



# GUIDE TO SELLING YOUR PROPERTY



[eps.properties](https://www.eps.properties)

01223 414 400



# Welcome to EPS Properties.

*We are a family run business established in 2004  
With great local knowledge and years of experience*

**Welcome to our family**



**hello@eps.properties**

# About us.

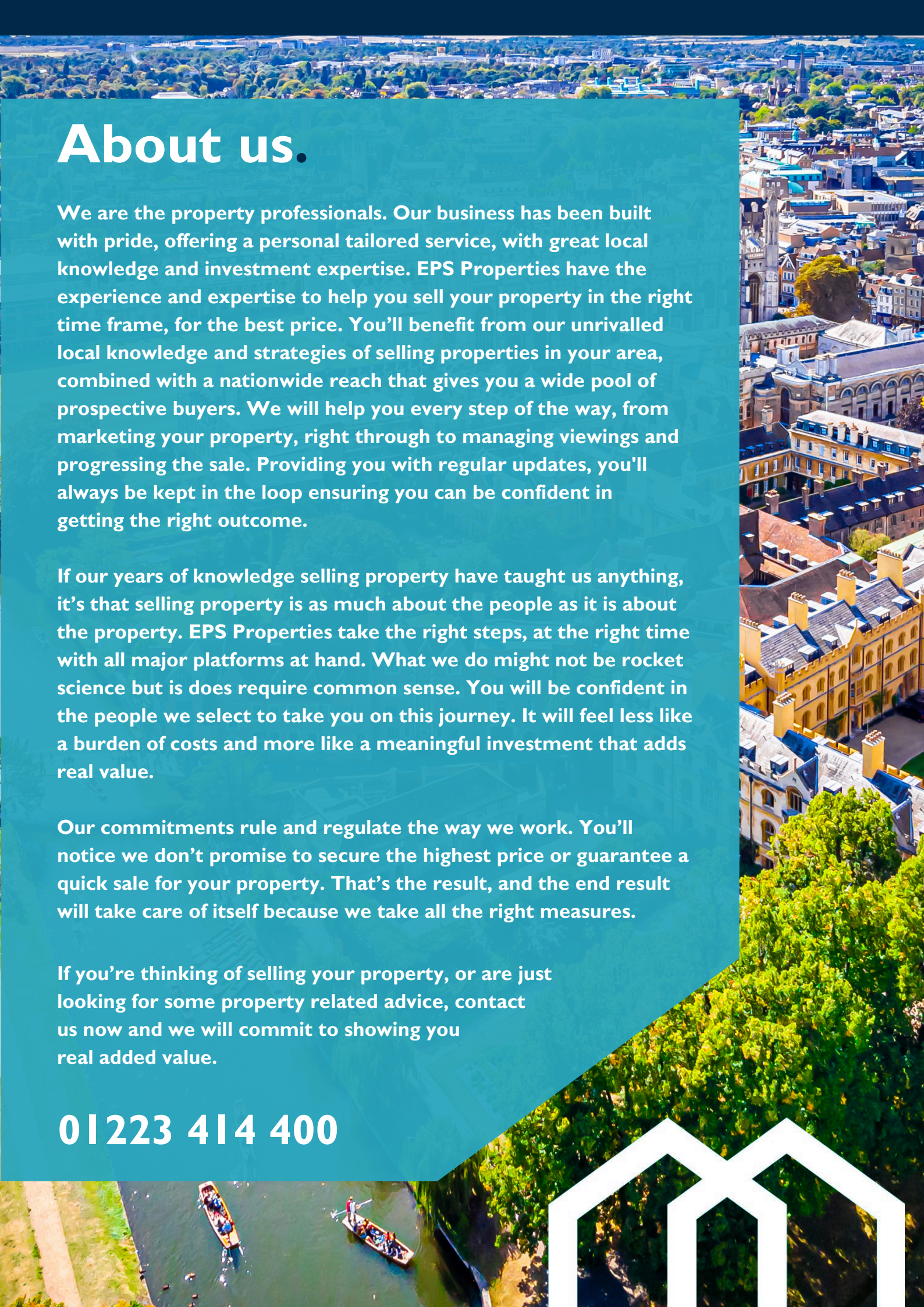
We are the property professionals. Our business has been built with pride, offering a personal tailored service, with great local knowledge and investment expertise. EPS Properties have the experience and expertise to help you sell your property in the right time frame, for the best price. You'll benefit from our unrivalled local knowledge and strategies of selling properties in your area, combined with a nationwide reach that gives you a wide pool of prospective buyers. We will help you every step of the way, from marketing your property, right through to managing viewings and progressing the sale. Providing you with regular updates, you'll always be kept in the loop ensuring you can be confident in getting the right outcome.

If our years of knowledge selling property have taught us anything, it's that selling property is as much about the people as it is about the property. EPS Properties take the right steps, at the right time with all major platforms at hand. What we do might not be rocket science but it does require common sense. You will be confident in the people we select to take you on this journey. It will feel less like a burden of costs and more like a meaningful investment that adds real value.

