

# Beville

ESTATE AGENCY

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SALES - Sellers

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## Welcome to Beville Estate Agency

We provide a complete property service, linking buyers with sellers to facilitate fast, successful and hassle-free moves.

As an independent estate agency, we pride ourselves on our wealth of experience and in-depth local knowledge, enabling us to provide a personal and professional service. We will guide you through the entire process.

## Selling your Property

We offer a free, no obligation, Market Appraisal and will visit your property at a time that suits you. Our valuation takes into account current market supply and demand trends together with research into recent sales of comparable properties within the vicinity.

If you are selling a property you will need an Energy Performance Certificate (EPC) by law. These were introduced to help improve the energy efficiency of buildings, and the associated report suggests improvements to make a building more energy efficient. We are Accredited Energy Assessors and are able to produce the EPC for you.

## Advertising and Marketing

Once you instruct Beville, we will measure, photograph and record all notable features of your property. All our details include colour photographs,

detailed floor plans, Ordnance Survey site plans, together with a comprehensive description and relevant local information.

As well as our own dedicated website, we advertise on [www.rightmove.co.uk](http://www.rightmove.co.uk) and [www.homesonview.co.uk](http://www.homesonview.co.uk). We use the latest technology available to market your property to potential buyers from our extensive applicant database through regular mailings, telephone calls and e-mails which enable us to work more effectively to sell your property. We use full page advertising in the Henley Standard and other local press, and give our clients' properties greater exposure and on a more frequent basis than multi-office estate agencies. Our office at Sonning Common is in a prime location and has large prominent window displays to advertise your property.

## Viewings and Feedback

We are able to accompany all viewings both during and outside of office-hours. Communication is a crucial part of selling your home. We follow up each and every viewing to provide you with vital feedback from the potential buyer. If we do not hear from the applicant we will make you aware of our attempts to contact them. All feedback is important to us and if a potential buyer does not find the property suitable, we will use this information to help us sell your property. We produce detailed written reports to give you precise advertising, marketing and viewing statistics. We meet with you regularly to discuss the progress of the sale.



## Sales Progression

When interest is shown in a property we work to maximise the potential for a successful sale. Our role is to negotiate to achieve the best possible price for our vendor, within a timescale that meets their requirements. We treat all our purchasers in a fair and equal manner. Potential buyers are carefully checked to take into account time-scales and their ability to proceed with a property purchase. When we receive an offer we undertake stringent procedures to check its validity, including researching the 'property-chain' of related house sales. Our in-house financial advisor will ensure the necessary financial arrangements are in place.

We place great emphasis on carefully monitoring the progression of the sale. This is an area often neglected by other estate agents, but at Beville this is an important part of the buying and selling process. It can prove to be a delicate operation; surveys,

mortgage offers, local searches and complex 'property chains' all have the potential to delay the sale of your property. We appreciate that the one of the main problems with property transactions is the lack of a legally binding commitment prior to Exchange of Contracts. One of the biggest differences you will find at Beville Estate Agency is the diligence and care we take to maintain regular contact with all parties. We will continually update and advise you on the progress of the sale. We aim to speed up entire process which in turn reduces any sense of frustration you may feel during what can be a stressful time.

## Moving In

Once contracts have been exchanged and deposits paid a moving date is set. This is the Completion Date. The balance of the monies will be paid via the solicitors and the purchaser will then take possession of the property. We will guide you with the hand-over of keys to ensure this part of the process runs smoothly.



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

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