A FREE GUIDE FROM YOUR LOCAL ESTATE AGENT

UNDERSTANDING THE SELLING PROCESS

A clear, step-by-step walkthrough of what actually happens when you sell your home, from first valuation to picking up the keys.



Gary Mudge
Personal Estate Agent

In partnership with

Victoria Bolt
estate agents
eXp UK

Nine Steps From Instruction to Keys

1. Get an initial idea of your property's value
2. Arrange a proper, in-person valuation
3. Choose the right estate agent for you
4. Instruct a conveyancer early
5. Commission your EPC and sort paperwork
6. List and market your home
7. Negotiate and accept an offer
8. Exchange contracts
9. Complete and move

Why this matters

Selling a home involves a lot of moving parts, and it's easy to feel unsure of what happens next. Knowing the shape of the process in advance means fewer surprises, more confidence at each stage, and a much smoother journey to completion.

BEFORE YOU LIST

Getting Started the Right Way

1

Get an initial idea of your property's value

Before anything else, it helps to have a rough sense of what your home might be worth. Looking at recent sale prices for similar properties nearby gives you a starting point, though this is only ever a general guide rather than a firm figure.

2

Arrange a proper, in-person valuation

An online estimate can only tell you so much. A face-to-face valuation lets me see your home's condition, layout and any improvements you've made first-hand, so the figure I give you actually reflects your property, not just an average.

3

Choose the right estate agent for you

You'll be working closely with your agent throughout the sale, so it's worth choosing someone whose approach and communication style genuinely suit you, not just whoever charges the lowest fee. Ask how quickly homes like yours have sold recently and what level of hands-on support you can expect.

GETTING READY TO GO LIVE

The Groundwork That Pays Off Later

4

Instruct a conveyancer early

It's worth lining up a conveyancer or solicitor as soon as you decide to sell, rather than waiting for an offer. They'll need details like your title deeds, any planning or building control paperwork, and guarantees for work you've had done, so gathering these early avoids delays further down the line.

5

Commission your EPC and sort paperwork

You don't need this in hand before listing, it just needs to be commissioned and completed within 28 days of marketing starting. If yours has expired, it's worth arranging early anyway, alongside any fixtures, fittings and property information forms your conveyancer will ask for.

6

List and market your home

Once you're ready to go live, your home is marketed across the major property portals and, where it makes sense, on social media too. Good photography and an honest, well-written listing make a real difference to the level of interest you get.

FROM OFFER TO KEYS

The Final Stretch

7

Negotiate and accept an offer

An offer isn't the finish line, it's the start of the next stage. I'll talk you through each offer that comes in, including the buyer's position (chain-free, mortgage agreed, cash), not just the number, since a slightly lower offer from a well-placed buyer can often be the stronger choice.

8

Exchange contracts

Once searches, surveys and paperwork are all satisfied, contracts are exchanged and the sale becomes legally binding on both sides. From this point, a completion date is fixed and neither party can normally pull out without financial consequences.

9

Complete and move

On completion day, the funds move between solicitors and, once confirmed, the keys are released. Leaving the property clean and tidy, with meter readings noted and any agreed items left behind, gets your buyer off to the best possible start.

Why Sell With Gary?

A truly personal service

As a Personal Estate Agent, you deal with me directly from valuation to completion, not a rotating cast of staff. You will always know exactly where your sale stands.

Local roots, local knowledge

Based in Plymouth and proud to sponsor Plymstock Oaks RFC, I know the city's neighbourhoods, schools, and buyer demand street by street.

Backed by a national network

Working in partnership with Victoria Bolt Estate Agents and powered by eXp UK gives your listing exposure well beyond the usual local reach, combining personal service with serious marketing power.

Fully accredited and protected

Registered with AML, The Property Ombudsman (TPO), and the ICO, so you can sell with complete confidence and peace of mind.

Thinking of selling? Let's talk.

Get a free valuation, with no obligation, and a clear plan for your sale.
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