

Choosing a method of sale that suits you



in partnership with **iamsold**

Selling your home can equally be an exciting and unfamiliar experience. To ensure we give you the best possible service and advice that's right for your personal circumstances, we'd like to ask a few questions about what's important to you.

Thinking about what's most important to you in the sale of your property, please rank the following in order of importance, from 1 (most important) to 3 (least important):

Speed of sale

i.e. it's important to me that I can move as quickly as possible after a buyer is found.

Security and buyer commitment

i.e. it's important that the sale has the best chance of completing.

Maximum Price

i.e. it's important that I get the highest price possible from the sale of the property.

Onward purchase

Lastly, are you connecting this sale with an onward purchase?

Yes

No

If you ranked point 3 as most important and yes to point 4, **Private Treaty** may be the most suitable route of sale for you...

Private Treaty (Open Market Sale)

Private Treaty allows you more time to consider offers and negotiate a selling price, meaning it is open to all types of buyers as there is time to arrange a mortgage or other finance.

There can be a lengthy legal process with exchange and completion taking place with no fixed timescales.

Private Treaty at a glance

- **Maximise price** More time to wait for offers and interest
- **Chain-friendly method** No fixed timescales to allow for chains; however, completions can take circa 150 days^o
- You or the buyer can change your minds, 30% of sales fall-through
- Estate Agent commission is typically paid by you

If you ranked points 1 or 2 as most important, and have no forward purchase, our **Modern Method of Auction** may be the most suitable route of sale for you...

Modern Method of Auction (MMoA)

This is our most popular auction method as it provides the speed, transparency and security of Traditional Auction but exchange and completion take place within 56 days from receipt of draft contract.*

This extended timescale allows more interest as it enables mortgage buyers to participate. You may have also heard this method referred to as "Conditional" auction.

MMoA at a glance

- **Speed** Completion timescales of 56 days from receipt of Draft Contract*
- **Security** Buyer pays a non-refundable Reservation Fee and signs a Reservation Agreement, showing their commitment
- **Enhanced interest** over Traditional Auction. Timescale allows interest from mortgage and cash buyers
- **No Selling Fee** typically, you only pay for the cost of an Auction Pack on completion
- Buyer paid fee may be taken into account in the final offer price

Private Treaty and Modern Method of Auction timelines