Our commitments rule and regulate the way we work. You'll notice we don't promise to secure the highest price or guarantee a quick sale for your property. That's the result, and the end result will take care of itself because we take all the right measures.

If you're thinking of selling your property, or are just looking for some property related advice, contact us now and we will commit to showing you real added value.

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# Why choose EPS Properties.

- ✔ Over 20 years in the industry.
- ✔ Integrity.
- ✔ We listen and understand what is important to you, and we always keep you informed.
- ✔ The members of our Sales Team are local and know the market inside out.
- ✔ We are an independent business with eagerness and drive, boasting a nationwide network.
- ✔ Branding strategies that range from traditional advertisement to social media platforms.
- ✔ Maintaining our core values and working towards a vision.
- ✔ We pride ourselves on providing honest advice and a realistic valuation, guaranteeing more potential buyers will want to view your property.

# Selling process.

Property valuation and advice

Marketing strategy

Appoint the right agent for you

Prepare the property for marketing

Market the property on all portals and social media

Arrange viewings

Provide weekly updates to the vendors

Offers and negotiations between all parties

Instruct a conveyancing solicitor

Legal works and survey

Exchange contracts

**COMPLETION AND COLLECT KEYS**

Contact us for more information

**hello@eps.properties**

# Property Valuation.

Expert local knowledge from partners and staff that have lived and worked in Cambridge all their lives, offering our clients over 20 years combined local experience and ensuring the most accurate and professional advice across all aspects of the local market.

When selling your property, much can be achieved by transforming the personal aspects of the house. Potential buyers want to envision themselves, and their family living in the home, creating a warm and positive atmosphere within your home will help this process.

Market research.

Property history.

Location.

Local area history.

Value added details  
Edwardian, Victorian,  
Georgian Houses.

Wide pool of buyers and investors, ready to put their money where their mouth is.



# How to choose an agent.

To make the selling process swift and smooth, it's important you find an estate agent you can trust. Make sure you do your research. Don't automatically go for the agent that gives you the highest valuation, because unrealistic valuations can ultimately result in reducing the price.

Learn about the services each agent offers. Look at agents who are selling properties and ensure they share your vision. This means they'll have knowledge of the property market in your area.

You will also need to trust that your agent has the skill set to qualify applicants before they view your property. Applicants must be vetted, to make sure they can afford to purchase your property, this process removes the risk of a sudden surprise later down the line.

**At EPS Properties, we are committed to complying with the Money Laundering Regulations 2017 and guarantee all property owners and potential buyers undergo the relevant important checks. With our clear and effective lines of communication, our clients enjoy set realistic expectations.**

**We have all the tools to help you sell your property within a timeline you would expect.**

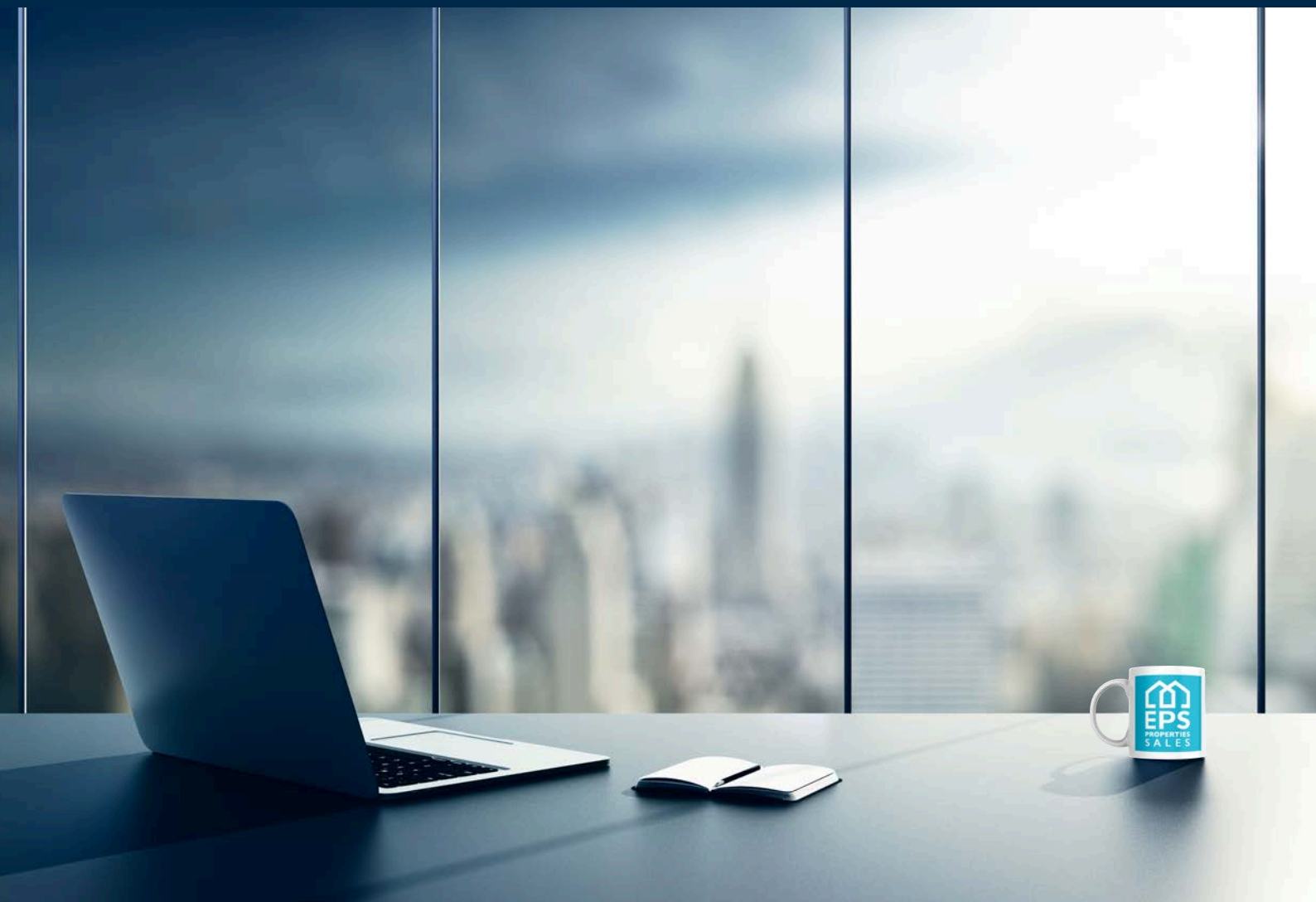
**We offer strong marketing platforms and strategies to maximise the exposure and interest in your property.**

