

## STAGE THREE

### *Instruct your solicitor*

Once you've decided to sell and have settled on your agent and selling price, it's a good time to instruct your solicitor.

People are often tempted to wait until further into the sales process to do this but by being prepared, you can speed up the sale of your property once the buyer has had their offer accepted.

One of the main reasons property sales take so long to get through (and even sometimes fall through completely) is due to the sheer amount of paperwork involved. Few sellers realise that if you have a solicitor in place before a sale is agreed, you'll be more likely to have the paperwork ready to get the property through to exchange of contracts and finally, completion.

A key benefit of this is in relation to your buyer. Your property becomes more saleable if a buyer knows that you, the vendor, is looking for a swift move and you have the paperwork in order, prior to having an offer accepted. There are several parties involved in agreeing a sale and progressing to exchange, so the earlier your solicitor knows about the proposed sale – the more time they have to contact respective groups involved.

There are few risks involved in instructing a solicitor at this stage, you will see less stress, a quicker sale and less chance of a dreaded fall through. Many solicitors will now offer no move, no fee agreements too, so no matter what stage you instruct, you will be safe in the knowledge that you won't pay unless your sale goes through.



**Hunters Top Tip:** Your agent should be able to give you recommendations for solicitors they work with regularly. A good agent will also instruct you on the necessary paperwork to gather early in the sales process.

Ask your Hunters agent about Hunters Conveyancing - can save time and money and allows you to follow the progress online.