

ASPIRATIONAL PURCHASERS

You may be potentially looking to sell your home in order to take advantage of a good market, perhaps wanting to aim for a high sale price and rent for a while and then purchase in your desired area at a more cost effective figure. Whatever fuels your decision, it is important to take into consideration your timing, if there is a particular sale price that needs to be achieved, and if there are any particular needs that need to be met in order to take you to your next financial achievement.

When is the best time to sell?

The best time to sell comes down to when you are ready and in a position to; however, if you are planning your sale in advance, our favourite time of year is to be on the market selling in January with a little bit of off market campaigning prior throughout Nov/Dec. The reason why we like this is because: during the peak spring selling season lots of people will get sold and ultimately look to buy. What these people will find if there won't be much stock available to them as many other people will have also sold during this point, so having your home available off market during this time can present a good opportunity for a buyer to show interest and secure your home for above market price.

With over 10 years experience in real estate, our team have seen the ups and downs of the market and knows all selling seasons, best equipping us to give you any information you need to best inform your decision.

Should we sell the property vacant or with furniture?

This will of course depend on your budget for marketing your home. Selling a home that has been professionally styled makes the home appear more attractive to buyers and can have a positive effect on the final sale price. At Saliba Estate Agents our moving team can assist with organising quotes based on your budget, and handle the process from assisting with access and ensuring the marketing timeline is met.

What if I don't want to do open homes?

This is where our off market strategy would suit best, allowing us to gain price feedback and sell prior to the full sales campaign if we choose to. During this process we can offer to show prospective purchaser's through your home privately to avoid large crowds visiting your home all at once. We also conduct video tours via WhatsApp as well as take property walk-throughs, allowing us a greater reach of potential buyers without conducting an open home.

Do we buy or do we sell first?

Whilst there is no right or wrong way, buying first comes with considerations. If you are wanting to buy first, ensure that you have bridging finance organised so if you're in the situation where you need to hold two homes at once, you'll have the necessary bank approval. It's also important to have enough of a deposit available so you are ready to act. To give you time to sell your place, it might be a good idea to negotiate a delayed settlement with the property you are looking to purchase - we usually recommend around 3 or 4 months. Whilst this is all doable in a sale transaction, choosing to sell first is a safer option as you know how much money you have to work with for your next home. As a seller, you could also incorporate a delayed settlement in the contract to allow you the appropriate time to purchase, or even include a rent back option which will allow you to stay in your home and pay rent to the purchaser, ultimately giving you more time to find your next property.

Our advice and information is general in nature and does not take into account your specific circumstance. Please make sure you talk to your legal representative and carry out your own investigations.

