

How will I know I am asking the right price?

Valuing property is not an exact science – there are many elements to consider. The location, style and size of the accommodation are usually the most important factors, together with the condition of the property and any improvements that may have been carried out. Our valuers are experts in the local area and carry out thorough research of recent sales in the area and take account of current demand for your type of property. Our valuers are able to provide you with comparable properties which will substantiate their market appraisal.

Why do I need to show you my ID before you can market my property?

Anti Money Laundering Legislation requires all estate agents to verify the identity of their clients.

Will I still have to pay your fees if my property does not sell or I take it off the market?

You will only be liable to pay our fees if we introduce a buyer who exchanges contracts. Our terms of business are based on the guidelines recommended by the Office of Fair Trading and the National Association of Estate Agents and will be confirmed to you in writing before we commence marketing your property.



If I give you a key to my home will you accompany buyers to view?

Absolutely! Many owners prefer to leave keys with us to carry out viewings with potential purchasers. Any keys which we take ownership of are subject to the jdm Key Policy and are never released without your prior authority to do so.

Apart from advertising and the Internet how else would you market my property?

Not everybody has access to the Internet and we are one of the few agents in the area who still support a comprehensive email-out system. We have a deep pool of registered applicants who we can contact directly with the details of your property. We also keep in regular telephone contact with the most active buyers locally.



Will I receive feedback following viewings?

Regular communication between the jdm and our client is essential. We always follow up viewings with a phone call and where we are able to obtain feedback we will always pass this on to you directly. Key to our marketing strategy is to review how any property is being perceived by the market so we can adapt as necessary.

Should I take my property off the market once I have accepted an offer?

Your Buyer will usually expect you to remove the property from the market whilst they arrange for their survey and mortgage valuation. There are

Frequently Asked Questions

Seller

circumstances when it would be considered prudent to continue marketing the property, if for example the buyers dependent chain was incomplete but this is not standard practice and we would seek your written confirmation if you were to do this and also inform the Buyer that this is the case.

How can I achieve the best possible price for my home?

Making an effort to enhance the appeal of your home shortly before putting it up for sale will increase the appeal of your property to prospective purchasers and hopefully the amount they will want to pay for the property. Kerb appeal is of paramount importance, so paint walls, doors and windows if they are looking a little tired. Mow the lawn and remove any weeds. It is also beneficial to tidy and clear clutter, thoroughly clean every room, decorate any spaces that you feel are letting you down and repair any issues that might concern a buyer. To grab prospective purchasers' interest on the Internet it is also useful to have attractive property photographs. We have produced a useful guide with some hints and tips for preparing for your property photographs.

What do viewings entail and do I need to be in?



In most cases, your estate agent will be present at viewings to show people around your home. On occasion, you might agree to conduct a viewing if it is at short notice or outside of office hours but this is always with your prior agreement. A viewing is usually informal and lasts around 30 minutes (depending on the size of the property). Your estate agent will let you know when viewings are due to take place so you might wish to be out of the house at these times. It is also good practice to put any valuables away in a safe place while your property is being viewed.

Should I accept an offer?

There are many factors that determine how attractive any offer is, beyond the actual sum involved. You should consider the position of the buyer as well as giving consideration to your own circumstances. If you require a certain amount of money or a particular moving out date to achieve your future plans then it will be easier to work out how suitable an offer is. Finally, think about the market conditions and whether it is a lucrative time to be selling a property or not. If you are selling through jdm our agents will always be able to give you their advice on how attractive an offer might be and negotiate an acceptable offer for you.