



Independent sales
& lettings agents

who think
outside the box

Sales

A woman with dark hair tied back is sitting at a wooden kitchen island. She is looking down at a tablet computer in her hands while holding a glass of orange juice. On the island in front of her are a coffee maker, a bowl of fruit, and a carton of orange juice. The kitchen has a modern design with a stainless steel range hood and a gas stove. Large windows in the background show a view of green trees and buildings. The overall atmosphere is bright and clean.

Our aim is simple: to sell your property in a time scale to suit you, at the best possible price.

With over 16 years experience selling property, we are Warwickshire's leading independent estate agent. Established on Euston Place in 1996 we have built on our professional service; employing fully qualified, experienced staff with a vast knowledge of the local area.

We take great care in presenting your property in the most appealing and effective style, ensuring that your property reaches the maximum number of potential buyers.

Marketing

Marketing is a vital element in the selling process. At Crabb Curtis we take great care in presenting your property in the most appealing way. Thorough, comprehensive marketing ensures that your home reaches the maximum number of potential buyers, ultimately achieving the best possible price from a purchaser happy to move to your timescales.

Newspaper Advert

Your property will be advertised in the Leamington Courier in our eye catching colour pages.

Property Particulars

Concise colour brochures, illustrating internal and external images with the option to include property floor plans.

For Sale Board

Our vibrant and distinctive boards are one of the simplest yet most effective methods of promoting your home.

Website Advertising

The internet has fast become the medium for advertising property. When instructing Crabb Curtis you benefit from 24/7 world wide access to your property on rightmove.co.uk which is complimented by our own website crabbcurtis.co.uk

This includes internal and external photographs, full property particulars, location maps with street view.

Office Window Displays

Our prominent high street location features colour displays with internal and external photographs. Promotional 'Home of the Week' has a triple paned display.

Database of Buyers

We have a vast database of fully qualified purchasers who have registered with us and are actively looking for a home.

Fully Trained Sales Staff

Our experienced proactive sales staff are experts in property values and the local market. Accompanied viewings will be conducted when required and constructive feedback given from viewings. We pride ourselves in keeping our vendors up to date with current market conditions and the marketing of their property.



Make your property look its best

Before you place your property on the market, make it look its best – remember, first impressions count, making the presentation of your property critical to a successful sale. The following are tried-and-tested tactics which will give your home an immediate face-lift that will increase your selling price and lead to a quicker sale.

Quick Tips

- ▶ **Be objective** - don't overlook flaws just because you don't mind them
- ▶ **Reduce clutter** - get rid of everything but the bare essentials
- ▶ **Keep it light** - clean the windows and keep all curtains or blinds open where possible
- ▶ **Fresh decorations** - light neutral colours are always acceptable
- ▶ **Good quality carpets of the same colour** - these should be light and neutral – biscuit/beige colours are popular, as are wooden/laminate flooring.
- ▶ Well-maintained exterior and tidy, well-planted gardens

If you are residing at the property, it can sometimes be difficult to see what needs to be done as you live within it every day, so it's worth getting a second opinion from a friend or from one of our friendly advisors.

Selecting your Estate Agent

When choosing an Estate Agent, consider their high street presence, their opening hours, when they will be available to conduct viewings and what kind of marketing your property will receive. Also, watch out for those suggesting inflated values. If you accept this, your property could remain unsold for many months and consequently you may find it difficult to move onto another property quickly.

Crabb Curtis carry out many valuations each year, which gives us unparalleled knowledge of the sales market. We can provide comparables of similar properties that have been sold as we believe valuing a property accurately will help you achieve the best price for your property.

To arrange a free valuation of your property you can either visit our office, book a valuation online or call our office.

Regulations

There are a number of regulations that govern the selling of residential property. As a Vendor, you have an obligation to ensure that your property complies with all the necessary regulations.

Energy Performance Certificates (EPC) were introduced in the 1st August 2007 as part of the Home Information Packs (HIPS). In May 2010 the requirement for HIPs was removed, however the requirement for an Energy Performance Certificate continued.

All sales and rental properties in England and Wales require an Energy Performance Certificate (EPC) prior to marketing. We can arrange this on your behalf.

Viewings

Our policy is to accompany prospective purchases at all times. Having access to your property at short notice is important in order for us to show your property to prospective purchasers as soon as they contact us or walk into the office with an interest in viewing your property; a set of door keys and/or contact details for the current occupier/s is essential.

Offers

As soon as an offer is received you will be verbally notified and then followed up in writing. Our competent sales team will negotiate between you and your prospective applicant in order to achieve the strongest buyer.

We will inform you of the position of the buyers and liaise with you until an accepted offer has been agreed.

Offer Accepted

If you are happy to accept an offer, do not rush to take your property off the market. Sales fall through for a variety of reasons, the buyer might try to negotiate a better price or find another property they prefer.

At this point (if you have not already done so), you will need to instruct a solicitor and, should you require assistance, Crabb Curtis will be more than happy to recommend local companies.

The solicitors will then write to all parties and the buyers will instruct a surveyor to conduct a survey of your property (the "agreed sale" is subject to the contract and any survey) and the buyers' mortgage offer (if required) will also be subject to the results of the survey.

Exchange of Agreements

To prepare your Contract of Sale, your solicitor will need certain documents from you. It can take a while to obtain these, so to help towards a swifter sale, take time to obtain these in advance. The sellers' solicitors will request the TITLE DEEDS from the lender (if appropriate) or yourselves as the seller and the FIXTURES AND FITTINGS form must be completed at this stage.

The solicitors draw up the DRAFT CONTRACT which sets off the Terms of the Sale and sends it to the buyers' solicitor together with all relevant documents. Any enquiries will then be raised, the Title Deeds and Lease (if applicable) will be checked and LOCAL SEARCHES carried out. Once the draft contracts have been approved, it can be signed by both parties.

Completion

The final stage of the sale normally happens one to two weeks following Exchange but this can happen simultaneously. The buyer's solicitor's hands over the remainder of the purchase money to your solicitor who will pay your Building Society or Bank, if there has been a mortgage on the property. Legal fees and our fees are also paid at this time.

Matters to attend to after a Sale

Write instructions and find the manuals for the operation of appliances you may be leaving in your kitchen. Don't forget central heating instructions.

- ▶ Leave a note about the days for refuse and recycling collections.
- ▶ Arrange to redirect your post. Contact gas, electricity, phone suppliers and the council about new owners taking over accounts.
- ▶ Take meter readings before you vacate the property.

If you require any further information or advice, please contact your local office and talk to one of our experienced members of staff.

Our office hours are:

9:00am – 5:30pm Monday to Wednesday

9:00am – 6:30pm on Thursday

9:00am – 5:30pm on Friday

9:00am – 4:00pm Saturday



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