

We offer the same level of service as a high street agent, but at a fraction of the cost.....

sales@ejhomes.co.uk

01608 656376



**“Sell for the highest
price in the quickest
time!!”**

WE DO EVERYTHING YOU WOULD EXPECT AND MORE...

Our Service
Free no obligation appraisal
Extensive online marketing on Rightmove and OnTheMarket
Professional and enhanced photography
Floorplan 3D and 2D
Virtual Tour 360
For sale board
Organise viewings, vetting and feedback
Viewings and feedback
Sales progression
Local property expert

WE HELP YOU MOVE WITH THE TIMES WITH OUR MODERN AND FAIR SALES SERVICE

At E J Homes Estate Agents, we understand what your property means to you. Better estate agency software and major property portals such as Rightmove and OnTheMarket have led to revolutionary changes in the market with 98% of people now searching for their next property online. We have invested heavily into these key areas, so that we can deliver an excellent service at a fair fixed fee.

“We explain how the market is performing, giving advice and guidance on how to maximise your sale price”

SELL YOUR PROPERTY WITH E J HOMES ESTATE AGENTS IN SIX SIMPLE STEPS

1) BOOK YOUR FREE APPRAISAL

Pricing plays an important role with a number of factors to consider. An independent assessment of your property will be carried out by your locally based property expert.

During the visit we explain how the market is performing, giving advice and guidance on how to maximise your sale price. You can book a free, no obligation valuation today by calling us on 01608 656376

3) LAUNCHING YOUR PROPERTY ONLINE

Once we have completed the staging visit, we will enhance photographs by making them sharper, brighter and apply a blue sky if necessary, and within 48 hours, we will request final approval. Once this is obtained, your property will be made live on the major property portals in just a few hours or on the agreed marketing start date. If agreed, we will also arrange for a "For Sale" board to be erected where appropriate.

5) OFFERS AND NEGOTIATION

With each offer received, we will negotiate the highest price and assess the buyers' financial position in terms of whether they are cash buyers or relying on a mortgage. We will vet prospective buyers by asking for proof of deposit, mortgage offer in principal and check that their existing property is sold subject to contract should this be required.

2) INSTRUCT US

Upon your instruction, we will guide you on how to sign up to your chosen service. We will then arrange a suitable time to visit the property in order to take professional photographs, create a floorplan, take room measurements and last but not least create a virtual tour. We will give guidance on how to prepare and present your property to its full potential which is also known as staging.

4) VIEWINGS AND FEEDBACK

As you'd expect, prospective buyers are vetted before a suitable time is agreed and every enquiry is answered, thereby ensuring that every lead and opportunity is processed. Communication is a key focus of ours, valuing the importance of providing regular market report updates, discussing the performance of your listing and ensuring that you receive prompt and accurate viewing feedback.

6) EXCHANGE AND COMPLETION WITH WEEKLY UPDATES

When an offer has been successfully negotiated, we will prepare and send a "memorandum of sale" to all parties (including solicitors) which will trigger the start of the conveyancing process. We will ensure that your sale completes as efficiently as it can by providing regular updates throughout the process, keeping in direct communication with various parties, such as the buyer's solicitor, their mortgage broker, surveyors, the buyer themselves and of course you and your solicitor.

A BETTER SERVICE OFFERED BY REAL PEOPLE

LOCALLY BASED PROPERTY EXPERTS

Have you been promised call backs by estate agents, then not received one? Or been promised regular updates on progress, then not received any?

With E J Homes Estate Agents our key focus is to ensure we deliver great customer service and provide excellent communication. It's the central point of our company ethos. You will benefit from a dedicated point of contact at each stage of the selling process, who will contact you weekly to share detailed marketing reports, offer advice and give updates on progress.

MORTGAGES

We work with mortgage specialists who are able to give the best advice you require and will take care of everything from explaining all of your options to helping you select the right mortgage. Speak to one of our third party representatives who can discuss this service in further detail.

FAIR, TRANSPARENT PRICING

We offer a standard fixed fee rate for our clients regardless of the price of your property. We do the same amount of work if your property sells at £200,000 or £800,000. Before inviting us for a valuation on your property, you know the fee cost upfront, so no embarrassing questions or awkward responses!

PROFESSIONAL PHOTOGRAPHY

EVERY PICTURE TELLS A STORY

Taking good pictures is one of the crucial factors when successfully selling a property; a picture can say a thousand words. We use a high end company who complete the whole package including photos, virtual tour and floorplan all at the same time and using the best camera equipment.

FLOORPLANS

We provide detailed floorplans as standard with every listing to ensure that prospective buyers get the best idea of layout and size. Not only is this in 2d, but also in 3d incorporated with the virtual tour.

VIRTUAL TOUR

A virtual tour has the unique ability of placing people within the space you wish to promote, and is a great way to future engage and captivate prospective buyers.

“Most buyers form an opinion of your property within the first 15 seconds of the viewing”

PRESENTING YOUR PROPERTY

Also known as “staging”, it is important to prepare your property for sale. This will ensure that your property is sold more quickly and potentially for a higher price.

Most buyers form an opinion of your property within the first 15 seconds of the viewing. Please see below a recommended “to do” list before viewings take place.

DECLUTTER – BUT DON'T DEPERSONALISE

Remove excess items and store out of sight or give to a friend or relative. People want to envisage themselves living in your property therefore it's crucial to maximise perceived living space. Also consider removing any large items of furniture that makes a room feel small by replacing with smaller furniture.

A FRESH LICK OF PAINT

Giving your walls a fresh lick of paint with neutral colours will make your property seem lighter and bigger. It will allow prospective buyers to easily imagine how a room can be adapted to their own tastes and create a very good first impression.