**When choosing your agent, it is important that you ask the right questions, to ensure they have a good understanding of your wants and needs. As an independent company we have the advantage of offering a tailored service, rather than robotically taking you through the journey.**



*We don't leave work at 5.00pm and switch off until 9.00am our phones are switched on at all times, if we are awake, we will answer.*





# Master finance brokers.

Master Finance Brokers for international clients and investors looking to invest in the UK.

- ✓ Direct contact with underwriters.
- ✓ Fast bridging loans.
- ✓ Commercial mortgages.
- ✓ Property Development Funding.
- ✓ Secured loans.
- ✓ Specialist buyers to let.
- ✓ Award winning lenders.
- ✓ Foreign national.





# Different types of contract.

The type of contract you choose will depend on the kind of property you are selling, as well as the current market conditions.

## Sole Selling Rights

The estate agent in the contract has the exclusive right to sell your property during the time period stipulated. You will be required to pay fees to that estate agent, even if you find your own buyer.

## Sole Agency

The estate agent in the contract has the exclusive right to sell your property during the time period stipulated. Fees will only be payable if the agent finds a buyer for your property. If you find your own buyer, you won't have to pay anything to the estate agent.

## Multiple Agency

You may instruct more than one agency, and only pay commission to the one who sells your property.





# What happens next.

As soon as you accept an offer, we will do the relevant money laundering checks with the buyer and then issue a memorandum of sale to all parties, providing all relevant information to conveyancing solicitors. They will then prepare the contract and supporting documentation in order to transfer the ownership of the property to the buyer. You will need to provide your solicitors with documents and certificates concerning works and repairs in your property.

Be prepared that the whole process can take a few weeks to complete. It's a legal requirement to provide an Energy Performance Certificate (EPC) when you market your property, which details the average cost for hot water, heating and lighting, as well as assessing your properties energy efficiency rating. This will be carried out by a certified assessor, and EPS Properties will be happy to provide further advice.

As soon as all the legal work has been completed, the buyer's mortgage offers finalised, searches and surveys carried out and all enquiries agreed, exchange of contracts will occur. At this point, the buyer will make a deposit payment.

Once both you and the buyer sign your copies of the contract, it becomes legally binding. The completion date is then set by mutual agreement. Completion can be on the same day as the exchange of contracts; however, it usually happens two weeks after contracts are exchanged.

*On completion, the keys are handed over.*



At EPS Properties, we pride ourselves on providing a personalised, end-to-end service that goes far beyond the typical estate agency experience. From the first consultation to the final closing, we are dedicated to keeping you informed with regular updates, so you are never left wondering about the progress of your property sale. Leveraging the latest technology, we ensure your property reaches the widest possible audience, maximising visibility and interest.

We are not your average estate agents. Our team is committed to going the extra mile to deliver exceptional results, never compromising on quality for the sake of lower fees. If you are looking for a budget agency, we might not be the right fit. But if you value unmatched dedication and a commitment to excellence, you'll always receive the very best with EPS Properties.

- Hasan & Ahsan



We look forward to guiding you through  
a smooth and successful house sale



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