THE SURVEY**

There is a very good chance that your buyer will be looking to have a survey carried out on the property either for mortgage purposes, or for their own piece of mind. We will liaise with the survey company to arrange a suitable date and time for them to either collect the keys from our office or for them to meet you at the property.



## **KEEPING YOU UPTO DATE**

Although the conveyancing is dealt with by the solicitor, we are aware that this can be the most stressful time for a home seller, which is why we keep in touch with the solicitors and progress your sale through to exchange of contracts, keeping you updated the best we possibly can.

## **EXCHANGE OF CONTRACTS**

When contracts are exchanged this is the time the sale becomes legally binding and a completion date is set, this will be organised through your solicitor and your buyers' solicitor.

## **COMPLETION DAY**

Its move day! On the day of completion, the monies are transferred between the parties and ultimately the keys are handed over. The time of day that completion takes place can often be dictated by the length of the chain you find yourself in and the speed which each respective solicitor transfers the funds from their account.



# INFORMATIVE PROPERTY PARTICULARS

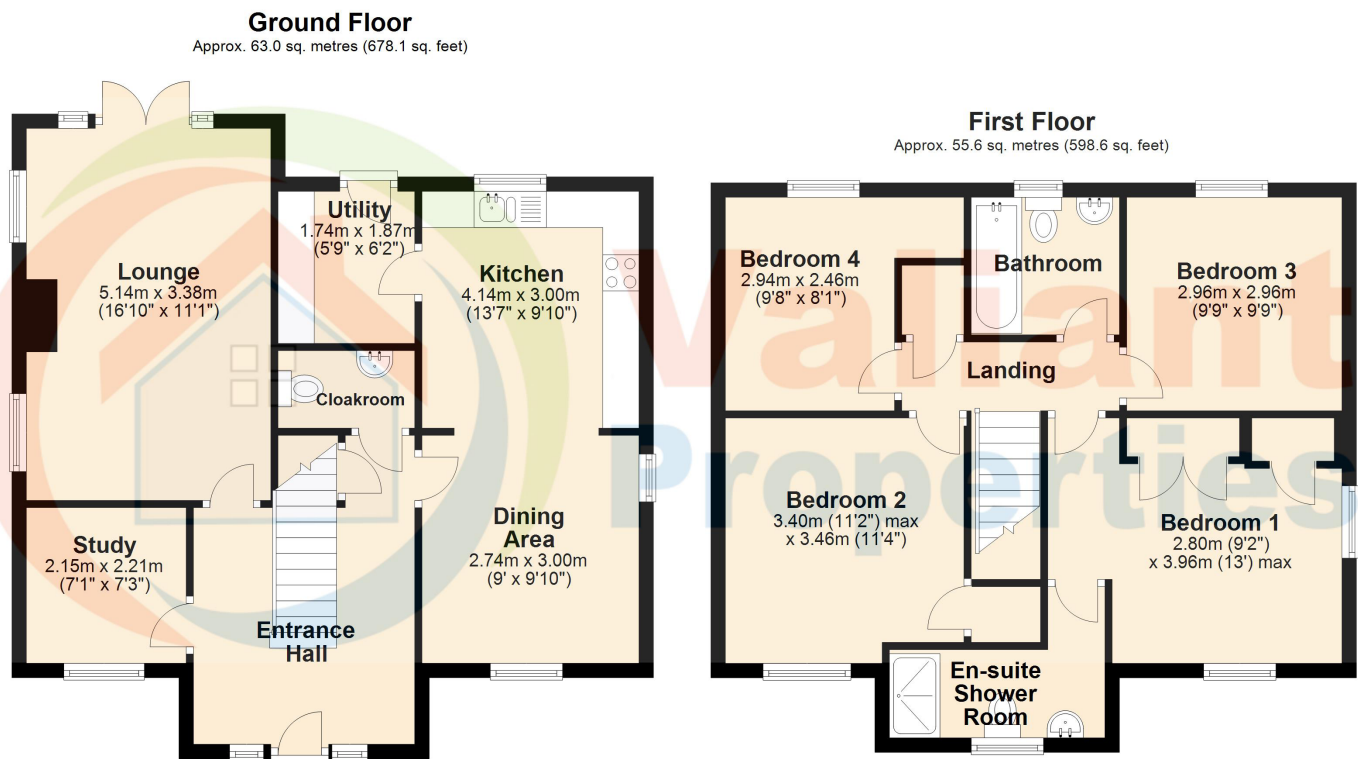
Our property particulars are produced in either A4 or A3 format, promoting the best features of your property with both external and internal photography, floorplans & EPC

These are prepared with great care and attention, and once approved by you will be given to prospective purchasers.