FIX AND CLEAN

Make any minor repairs such as holes in walls, broken door knobs, cracked tiles, torn or threadbare carpets. Deep clean your property and get rid of lime scale and tile grout. Hang up fresh towels. Tidy up the garden, cut bushes back, clean the patio, outside furniture and ensure you cut your lawn.

LIGHT AND AIRY

Wall mirrors make a room look larger and lighter. Consider putting some up, especially in smaller rooms or hallways. Clean the windows inside and out and replace any broken light bulbs. Making your home feel light and airy will make rooms feel bigger.

HEATING

Ensure that the temperature within your property is comfortable for prospective buyers when they view. If the property is empty, set your heating/cooling system accordingly.

SMELLS, ODOURS AND (EVEN) ALLERGIES

Avoid there being strong smells of cooking, cigarette smoke or pet related odours during viewings. If your pet malts, then give your property a quick vac to pick up any loose hairs.

FAQs

ARE TRADITIONAL ESTATE AGENTS ABLE TO ACHIEVE A HIGHER SELLING PRICE?

No, the market will determine what the seller is prepared to pay for your property. Our job is to help ensure your property is valued accurately by us, whose full focus is to understand local market values and to back up their valuation with real evidence. 98% of prospective buyers search for properties online and through E J Homes Estate Agents, your property advert will be published on two main property portals, including Rightmove and OnTheMarket. We will also help you negotiate the best selling price when offers come in, and ultimately, you will have the final decision on whether you would like to accept a buyer's offer.

WHY ARE YOUR FEES SO MUCH LOWER

We have combined the best software on the market with our own bespoke software system which significantly reduces administration expenses and vastly improves the speed of communication with our clients. As a result, we can easily handle more volume than a traditional estate agent can. We often turn this question around and ask "why have you been overcharged". Traditional estate agents don't want you to know they'd be happy to sell just 50% of their available stock, because their higher fees underwrite the costs for listing properties that they fail to sell. You shouldn't be underwriting this cost, and we feel a fixed, fair and transparent fee is the way forward for most vendors. Plus another big key factor in the cost saving to you is our overheads. Not having a high street office dramatically reduces our costs, hence passing the saving on to you. With 98% of buying sourcing a property online, is there really the need for over priced agency services in today's world?

WHY DO VALUATIONS VARY BETWEEN AGENTS?

It's understandably tempting to instruct the agent who gives the highest valuation, however a recent report from Zoopla showed that the original asking price for a third of properties on the market had to be reduced by £25,000 on average before selling. Every property will sell if its presented, marketed and most importantly priced correctly. We are equipped with the latest valuation tools, having more time to focus on property market levels, thereby meaning that the most accurate, evidence based valuations can be provided. Should you disagree with our valuation, or have been persuaded by another agent that it should be higher, then we can test the market for you, however in all cases we will do our utmost to sell at the highest price possible.

FAQs

WHAT IS THE INCENTIVE FOR YOU TO SELL?

Living in the Cotswolds, we rely mostly on recommendations from previous vendors. Additionally, we are motivated to beat traditional agents and help enforce revolutionary changes in the market to benefit the consumer. We will regularly ask for feedback, enabling us to continually improve our services. Furthermore, we are paid once a sale is completed. From a monetary aspect, the changing model of property portals such as Rightmove is based on how many properties we list in total, therefore it remains in our interests to efficiently maintain our available stock levels and work closely with you to ensure your property has the best chance of selling quickly and at the highest price possible.

CAN I COME ONBOARD WITHOUT MEETING FOR THE VALUATION?

Absolutely, if perhaps you already have an asking price in mind that you would like to aim for, you can instruct us at any time. We can immediately get to work on preparing your property for an agreed market launch date.

HOW QUICKLY CAN YOU VISIT?

It depends on availability however it's typically within three days of your booking.

DOES THE SERVICE INCLUDE OFFER NEGOTIATION?

Absolutely! We are trained to handle negotiations and are fully experienced in dealing with modern day buyers. We will handle this process in the interests of achieving the highest price. Once a sale is agreed, we prepare and send sale memorandums to all parties, chase surveys and begin progressing the sale.

WHAT IF MY PROPERTY IS ALREADY BEING MARKETED BY ANOTHER AGENT?

You will need to check your notice period with them. If you are outside your fixed term contract period, then you should be able to move easily. You could also opt for a multiple agency agreement with your existing agent, however this will likely result in an increase in their fees. It is counter-productive to list your property with two agents as it could mean duplicate adverts appearing on the same property portals and also mean you are required to pay two fees instead of one.

HOW DO I REVIEW MY ADVERT?

We will ensure that your advertisement is approved by you before it goes live on all property portals. We also ensure that the particulars are correct and that images and floorplan are properly displayed.

HOW LONG IS AN EPC VALID FOR?

10 years.

WHAT PROFESSIONAL BODIES ARE YOU A MEMBER OF?

We are members of The Property Ombudsman Scheme

DO I GET ONE POINT OF CONTACT?

Yes, you will have one main dedicated point of contact who can handle any ongoing matters swiftly throughout the entire process.

ARE THERE ANY HIDDEN CHARGES?

None at all.

DO YOU VET PROSPECTIVE BUYERS?

Absolutely, we obtain key information such as their full name, address, contact information and check their buying status and financial position.

HOW LONG AFTER THE HOME VISIT WILL MY PROPERTY BE MARKETED?

We will prepare everything within 3 days of the appointment for photos, virtual tour and floorplan and will request approval from you once ready. We usually beat this timeframe and more often than not, have clients ready to launch within 48 hours.

“You will have one main dedicated point of contact throughout the entire process”

