



DJ Laing Homes

# Guide to selling your home

A family business you can trust  
to build your family's future

[www.djlaing.co.uk/homes](http://www.djlaing.co.uk/homes)

# Selling your home

Selling your home can be a daunting task but it helps to know where to look for advice and hopefully the following guide will help you to do just that.

## Your questions

The first question is usually, should I sell or purchase first and there are so many different scenarios, the best advice is usually to talk to your legal representative as quickly as possible so that they can help you decide the best route to take for your own individual circumstances. If you require a mortgage for your future purchase, then it's also a good idea to get in touch with your advisor or find a reputable one who can also help to guide you through the process.

## Your decision

Once you have made the decision to sell, then it's important that you engage with your Estate Agent so that you can discuss a marketing strategy for your home, taking into consideration the right time for you to sell, your expectations of price for your property and the process regarding taking your property to the market.

## Getting advice

Engaging with a knowledgeable Estate Agent is important as they will provide you with information regarding market conditions, how much they feel your property will achieve and a strategy for taking things to the next level, along with providing a full estimate of costs at the outset to help you with your budget. Most Estate Agents offer this service on a no obligation basis.

## Giving instructions

Firstly, look at your preferred locations and budget and try to match them with the type of properties available on the market. Register your details with Solicitors and Estate Agents and apply to Mailing Lists for early updates on newly marketed properties. You are entitled, in most cases, to receive a Home Report from the seller of any property you find of interest, sometimes a small fee will be charged. Home Report: A survey report with condition and valuation details, an Energy Performance Certificate and Client Questionnaire.

## Home report

Most residential properties taken to the market require a Home Report. Sellers are obliged to provide prospective buyers with a copy of the report, if requested, although there are some exceptions. Indeed, it is an offence to market a property in Scotland without one. Your Estate Agent can organise this for you and let you know the costs involved. There are three parts to the Home Report: a Survey Report which includes a marketing valuation, an Energy Performance Certificate and a client Questionnaire which is general information from yourself regarding your knowledge of the property.

## Your viewers

Your Estate Agent can arrange for your viewers to visit by mutual appointment in normal circumstances but with most providers there is also an opportunity to use their Accompanied Viewing services which means that viewers can be shown around the property on your behalf. Talk to your Estate Agent regarding this, if it's something you may require, as there is normally an extra cost involved.

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## Note of interest

Once you have an interested party it is usual that they make a Note of Interest against your property, which is not binding in any way but ensures that they are kept informed of the progress of your sale so that they do not miss out should they wish to make an offer.

## Offers

There may be circumstances at times where prospective purchasers wish to make an early offer, either to yourself or even to your Estate Agent or Solicitor. At this point it is wise to politely ask that all discussions go through your solicitor so that you can be advised of the best route for your sale to come to a successful conclusion.

## Surveys

Sometimes, even though an Home Report is in place for your property, purchasers may still wish to have their own survey done and they may even make an offer subject to this. The surveyor who then carries out the survey will report to the purchaser on the condition and valuation and may even recommend specialist reports, ie: timber or structural, to be carried out. Your solicitor will guide you in these circumstances.

## Closing dates

If guided by your Solicitor/Estate Agent, a Closing Date may be set for your property, a date and time at which offers will be invited for your property. Normally the highest offer is accepted at this time but there is no obligation to accept the highest offer or indeed any offer should it not be suitable for you.

## Offer accepted

Once you do accept an offer, the process then moves to the legal stage and once all the terms are discussed with you, your solicitor will issue a formal acceptance usually with qualifications of some of the conditions offered. Once all qualifications between both parties are acceptable, the deal is held as concluded and both seller and purchaser are committed to a legally binding contract. The letters between the solicitors usually referred to as "missives". This stage can sometimes take a little time depending on the circumstances of both parties ie: if purchaser has a property to sell, if a mortgage offer is part of the transaction etc.

## Date of entry

Welcome to Your New Home! Keys will be handed over and your title deeds distributed to your purchaser's solicitor in exchange for settlement costs. Any outstanding mortgage will be repaid and after any costs, remaining funds will be received. A formal discharge from the mortgage lender regarding any standard security will be sent to the Land Register.

# Our Team

The success of our company relies on our skilled workforce. Most of our workforce live in the local environment and have a variety of skills which we encourage to develop and provide training. We are fortunate to have a number of long serving members in the team and a number of different family generations who have chosen a career in construction.



## Karen Nicoll, Managing Director

As Managing Director of DJ Laing, it's fair to say that Karen is an extremely hard working and driven individual who is focused on managing the family business. Karen is experienced in the property and house building sectors, adept at business management and specialises in Sales and Customer Service.

Karen has now been with D J Laing for 28 years, having been involved with most of the housing developments from design to completion and is now involved in the day to day running of the diverse divisions, primarily responsible for ensuring quality



## Jennifer Thoms, Business Development Advisor

During his 43 years in the business, David Laing has driven his company through changing times while producing steady growth and employment for the local community with his degree in common sense.

The success of the business has been mainly due to his drive and desire to succeed. He has worked extremely hard and diversified where he saw opportunities to develop and expand. His vision has contributed to the success of the group of businesses and the Company being renowned for it's quality.

As David moves to his new role as Chairman of the company, his influence and

## Contact our team today to find out more: