



Selling Your Home? Start With A Valuation

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SELLING YOUR HOME? START WITH A VALUATION

There are so many factors associated with selling your home; it can seem overwhelming to many homeowners. If you are also looking to buy property at the same time as you undertake the sales process, there is a lot to consider.

At Stones Residential, we recommend you break the process down into smaller tasks, as this will make the overall job seem less daunting.

If you are looking to sell your home, one of the most important tasks at the start of the sales process is to value your home.



WHY SHOULD YOU VALUE YOUR HOME?

The critical reason to value your home at the start of the sales (and buying) process is that it will provide you with guidelines to work towards. A realistic valuation is helpful when it comes to placing your house on the market.

With this valuation, you can make an informed decision about the price you should enter the market at. If you join with too low a price, you might receive a lower price for the property than you could have achieved. If you enter with too high a price, you will likely limit the number of prospective buyers who are interested in your property.

Therefore, having a valuation justifies the asking price you set, and this will hopefully help you connect with likely buyers.

Also, when you have a property valuation, you have a rough guide as to what your home will sell for. This allows you to look at homes you wish to buy with an accurate figure in mind. Quite often, the price you sell your current house for dictates what you can achieve when you buy your next home, and an early valuation allows you to plan with greater confidence.

WHAT FACTORS INFLUENCE THE VALUE OF YOUR HOME?

There are many factors which influence the value of your property, including:

- The property size, including the number of bathrooms and bedrooms on offer
- The age of the property
- The condition of the property
- How much storage space is available at the property?
- How much potential for improvement there is at the property?

These are all factors relating to your home, and as the homeowner, you have an element of control over some of these aspects. You will often find many homeowners carry out home improvements or create more space before they place their house on the market.

Taking action in this manner can make your home more appealing to likely buyers, and it can also add value to your home. Not all home improvements add value, but the ones which enhance your home to the extent that it increases the value of your home and is more than the cost of the refurbishment should be considered.



In addition to the numerous factors which relate to the house and which the property owner has control over, there are also factors outside of the property and the control of the homeowner which influence the value of a home.

Some of the external factors which influence the value of a property include:

- The number of homes available for sale in the local property market
- How many buyers are looking to purchase a property in the local area
- The availability and standard of local schools
- The suitability of transport hubs and connections
- The range of facilities and amenities on offer in the local area

With so many of the elements which shape property value relating to the local area, it makes sense to call on a local property market specialist to value their home. Any agent can review your home and determine a value of the property's worth, but for a more realistic valuation, local features need to be considered too.



WHY YOU SHOULD CALL ON THE SERVICES OF A LOCAL AGENT TO VALUE YOUR HOME

As we've stated the importance of local features on your property's value, it makes sense you call on the services of a professional operating in your local area. It is one thing to know the average value or sales price of your property in your area, but it is another to see the reasoning behind these figures.

There is a lot of property market information available online, including localised property sales figures and values. However, rather than selecting the average value in your area and property type and applying it to your home, an experienced agent will provide you with a tailored home.



If your home is a better standard than the average home in your area, selecting the average price would do you a disservice. If your property isn't up to the standard of the average property in your local area, using the average value might put buyers' off your house.

An agent who is experienced in your area will understand the level of demand for homes, and what condition homes in your area are like.

These are factors which are just as crucial in creating a more realistic value than how many bedrooms or bathrooms you have in your home.



CALL ON A LOCAL AGENT TO SELL YOUR HOME

By enlisting the services of a local estate agent to value your property, you also have the chance to evaluate the agent. It makes sense to call on a local professional to help you sell your home. Local knowledge has long been an essential component of the sales process, and a critical factor in concluding a sale quickly and for the best possible price.

Local agents know the local buyer market, and can help you connect with prospective buyers. The knowledge which helps local agents place a realistic valuation on your home is also useful information in connecting with buyers.

When you want to improve the sales process without compromising on its quality, choosing a local agent to value your home and then help you sell it makes sense.



CONTACT US

We offer a comprehensive range of property services tailored to vendors in Stanmore. If you would like to arrange an appointment to help you negotiate the local housing market, please contact Stones Residential today by calling us on 020 8954 0045 or emailing stanmore@stonesresidential.co.uk.

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