SELLERS / FREE DOWNLOAD

The Complete Home Selling Roadmap

Every stage from deciding to sell to moving out.

Prepare before marketing

Check your mortgage balance and any early repayment charge. Gather title, EPC, permits, warranties, alterations and other information likely to be requested. Choose the support model you need.

Choose a price and presentation

Use comparable completed sales and current competition to set a realistic asking price. Prepare photographs, description, measurements and material property facts carefully.

Understand the service you buy

Compare percentage commission with fixed-fee and optional services. Alexandria Hamilton currently advertises £695 for Zoopla and £895 for Rightmove plus Zoopla, with seller-managed viewings in the standard packages; check live terms before purchasing.

Manage interest and offers

Make viewings available, answer questions honestly and assess the buyer’s position, funding and chain as well as the headline offer. Keep your conveyancer informed early.

Progress to completion

Return legal paperwork promptly, respond to enquiries and resolve document gaps. Agree dates only when the chain and conveyancers are ready. Take meter readings and leave the home in the agreed condition.

FIVE QUESTIONS TO ASK

☐ Is my mortgage redemption figure up to date?

☐ What paperwork can I collect now?

☐ Is my asking price evidence-based?

☐ What services are included in the agent fee?

☐ What would delay exchange?

COMMON MISTAKES TO AVOID

- Waiting until offer acceptance to instruct a solicitor
- Withholding known material problems
- Assuming a higher offer is always a stronger buyer

TRUSTED SOURCES

https://www.gov.uk/selling-a-home

https://www.lawsociety.org.uk/topics/property/ta6-6th-edition

https://www.gov.uk/find-energy-certificate

General information, not individual legal, mortgage, financial, valuation or tax advice. Rules and rates may change; check current official guidance before acting.