

Buyers - Forward Planning



It is extremely helpful during the negotiating process if some forward planning has been put into place. We would recommend the following:

- a) If you need to sell to buy, we would suggest marketing your property with a proactive Estate Agent a.s.a.p.
- b) If your property is already under offer to a proceed-able buyer, so much the better. This puts you as a buyer in a much stronger position with more negotiating power.
- c) If you are a 100% cash buyer you are in an excellent negotiating position. However cash means cash, Estate Agents will often require proof from cash buyers that monies are available to go forward with a property purchase.
- d) If you require a mortgage make sure you are in a strong negotiating position, by getting your finances in place, as follows:

Step 1. Speak to an independent financial adviser or mortgage broker, your building society or bank. Look at the different types of mortgage loans on offer to you, and decide which is best suited to your circumstances and needs.

Step 2. Find out how much you can borrow, before you know how much you can spend. This way you could save a lot of time and heart ache when property searching.

Step 3. Get a mortgage agreement in principle (in writing), this could stand you in good stead when making that all important offer.

When putting offers forward Estate Agents will often require proof that your finances are in order. An agreement in principle is often required; this agreement should be in writing.

- e) Obtain quotes from conveyance solicitors; decide which firm you are going to instruct.

We can recommend mortgage brokers and conveyance solicitors for your convenience if required, or please browse through our links page.