We choose what we feel are the best feature photos for our sales particulars, however in many cases the property portals will feature more to attract the initial interest.

## Floorplans

We will prepare a comprehensive floorplan of your property which will be included in your property details and uploaded to all the property portals.



Total area: approx. 118.6 sq. metres (1276.7 sq. feet)



# DO I NEED AN ENERGY PERFORMANCE CERTIFICATE?

Yes! an Energy Performance Certificate (EPC) is now a legal obligation for those selling their house. The certificate gives homeowners, buyers, landlords and tenants information pertaining as to how efficient a property is when it comes to carbon emissions.

No residential property can be marketed without a report available to hand for all to see. An EPC is only required for self-contained properties and is valid for 10 years. After October 1st 2008 all landlords must provide a certificate where a property is being let for the first time. This includes when a new tenancy commences. So, if your old tenant leaves and a new one moves in then an EPC must be available.

## So, What Is An Energy Performance Certificate or EPC?

A Domestic Energy Assessor will inspect the property and draw up an EPC. The EPC not only tells you the energy efficiency of the property but will also let you know what can be done to improve the efficiency and thereby save you money in the long run.

All energy performance certificates are based around the same criteria and can therefore be compared against each other.

**DON'T WORRY!**

**We will organise this on your behalf**

There will be an

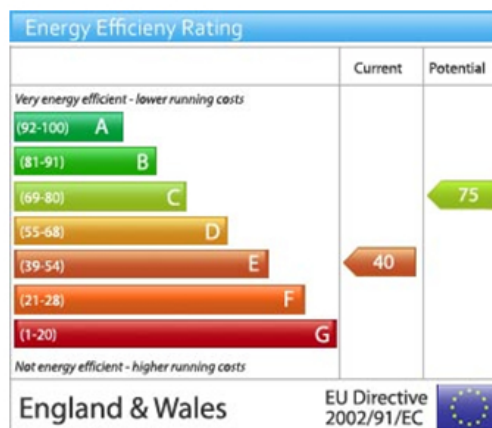
**Energy Efficiency Rating:** A-G

(100-1)

**Environmental (CO<sup>2</sup>) Impact**

**Rating:** A-G (100-1)

Note: a rating of 100 is best, 1 is worst.



# **MONEY LAUNDERING REGULATIONS**

## **We need proof of who you are!**

In line with the Money Laundering Regulations 2007 all

Estate Agents are required to confirm Client's identities before entering into a business relationship with them

We are also obliged to keep records establishing our client's identities for 5 years.

To help us to do this, please provide us with one form of Proof of ID and one form of proof of residency from each of the lists below for each individual:

### **Identity**

- Valid Passport
- Birth Certificate
- Photocard Driving License
- HM Forces Card

### **Residency**

- Council Tax Bill for the current year
- Bank Statement
- Utility Bill
- Credit Card Statement (must be less than 3 months old)





# Sellers Checklist

- ☐ Choose an Estate Agent you feel comfortable with
- ☐ Think carefully before signing an agency agreement and make sure, you are satisfied with the terms
- ☐ Prepare your property for marketing to ensure it is viewed in the best light
- ☐ Instruct a solicitor so that they can be ready to move once a purchaser has been secured, this will avoid delays
- ☐ Commission your Energy Performance Certificate before you market your property
- ☐ Once you have a completion date, make arrangements to transfer your utilities, arrange for mail redirection and take meter readings on the day you move
- ☐ Ensure all keys are ready to be handed over to the Estate Agent







[www.valiantproperties.co.uk](http://www.valiantproperties.co.uk)

01945 461116



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**Wisbech**



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