

We've Decided To Sell- What Happens Next?

1. Know Your Mind

What price do you need or want to get for the house, when do you need/want to move out?

What do you want to include in the sale? White goods, furniture, garden furniture?

Don't assume a buyer will want your suite, one man's treasure is another man's eyesore.

What are you prepared to do and to spend to ensure best price?

2. Engage an Estate Agent

Engage a trustworthy Estate Agent who will communicate with you through the entire process. Agents MUST be licensed with the Property Services Regulatory Authority.

Agents are highly regulated and will ask you to sign Letters of Engagement and Data Protection documents. These are now obligatory.

3. What Will That Cost?

The Agents fee will most likely be based on a percentage of the sale value, usually between 1-2%. The more attractive or sellable your home, the more eager the Agent will be to take it on.

Make sure she is aware of any significant selling features – nearby schools, solar panels, not over looked and so on.

4. Preparing The House

The Agent will want to measure and to photograph your home. It has to be cleaned, including windows, and de-cluttered. Bric a brac, ornaments, toys, animal's food bowls, all of these distract the eye and are like noise in a library. Remove personal photographs!!

5. What Else Will I Need?

A solicitor, get a checklist from her of the items you will need, A BER Cert, Mortgage, Title Deeds, Property Tax, planning permission for any extensions.....

PSRA Licence 001883

The legal process will normally take 8-12 weeks, keep in contact with your solicitor for update.

5. Viewings

Kerb Appeal – grass & hedging trimmed, windows cleaned

Again, clean and declutter, [here's a checklist](#)

Put private or personal items away, especially for group viewings.

Fix any minor faults that you can, clean off hand marks, touchup paint scratches

Position furniture so that it's not in the way, create an easy walkthrough

Vacate the house if possible, people sitting around can make viewers uncomfortable



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6. Offers

The first offer, how much it's for and how soon it comes, is a big moment. It gives you a real market indication of the property's value. If the offers don't come in, or are too low, you need to sit down with your agent again.

With a little good fortune, you'll have two or more active bidders driving the value but remember the quality of the bidder is just as important as the bid.

Talk to your Agent and assess the quality of bids when making your decision.

7. I've Accepted An Offer, Now What?

Agree a completion date to work toward.

Your Agent will issue a Sales Note to both solicitors, detailing the conditions of the sale and requesting a deposit from the buyer.

You should note that this is the Sale Agreed Stage, either party may back out until Contracts are signed.

Your solicitor will issue the Contract to the buyer's solicitor, who will then start the process of ensuring that your property has valid title and finding out whatever liens (such as your mortgage) are attached to it.

The buyer may decide to have a structural engineer or architect survey the property and his bank will most likely send a valuer around to ensure that the property is worth the money they are lending on it.

5. Exchanging Contracts

Once the buyer's solicitor is happy with Title, he can exchange contracts with your solicitor which both parties will sign. At this point a further deposit is paid and you are now in a binding contract.

8. Requisition on Title

The Buyers solicitor seeks Requisition (Title) which can occasionally be complex and may sometimes cause delays, so don't assume it's over yet. But once that is done, the Deed of Conveyance is approved by your solicitor. The buyer's solicitor asks the lender to issue the loan cheque, all documentation and the keys are given to the buyer's solicitor.

On the completion date the mortgage lender releases the funds, the deeds are handed over and you must leave the property by the agreed time.

Congratulations!

Caden Grimes Estates is a registered Estate Agent, licensed through the Property Services Authority for the Sale and Letting of Property throughout Ireland. Our Licence Nr is 001883.

This is an indicative document, designed to give a practical and general idea of the process of selling a house or apartment. It should not be considered as exhaustive or specific to your circumstance. Your solicitor is the best person to advise you of your specific needs.

If you are thinking of selling your property, talk to us first for a professional, no-obligation initial appraisal. 01 90104480 Info@CGestates.ie

