



WPG Sales Guide

Selling a property is a significant decision, and at WPG Sales and Lettings, we aim to make the process as smooth and efficient as possible. This guide outlines each step of the journey to help you navigate your property sale successfully.

1. Finding a Buyer

Most buyers begin their search on platforms like Rightmove and Zoopla. To attract interest, we need some key details:

- Contact information
- Property details (number of bedrooms, features, condition, etc.)
- Desired selling price
- Expected timeline for sale
- Any specific requirements (e.g., chain-free, leasehold/freehold)

Speaking with WPG Sales and Lettings directly ensures your property is marketed effectively, reaching potential buyers quickly.

2. Viewings and Attracting Offers

Once your property is listed, we will arrange viewings at times convenient for you. We accompany all viewings and provide feedback afterward.

Each property must have an **Energy Performance Certificate (EPC)** before being marketed, which provides buyers with insight into its energy efficiency.

When an interested buyer makes an offer, we will present it to you along with any relevant information about their circumstances (e.g., first-time buyer, mortgage-approved, or part of a chain).

3. Accepting an Offer & Conveyancing Process

Once an offer is accepted:

- The buyer's solicitor will conduct searches and due diligence.
- You will need to provide property documents, such as title deeds and warranties.
- A survey may be conducted by the buyer's lender to assess property condition.

We facilitate the communication between you, the buyer, and the solicitors to keep things moving smoothly.

4. Exchange of Contracts

When both parties are satisfied:

- The contracts are signed and exchanged, making the sale legally binding.
 - The buyer pays a deposit (typically 10% of the sale price).
 - A completion date is agreed upon.
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5. Completion & Handover

On the agreed completion date:

- The remaining funds are transferred from the buyer's solicitor to your solicitor.
 - Ownership of the property is legally transferred to the buyer.
 - You hand over the keys, and the sale is complete.
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6. Fees & Costs

Our sales commission is **confirmed prior to sign up**, and payable upon completion. Additional costs may include solicitor fees, EPC arrangements, and any agreed-upon repairs.

7. Why Choose WPG Sales and Lettings?

- Extensive market knowledge and local expertise.
- Professional marketing and wide-reaching exposure.
- Transparent and competitive fees.
- Dedicated support throughout the entire process.

For more information or to arrange a free valuation, contact us today!

WPG Property Sales

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