



A Guide to a Stress  
Free Home Sale

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## A GUIDE TO SELLING YOUR HOME



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# Welcome

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Hello, My name is Mark and I'm the founder and CEO at Nicholson's Estate Agents.

Since 2019 Nicholson's have been serving the people of Bassetlaw, and during this time we have helped hundreds of sellers. This can be an exciting time, but it can feel a bit overwhelming, especially when you're juggling your busy life around it all.

Selling your home is a big step, whether you're relocating for work, making room for a growing family, or moving closer to loved ones.

We understand it can be an emotional and sometimes complicated process, with each situation bringing its own set of challenges. It's completely normal to feel a mix of emotions along the way, whether you're navigating this journey on your own or with the support of others.

At Nicholson's Estate Agents, our goal is to make this process as straightforward and stress-free as possible. Our team is committed to offering a patient, respectful, and professional service, ensuring you feel supported throughout every step.

If you have any questions after reading this guide, or if you'd like to explore your options further, we'd be delighted to have a no-obligation chat. Our focus is on providing guidance that's tailored to your needs, helping you make informed decisions that work for your situation.

Thank you for considering Nicholson's for the sale of your home. We look forward to hearing from you.

*Mark Nicholson*



# Getting Started

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## Moving motivation

Thinking about selling your property?

It's a big decision, and it's important to start by understanding your reasons for moving. Making that choice can disrupt your daily routines, adding stress, so it's essential to be certain before you take that step.

This way, both you and your potential buyer can avoid any complications if plans change.

Open conversations with family and friends can be helpful, offering reassurance and clarity. Some people find it useful to make a list of pros and cons or even create a visual aid, like a vision board, to organise their thoughts and feel more confident in their decision.

Once you're sure that moving is the right path for you, there are steps you can take to make the process as smooth and stress-free as possible. At Nicholson's Estate Agents, we're here to guide you through each of those steps, every step of the way.



## What is your home worth

Online tools can give you a general idea of your property's value, which can be a useful starting point. However, these tools rely on data to provide estimates and can't match the accuracy of an expert valuation from our team at Nicholson's.

Our valuations are more than just figures; we take into account your specific property, your preferred timescales, and the latest market trends, ensuring you get a clear and precise understanding of your home's worth. For a dependable assessment, our team is here to offer the expertise you can trust.

## Finances

The first step in planning your next move is to speak with an independent mortgage adviser. They'll help you understand what you can comfortably afford, giving you a clearer idea of your budget for your new home.

If you're buying another property, you might hear the term 'porting your mortgage.' While it may sound like you're just transferring your existing mortgage, it actually means paying off your current one and taking out a new mortgage, often at the same rate. It's important to be aware of any early repayment charges that might apply to your original mortgage.

At Nicholson's, we have our own approachable in-house mortgage adviser, James, who's here to guide you through the process and answer any questions you may have.



# Putting your property on the market

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## Agent Selection Process

Choosing the right estate agent is key to a smooth and successful home sale. An independent estate agent often has a network of registered buyers who can be notified about your property immediately, offering valuable early feedback and insights.

A good agent will also have strong connections with solicitors, making it easy to recommend the right legal expert for your specific needs. This can save you time and ensure everything runs smoothly. Through early discussions, your agent can help refine the presentation, marketing, or even the pricing of your home, making sure it's shown in the best possible light. These efforts can lead to early viewings and potentially quicker offers.

While recommendations from family and friends can be useful, it's worth noting that most people only sell a home every few years, so their experiences might be limited. The market can change quickly, so it's best to do your own research. Consider inviting three different agents to provide valuations and ask them to back up their suggested price with evidence. This way, you'll have a clear understanding of what's achievable.

## First Impressions

Be cautious about choosing an agent just because they've given the highest valuation. Sometimes, this can be a tactic to win your business, but it could lead to disappointment if the property doesn't sell at that price. Likewise, opting for the agent with the lowest fee might seem cost-effective but can end up being a false economy. A local, independent estate agent with a well-planned marketing strategy often secures a higher final sales price, providing better value in the long run.

