

SELLING A HOUSE: ESTATE AGENCY



MURRAY BEITH MURRAY WS
SOLICITORS AND ESTATE AGENTS

Introduction

Selling a property can be a tense, nerve-racking experience. Our Residential Property Team at Murray Beith Murray is extremely experienced in the field of Property Sales in Scotland. We can offer sound, safe advice in relation to property values and marketing, and generally help to guide you safely through the pitfalls of selling your home.

Many people are unsure where to start when selling property. The questions and answers in this leaflet are typical of a sales transaction and may serve to clarify some of the possible areas of confusion. Our trained legal staff will, of course, be happy to answer any other questions that you may have.

Where do I start?

You have already taken the best possible step by contacting your solicitor, and in particular, Murray Beith Murray. We will be happy to give you a free quotation in writing of all the detailed costs involved in selling your home.

What will Murray Beith Murray actually do?

Our Property Sales staff will arrange to visit your home in order to take measurements and discuss the Sales Particulars. Our professional photographer will take photos of your property. We will also guide you on setting the right selling price and talk to you about viewing arrangements.

What about advertising?

Over 80% of all property sold in the Edinburgh area is sold through the Edinburgh Solicitors Property Centre, of which Murray Beith Murray is a member. This cost-effective advertising can be backed up where appropriate by local newspaper advertisements and our Property Team can provide you with guidance on this. Your property will also be displayed on the Internet, thus reaching a wider range of potential purchasers. A 'For Sale' sign at the property is always a way of attracting potential buyers, especially for people who wish to remain in the same general area, and we will, with your approval, put up a sign at your property.

What happens when someone is interested in my house and wants to buy it?

They may try to discuss prices and dates of entry with you, or even make a verbal offer, but you should always bear in mind that the verbal offer is not, in Scotland, a binding offer. Usually most people will advise their solicitors, who will then note their client's interest with Murray Beith Murray and organise a survey before putting in an offer for the property. If there is more than one noted interest we would discuss with you the possibility of setting a closing date for offers.

At the closing date, interested parties must submit their best offers. We would then discuss the offers with you before taking your instructions as to which offer to accept. Generally, of course, this will be the highest offer, although entry dates can often be a major consideration.

Once a written offer is received, is it binding?

No, Scots Law requires both an offer and an acceptance before a contract becomes binding. In fact, most offers contain a great deal of clauses, some of which will be acceptable and some not, and some

of which will require amendment before becoming acceptable. It is only once ALL of the clauses of a contract are agreed between parties that it becomes binding on them. This usually takes between ten and fourteen days and involves an average of three to four letters.

False or Misleading Statements

It is a criminal offence under the Property (Misdescriptions) Act to make statements about the features of a property that are false or misleading and the owner as well as the agent can be prosecuted under this act. It is therefore essential that we work closely with our clients in producing a set of Sales Particulars which correctly represent a property being sold.

Property Viewings – What happens in Edinburgh?

Generally most properties advertised in Edinburgh have open viewings, most popularly **Thursday 7-9pm** and **Sunday 2-4pm** whereby prospective purchasers can visit the property without making a specific appointment. Alternatively you may wish your property to be by appointment only, which we are happy to arrange. We can also arrange for your property to be shown by our experienced

personnel if you are not able or willing to do this yourself.

What happens once an offer has been verbally accepted?

Once an offer has been verbally accepted, it will be passed to our Residential Property Conveyancing Team who are available to handle the conveyancing involved in the sale of property anywhere in Scotland.

Our Aim

Our aim is to keep you fully advised throughout the minefield of selling your property in Scotland. From setting an Offer Over price, to setting a closing date and accepting or rejecting offers that have been received. Our considerable experience and negotiating skills are all available so that the best possible price is achieved when selling your property.

Please note that we are happy to handle Estate Agency if you have your own solicitor to deal with the Conveyancing. We can package together an Estate Agency only deal for you, should this be desired. Likewise, if you already have an Estate Agent, we would be happy to deal with the Conveyancing for you and liaise with your Estate Agent on marketing issues.