

Concept



UNLOCK THE POTENTIAL OF YOUR PROPERTY WITH CONCEPT  
...YOUR LOCAL SALES, LETTINGS AND PROPERTY MANAGEMENT  
AGENT

# SALES BROCHURE

**\*From 0.75%**

\*Terms and Conditions Apply



# About Us



Tracey Richardson and her staff have a vast experience in the property industry within the Lancashire and Greater Manchester area. With experience in the Sales Market, they bring an in depth knowledge and expertise of the industry to Concept.

With all staff in the business living locally, we have extensive knowledge of the property market, enabling realistic valuations and a professional and dedicated service to homeowners.

We are equipped to assist our clients to find properties which meet their needs and provide vendors with a range of services to suit their requirements.

Every effort will be made to ensure that you receive the highest quality service, with a dedicated and highly trained sales team to provide you with all the assistance you require and deliver a first class service throughout the whole process, ensuring a stress free move.

VISIT US ONLINE AT

**[www.concept-lettings-  
agents.co.uk](http://www.concept-lettings-agents.co.uk)**

**Concept**

# AN INTRODUCTION TO SELLING YOUR PROPERTY WITH **CONCEPT**

At Concept, the Sales Team understand the importance of selling your home or investment property. The first step of the process is finding the right agent to handle the sale of your property. The advice and service our Sales Team provide is of the highest quality, providing Client satisfaction and exceeding their expectations. The Sales Team are given comprehensive training and have detailed knowledge of the local area, and are able to advise in the presentation of your property to attract interest from purchasers.

Selling your property can be one of the most stressful experiences in life. Within this information pack are a number of things which we hope will make the process easier. This pack will provide you with useful information, for example, top tips on selling your home and information on financial services.

Our service includes a free no obligation market appraisal, full marketing of your property, including the preparation of the property particulars. Prior to the marketing of any property, there is a Government enforced requirement for the vendor to instruct a Qualified Assessor to provide an Energy Performance Certificate. This service can be arranged by ourselves if you require. All properties available for sale or to let must have an Energy Performance Certificate (EPC). This provides an energy efficiency rating for a property, and also shows the environmental impact of the building, by indicating its carbon dioxide emissions.

Once a sale has been agreed, we issue a Memorandum of Sale and keep in regular contact with all parties involved, to overcome any potential problems and steer the sale through to completion. We advise all clients to instruct their solicitor once the sale has been agreed.

In the meantime, we will be busy calling applicants from our extensive database and arranging to show them your property.

Good Luck!

Sales Team  
**CONCEPT**

# Why Choose Us?



- **Prime office location** – 62 Lee Lane, Horwich, Bolton, BL6 7AE
- At Concept, we offer a unique, tailored service to meet your specific requirements
- All our properties advertised on Nationwide property portals:

**Zoopla.co.uk**



**MailOnline**



[www.concept-lettings-agents.co.uk](http://www.concept-lettings-agents.co.uk)

## Targeted & Pro-active Marketing

New instructions are instantaneously promoted to prospective purchasers, relations are maintained with them and we are aware of the individual needs of potential buyers of your property, down to the most personal detail.

# TIPS ON SELLING YOUR HOME

The presentation of your property is a critical factor in achieving the highest possible price. If a property is presented poorly it can have an effect on the price, a neglected property often sends out warning signals to potential purchasers. Therefore it is important to ensure that your property looks its best when showing potential buyers.

Below is a list of the important aspects to consider:

1. The outside of the property is obviously the first thing that a prospective purchaser will see and their initial impression is very important. If you are selling a flat for example, the external condition is not entirely your responsibility and you should consider the following:
  - (a) Are the bins located at the front of the house and do they look messy? If a purchaser is walking up to a front door and there are overflowing bins outside, it does not create a good impression. Move the bins to the side or rear and ask any other occupants to do the same.
  - (b) You may not be responsible for the front garden or walkway but it is always worth considering putting a few plants at the front of the house to create a welcoming impression.
  - (c) Is the gate to the house broken? Consider getting it repaired, it shouldn't cost very much. A purchaser will rarely be drawn to a house that looks neglected and unloved. Is the front door in good condition? If not, it may be worth while speaking to the other occupants to get it repainted etc.
  - (d) Inspect the communal areas. For example, make sure the light bulbs are all working and that there aren't piles of post lying on the floor. These little things all help to create a good impression.
2. If you are selling a property and the external condition is solely your responsibility then, in addition to the above, you should consider the paintwork. Is it still presentable? If not, then it might be wise to get it repainted. Such minimal cost will certainly enhance the value of your property.
3. Smells are very important. Cooking smells, cigarette smoke and animal odours are certainly off putting to a potential purchaser and pleasant smells such as incense or pot pourri give a more comfortable feeling. Open the windows before your viewings to keep the air fresh.
4. Messy homes often make rooms appear smaller than they actually are. De-clutter and make use of your wardrobes and cupboards, ensure no dirty pots are on show in the kitchen and any children's toys are safely out of the way of people's feet.

5. A stained carpet is also very off putting – something that can be fixed fairly easily with a good carpet cleaner.
6. Damp will obviously discourage any prospective purchaser. If you suspect your property may be suffering from damp, it is worth getting it checked out, and where necessary, treated. A purchaser will appreciate a certificate showing the damp has been treated and the guarantee that comes with it. This will be much less daunting for the purchaser than having to worry about doing it themselves.
7. Remember to show off all built-in storage, but make sure that when you open the doors, clothes or toys don't tumble out. Don't feel the need to point out every available power point, tv aerial etc. It is much better to let prospective buyers ask you questions. It is not in your interest to let a potential purchaser think you are too desperate to sell your property.
8. Lastly, remember honesty is the best policy. If a potential buyer asks a questions and you know the answer, always answer truthfully.

# FINANCIAL SERVICES ADVICE

Buying a home is one of the most expensive purchases that you will make. There are many important decisions to make and planning in advance will ensure that you have answers at the right time.

Whether you are a first time buyer or not, you need to make sure that you have made the correct choice for your own personal circumstances. This guide aims to show you that a few hours spent planning now will pay off in the future.

A little time spent now may not only save you much more time later on but can also potentially save you £1,000s in interest just to choosing the most appropriate mortgage from the outset. It is important to choose a Financial Services Adviser who is not tied to any Bank, Building Society or Panel of Lenders and who is a 'whole of market' adviser.

The Financial Services Adviser that you choose, will discuss in detail the following:

- How much can I afford to borrow?
- What other costs will I incur?
- Which lender is the most appropriate for me?
- What type of loan should I be taking?
- What method of repayment should I choose?
- How do I go about getting a Mortgage?

# SDLT rates for residential property

(Stamp Duty Land Tax)

Stamp Duty Land Tax (SDLT) is charged on land and property transactions in the UK. The tax is charged at different rates and has different thresholds for different types of property. The tax rate and payment threshold can vary according to whether the property is in residential or non-residential use, and whether it is freehold or leasehold.

<b>Purchase Price</b>	<b>SDLT Rate</b>
Up to £125,000	Zero
Over £125,000 to £250,000	1%
Over £250,000 to £500,000	3%
Over £500,000 to £1 million	4%

**Contact  
Us**

**Concept**



**01204 690123**



**info@conceptlettings.org.uk**



**62 Lee Lane, Horwich, BL6 7AE**



**www.concept-lettings-agents.co.uk**

**OFFICE OPENING HOURS**

**MONDAY to FRIDAY: 9am to 5.30pm**

**SATURDAY: 9.30am to 1pm**

**SUNDAY: Closed**