## Getting the Right Solicitor on Your Side

Organizing the necessary paperwork early on is crucial for a smooth and swift property sale. If left until later, it can cause delays that could have been avoided. A good estate agent will be able to recommend reliable solicitors to help streamline the process. At Nicholson's, we work closely with trusted solicitors who we know will provide excellent service, ensuring everything runs as smoothly as possible for our clients.

# Preparing your property

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Your estate agent can assist you in arranging an EPC (Energy Performance Certificate), which is a legal requirement for selling your home. It's one of the essential steps to get things moving.

When it comes to staging your home, it might sound daunting, but it's simply about presenting your space in a way that helps potential buyers envision themselves living there. Small touches can make a big difference. For instance, using a few props like cardboard boxes covered with fresh linens can show how a double bed fits comfortably in a spare room, giving visitors a clearer sense of the space.

Most people don't move often, so it can be tricky for them to imagine how their belongings would look in a new home. By taking a few thoughtful steps, you can make it easier for them to see the potential of your property.

## **Things you can do prior to your home going on the market:**

- Ensure the front of the property is clean, clear & presentable
- Make sure all the lightbulbs are working
- Wipe down the kitchen sides, cupboard fronts & door frames/doors
- Paint chipped skirting boards & fix any peeling wallpaper/marks/holes in the walls
- Tidy away pet items and children's items before the photos/viewings
- Get some fresh flowers & pop them around your home

When preparing your property for sale, it's important to keep the appeal as wide as possible. You never know who your buyer might be—over the years, we've seen everything from single buyers snapping up spacious homes to families opting for something more compact! Every buyer is different!

A property often shows best when it's simply and tastefully decorated. By removing some personal items like photos and ornaments, you make it easier for potential buyers to picture themselves living there. Start packing early; even setting aside one evening a week to sort and organize can make a big difference as you approach your move date.

A clean, well-cared-for property creates a positive impression and helps buyers feel confident that everything is in good order. If you need a bit of help sprucing up your space, we can connect you with reliable local tradespeople to give you a hand.

If you'd like some tailored advice on how to present your home, we're always available to offer you some guidance & advice.

# Reducing the Stress Involved

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In our experience, the most difficult and stressful part of selling a property is the conveyancing process after a sale is agreed.

Over the last few years, conveyancing times have become longer and its now the norm for a transaction to take up to six months to complete.

The process is also unreliable with around 2 in every 5 sales agreed falling through and failing to go on to exchange contracts.

If this happens to you the financial cost and the loss of time can be significant.

## **But there is a solution - SecureMove**

The SecureMove process significantly reduces legal conveyancing times and the chance of a sale falling through.

This is done by legally preparing our clients and their property with a Buyer Information Pack in advance of their sale being agreed and by putting a law society-approved reservation agreement in place, once a sale is agreed, to govern the terms of the sale.

Combining these two elements reduces the chance of a sale falling through from the national average where nearly 2 in 5 sales that are agreed fail to complete, down to just 1 in 20 and saves 6-8 weeks during the conveyancing process.

SecureMove makes property transactions quicker and reduces the chance of a sale falling through significantly - making the sale process smoother, less stressful and a more enjoyable experience.

For further information about SecureMove click on the logo below to be directed to the detailed e-book.



# Your FAQ's Answered

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## How long will it take to sell my property?

The question of how many viewings it takes to sell a home can vary, but across the UK, the national average is around 15. Regardless of the market, strategy, or estate agent, this figure tends to stay consistent, however, with our exceptional & proven marketing strategy, we look to reduce this number & streamline the whole process significantly.

How quickly those viewings turn into offers depends largely on the skill and strategy of your estate agent. Once you have an offer, the timescales are in the hands of the solicitors, which is why choosing the right one is so important. With the right team, it can take as little as six weeks from offer to completion, though it often takes longer. That's why we're here to guide you through every step, ensuring a smooth and efficient process.

## How much will I pay my estate agent?

When selling your property, estate agent fees typically range from 1% to 3% of the final sale price, and this can vary by location. Before you sign a contract, it's important to ensure that the fee is based on the achieved sale price, not just the initial listing price.

At Nicholson's, we believe in complete transparency. You can easily find our fee details on our website and we're always happy to answer any questions you might have.

