



TOP 7 PROPERTY TIPS FOR SELLERS

Whether you're buying, selling or remortgaging we're here to get you the closing date you need, from start to finish.

1 **SPEAK TO YOUR SOLICITOR FIRST.**

As soon as you are thinking about selling your property, the best advice we can give is to speak to your solicitor first.

Many property sellers will put the property up for sale and agree a sale price with their buyer and only then inform their solicitor. If there is a mortgage on the property it can then take weeks for the bank to release them and it can slow the process down greatly so please do contact your solicitor in advance.

If you are starting out in the process please contact our offices and we can make an appointment for you to come in for a free consultation. We'll guide you through the entire process and ensure you are fully informed from the start so it can be done as quickly and as cost effectively as possible.

We'll get you there.

2 **ENSURE YOUR PAPERWORK IS IN ORDER.**

When you are selling your property there are a lot of documentation you will have to have in place such as up to date payments on the your Local Property Taxes, Irish Water Registration, an NPPR Certificate of Exemption or receipt for payment if you own a second home to name but a few.

To follow this you will also need to have a BER Certificate carried out if you do not already have one. The buyers will not sign the contracts until all the documents are in order so the sooner they are in place the better.

To go back to point one, make sure you speak to your solicitor from the start because when they take up the title deeds they can inform you as to exactly what is left out and needs to be completed.

3 **TELL YOUR SOLICITOR IF YOU HAVE CARRIED OUT ANY ALTERATIONS OR RENOVATIONS TO THE PROPERTY.**

This is a very important point that sellers often forget, it's a common mistake. You may have made some small alterations or additions that, at the time, did not require planning and thought no more of it.

We would always advise that buyers carry out a structural survey of a property and for sellers you should always be prepared for this to take place. This way you can answer any queries or issues raised by the survey quickly and comprehensively.

Very often, works carried out that are below the minimum requirement for planning will still require certification by an architect or engineer so if you can have this in place when sending out the contracts it will help progress matters more quickly.

Furthermore, if any alterations or additions did require planning we can ensure all the documents are ready or copies in place from the local authority. This is one of the most common reasons why the sale of a property can be delayed but they are easily rectified and the sooner your solicitor is aware, the sooner you can deal with these queries and progress the sale.

We'll get you there.

4 IF YOU ARE INCLUDING ANY CONTENTS FROM YOUR HOME IN THE SALE PRICE DO LET YOUR SOLICITOR KNOW.

It is quite common for sellers to include items in the home such as the oven, refrigerator or dishwasher in the sale price. These are commonly known as the white goods.

Otherwise if there are any items of furniture or fittings that have been agreed in the sale price please do let your solicitor know and you can ensure they are included in the contracts so there is no confusion at the end.

It is also important to bear in mind that whatever items are not included in the sale price have to be removed from the property. This means you will have to clear out all the items you may have stored in the garden shed, garage or attic depending on your property.

5 YOU DO NOT MOVE OUT WHEN YOU SIGN THE CONTRACTS.

The signing date is not the closing date but merely the date the deposit is put down.

When the buyer puts a booking deposit down at the start they have merely agreed a purchase price. The contracts will be signed to bind both parties to the deal and only then a closing date needs to be agreed upon between the parties.

Once this is in place you will need to make arrangements to ensure that the property is empty on or before the closing date, that your solicitor has all the required documents and, if you are renting the property out to tenants, that they are given the correct notice period to end the tenancy.

This is another reason to speak with your solicitor from the very start of the process. You cannot complete the sale when there is a tenant remaining in the property unless agreed in advance with the buyers in the case whereby they are effectively taking over as landlords of any existing lease.

This can be a complicated process and tenants have rights that have to be adhered to but we can advise you on following the correct procedure from the outset.

6 *THE SOONER YOU HAVE OUR DOCUMENTATION IN ORDER, THE SOONER THE SALE WILL COMPLETE.*

The question we get asked the most is "**How quickly can we close?**".

We will always tell clients that the sooner we deal with all the queries and get the buyers to sign the contracts, the sooner we can look to a closing date so the preparation and documentation is key.

If all the planning, taxation and legal documents are in order from the start it means there are less queries which can be answered much more quickly. We can then get the contracts signed and exchanged we can progress to the next stage of preparing everything for a closing date.

But, if we have to arrange to get architects or engineers to prepare certificates or if we are chasing up on Local Property tax receipts it will always cause delays.

We can arrange a free consultation from the outset to sit down with you and outline the common areas that will cause delays in more details and advise you on how to avoid them. We always want to minimise the stress on our clients and make the process as smooth as possible for them.

7 *IF YOU HAVE ANY QUERY BIG OR SMALL MAKE SURE YOU ASK.*

Whether you are a first time seller or a seasoned investor, you cannot be expected to know how the entire process works so by all means telephone, email or call into our offices.

Your solicitor is there to help and no question is too big or small to answer. The more informed you are, the easier the process will be for you and as solicitors we are there to help you and we are happy to do so. We are here to help have your property sold as quickly as possible to get you the closing date you need.

Feel free to call us on
01-5266790

Or, email me at
cillin@slaw.ie

We'll answer any queries you may have, regardless of whether you are only looking or indeed if you already have a booking deposit down. There is **no charge** for a first consultation and we charge set fees so contact us at any stage, we'll be happy to help.

We are Summit Law,
Ireland's **Accessible** Law Firm.

We'll get you there.