

Your essential
Buyers
Guide



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So, you're ready to buy your dream house?



At Manning Stainton, we know that buying a house can be one of the most stressful – yet exciting – purchases you ever undertake.

To help guide you through the stages, we've put together this handy guide which highlights the process of buying and points out where Manning Stainton can help along the way, making the transaction as simple and smooth as possible!

We hope it proves useful and answers any questions you may have to ensure you get that perfect purchase.



The Journey to your new home



Money Matters!

Buying a property is a BIG step and will often involve a long-term financial commitment. It's important to know exactly how much you can afford to spend before you start looking at any potential homes.

At this stage, having an informal chat with a friendly mortgage adviser would prove helpful. Manning Stainton are pleased to be able to introduce Mortgage Talk's services to our customers. They can take a look at your current finances and, using a monthly budget calculator, work out what's coming in and what's going out then offer independent advice on a huge range of mortgage products and get a solution which suits YOUR individual needs. They can also explain how you're affected if the interest rates change (up or down!) and point out the other costs involved in buying – such as stamp duty – so there's no nasty surprises along the way. They can even help with insurance for you and your new property.

For insurance business Mortgage Talk arrange policies exclusively through Legal & General.

Your home may be repossessed if you do not keep up repayments on your mortgage.

Mortgage Talk's typical fee for arranging your mortgage is £199, however depending on your circumstances, a fee of up to 1.5% of the mortgage amount may be charged.

Rest assured, their friendly, straight-talking team will be with you every step of the way!

For further information or to book an appointment please ring

0800 028 6210



Manning Stainton TIP:
At this stage, it may be wise to get an 'Agreement in Principle' for your chosen mortgage – this is basically a statement from your potential lender that they agree to lend you a certain amount subject to approval of the property. It allows you to 'view with confidence!'

Paul Wilkinson
Mortgage Adviser



ManningStainton mortgage

Let's Get Looking



Now for the exciting part! Now you know exactly how much you can afford, it's time to get out and about and look for the perfect property. There are many things to consider when buying a property but here's a few things to think about...

- How many bedrooms do you need or want?
- What about parking?
- Separate kitchen and dining or open plan?
- Are you up for renovation or do you want a refurbished property or maybe even a new build?
- How important is a garden to you?

Once you've considered these things, you have to give some thought to the area you would like to live in, again, there's many things that can influence your decision...

- Commuting to and from work
- Local schools
- Access to shops and other facilities
- Public transport

There will be many points regarding the house and the area that are personal to you but its certainly worth narrowing things down as much as possible before you embark on your viewings. By pointing out your criteria to our sales team, we can ensure that we only inform you of properties that will be of interest to you. It may also be useful to collate a 'Viewings checklist' which you can take with you to each viewing.

Manning Stainton TIP:
Why not checkout one of our auctions to see if you can grab a bargain?

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Manning Stainton TIP:
All our offices have extensive local knowledge, so feel free to contact any branch if you have any questions about a specific area.

Time to make an offer!

Once you've found the property of your dreams, its time to make the offer. Our team will advise you honestly and realistically but the offer will be based on several factors such as...

Your position - first time buyers, buyers with no chain and buyers who have pre-arranged mortgages have a head start on most of the competition. Make us aware of your position and we'll make the seller aware of this as it can put you in a very favourable negotiating position.

Your budget - have a good idea of your maximum limit from the start. If the seller refuses to budge, you need to think carefully about how much you want the property and if you're prepared to make an improved offer.

Seller's position - are they in a hurry to sell or have they been trying to sell for a long time? If so, they may be willing to accept a lower offer to make the sale. Sellers who are not in a hurry to move are more likely to hold out for a higher price.

The property - if there are any faults or repair work required, use this to justify a lower offer.

The market - in tougher times when there are fewer buyers, sellers may be more willing to negotiate on price.

Once you make an offer, make it clear that it's subject to contract and a satisfactory survey.



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offer accepted...!

...what's next?



Once the seller has accepted your offer, ask them to take it off the market. They don't have to agree to this but if they do, it will deter other potential buyers.

You'll need to get your mortgage application form completed and send whatever documents they need – your Mortgage Adviser will assist you with the process.

The lender will arrange for a valuation to be carried out on the property.

At this stage, you may also instruct a Chartered Surveyor to check out the property and do a more in depth survey. This could potentially highlight any major defects with the property and confirm if the agreed purchase price is reasonable.

Once the lender has all the valuation and survey information, they will then confirm the amount they're prepared to lend you against the property.



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Its also now time to touch base with our conveyancing team. If you're not sure, here's a quick guide as to what a conveyancer does for you...

- Obtain sellers' responses to questions, such as who owns the boundaries, whether they have had any disputes with neighbours and what fixtures and fittings are included
- Check copies of any guarantees on the property, details of planning permissions and building regulations certificates
- Check the seller really is the owner of the property and prepare a Report on Title for you
- Check local authority searches and plans for the local area
- Pay stamp duty tax on the property on your behalf
- Arrange registration of title in your name.

At Manning Stainton, we're conscious that our solicitors need to be friendly and approachable as well as being competent and professional.

Our Manning Stainton Conveyancing service offers state of the art online tracking and SMS text messaging to make sure you're kept 'in the loop' during the whole process. And, importantly, we offer all this for a fixed fee.

Sorting out all the paperwork can take anything from 6 to 12 weeks after your offer is accepted – even when there's no chain – so be patient!

For more information and details of our competitive conveyancing charges please contact your local Manning Stainton Branch.



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Get a move on!

Manning Stainton TIP:

It's essential to get your insurances in place at this stage. A Mortgage Talk adviser will be on hand to help.

Once our conveyancing team has completed all the paperwork, you'll be asked to pay your agreed deposit – this needs to be done before exchange of contracts. Once the exchange is done the sale becomes legally binding for both you and the seller.

With help from your conveyancer and your Manning Stainton sales negotiator you need to agree a 'completion date', the big day when you'll move in. Now the contracts can be exchanged. As a guide, the completion date is usually set for around two weeks after exchange, giving you chance to organise removals etc.

Our conveyancing team will keep you informed of when the money arrives from your lender and will see to paying stamp duty and legal fees where necessary. They will also let you know when you can visit Manning Stainton to pick up the keys to your new home.



Manning Stainton Jargon Buster:

Exchange of Contracts is when signed copies of the contracts are exchanged between your conveyancer and the seller's conveyancer.

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It's the big day!



Now, kick back,
relax and enjoy
your new home!

MOVING DAY WILL BE STRESSFUL!
It's very rare to hear from someone who doesn't encounter at least some hassle during the process but, with careful planning, stress levels can be kept to a minimum.

Here's a few tips to help make your big day go as smooth as possible...

- Make sure you use a good, dependable removals firm! Manning Stainton Removals give you the peace of mind that your possessions and valuables will arrive safely in your new home
- If possible, try to stagger moving days so you don't have to do everything all in one day
- This can also give you time to do any essential work to the new property such as carpet cleaning or any decorating that needs to be done before all your belongings arrive
- Try to avoid arranging your moving day on Mondays and Fridays which are the busiest days on the road
- Save time and cost by doing some of the packing yourself
- Check out the best value utility contracts for your new property well in advance and read your meters in both properties on moving day
- Redirect post well beforehand - this is especially essential to protect yourself from identity theft.

As with every step in the process, Manning Stainton will be on hand to advise and help wherever possible.

To arrange a free removals quote contact us on

0845 456 4506

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removals



Notes...

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