## What paperwork do I need?

When preparing to sell your property, it's important to have your ID documents ready. Most title deeds are now stored electronically, so there's no need to worry about paper copies. If you own a leasehold property, make sure you have a copy of your lease, and if you hold a share of the freehold, you'll need to request a management pack. It's a good idea to start this process as soon as you're considering selling, as obtaining these documents can sometimes cause delays.

With our SecureSale system, we make things simpler by providing a buyer's information pack that includes the property information form and the fittings & contents form. Completing these forms early on ensures you have plenty of time to gather any additional information you might need, avoiding last-minute delays.

As we've mentioned, the EPC (Energy Performance Certificate) is another essential document. Once your energy assessor has visited, the certificate will be uploaded to [epcregister.com](http://epcregister.com), so there's no need to keep a paper copy on hand.

If your property is less than ten years old, be prepared to provide any warranty documents. You might also need indemnity insurance, which covers things like 'chancel repair liability'—a requirement your solicitor can advise you on, and it typically costs around £10.

Starting early and getting everything in order means a smoother, quicker sale process. And, as always, we're here to guide you every step of the way.



# Your moving checklist

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Below is an 11-point checklist to help you prepare for a sale.

- Once you are sure you want to move, call in three estate agents for valuations. Remember, seek evidence for any sale prices they provide.
- Don't just choose the agent with the highest valuation or cheapest fee. This is often a false economy.
- You'll need to instruct a conveyancing solicitor to handle the legalities of your sale.
- So, you've instructed the agents and solicitors you feel are most capable and who you are comfortable with. What next? Start getting rid of the furniture and things you won't have room for or don't want or need. Charity shops, home clearance, and auction houses can help when having a major clear out.
- Get ahead with packing. Even though you may not have a move date yet, it's always worthwhile boxing up those items you don't use much.
- When you've accepted an offer and agreed on a completion date, get three quotes from different removal companies. Look for ones that come recommended and which are fully insured.
- Start finishing the food in your freezer ahead of the moving day.
- Remember to let all your bank, utility companies, and insurance providers know and arrange to have your mail redirected.
- Start getting quotes for insurance on your new property starting from the date you are set to complete the move.
- The day before the move, create an essentials box with any items you might need quickly when you move in. For example, kettles, cups, and tea and coffee always come in handy.
- On the day of the move, take any essential items or documents with you, such as medicines, passports, wallet/purse, keys, and glasses.

If you have any questions about this checklist or guide, we're here to help, so give us a call on 01777 808777 / 01909 492299 or send an email to [hello@nicholsonsestateagents.co.uk](mailto:hello@nicholsonsestateagents.co.uk)

# Why we can help you

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Selecting the best agent to help you sell your property is a big decision, especially with so much already going on in your life. Here's why we like to think you'd be wise to choose us to work for you.

## Experience

We've been helping the people of Bassetlaw buy and sell their property since 2019, collectively our team has more than 40 years experience, and during that time we have sold hundreds of properties.

## Marketing

With the largest following on social media of any estate agency in Bassetlaw, AI targeted advertising, presenter led videos and virtual tours we can offer the greatest level of market exposure in the district. Simply put - we place properties on more screens and in front of more buyers - giving you a better chance of securing a sale.

## SecureMove

Selling a property for the first time is stressful enough without the worry of a sale falling through once you've found a buyer.

To reduce the chances of a transaction falling through, Nicholson's have introduced a solution called SecureMove, which reduces stress, significantly speeds up conveyancing times and makes property sales more reliable by reducing the fall-through rate dramatically.

See page 6 for further info

## Reviews



It has been a wonderful experience from the start.

All staff are helpful, supportive and extremely efficient and enthusiastic.

The photos and videos were amazing quality. I am very impressed with the Nicholson's.

Thank you to everyone in the team.

## Reviews



We have used Mark and the team 3 times now both buying and selling properties.

With our last property selling within 2 weeks, as Mark is a perfectionist at marketing, and the team go above and beyond to make the experience as smooth and straightforward as possible.

Highly recommend! The other estate agents' marketing isn't a patch on Nicholson's

Claire Conte

**Get in touch by using the contact numbers or email address below. Scan the QR code to visit our website or click the WhatsApp symbol to start a conversation.**

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