

Seller's Guide

Moving home is one of life's big decisions and when that time comes, we understand that you need help from experts to be sure of getting the best outcome. Westways is an estate agency founded with a one vision: 'to provide an outstanding, personalised service for every client'.

Our experienced sales team is dedicated to ensuring you achieve the best possible price for your property as swiftly and simply as possible. As an independent, local estate agency we have the flexibility to tailor our sales service around you, something which many larger chains simply cannot.

You will have a dedicated team working on your behalf, each member of which will visit your property and take the time to understand your specific priorities and requirements. We are here to help you every step of the way and believe in a culture of openness, and explaining the rationale behind our advice, so you can be confident that you are making the right decision.

Brilliant service!

Westways provided a brilliant service to me both when I rented out my flat and when I sold it. They are really friendly, professional and on the ball - with none of the unnecessary pushy behaviour that you can sometimes find! They really went above and beyond to speed up the sale of my flat and to keep me updated.

James



Excellent work!

In the process of selling my flat through Westways and service has been excellent. They kept in touch at every stage of the process and has moved remarkably quickly towards a sale - excellent work.

Hannah



Selling your property with Westways

Valuation

Whether you are ready to sell, or simply require an up to date appraisal of your property, please book a convenient appointment with one of our sales team. The simplest way is via the appointment selector on our website. Or email sales@westways.co.uk or phone 020 7286 575. We will provide you with our considered opinion of an achievable sale price taking all factors into account, including current market conditions and your ideal timescale to achieve a sale.

Strategy

Once a fee is agreed and you instruct us to sell your property, our sales team will discuss and agree a marketing strategy with you. At this point we will carry out our required KYC and due diligence checks to ensure AML compliance. We will prepare full details of your property and arrange professional photographs, floorplan, and if required an Energy Performance Certificate (EPC).

Marketing

As soon as you approve the property advert, it will be uploaded to our website, all 4 major property search portals (Rightmove, Zoopla, OnTheMarket and PrimeLocation), and emailed to hundreds of registered buyers searching for a similar property. Additionally, we may advertise sales properties via brochures, national and local press advertisements, trade journals and magazines.

Viewings

Our sales team will always take the time to get to know you and your property and arrange viewings at times that suit you. We accompany all viewings personally, so you can be sure that your property is shown in the best light.

Offers

As soon as a prospective buyer has made an offer we will notify you verbally and in writing in accordance with the Estate Agents Act and it is then up to you to accept, reject or counter the offer.

Sale agreed

Once an offer is accepted, a solicitor will be required to carry out the necessary conveyancing before legal ownership is transferred to the buyer. It is a good idea to appoint a solicitor in advance, so that documentation can be prepared ahead of the sale. This in turn allows the purchaser's solicitor to receive draft documents promptly.

The buyer's solicitor will then carry out and raise preliminary enquiries. If you are selling a leasehold property, we recommend that you forward copies of your past service charges, ground rent and buildings insurance (last three years) to your solicitor together with any estimates for scheduled works.

If you have carried out alterations or extensions to your property please provide your solicitor with relevant plans, building regulations approvals, planning consent, completion and guarantee certificates. Having all these documents ready saves time and will speed up the sale of your property.

Exchange & completion

Once all the legal documentation i.e. searches, guarantees, mortgage offers, etc. have been approved by both solicitors, you may proceed to exchange contracts. At this stage a completion date will be set. You can now arrange your removals. Always check that the company belongs to the British Association of Removers (BAR).

Upon completion our agreed commission fee becomes payable. We will send our invoice to your solicitor requesting payment from the proceeds of sale upon completion.