

Drewery

020 8300 6761

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Selling Services Guide

Give us a call ...
020 8300 6761

Send us an email ...
info@drewery.co.uk

Visit our website ...
www.drewery.co.uk

A name to trust

"We make it our business to be up-front with you and to make your property transaction as transparent as we can. We like to think that honesty is the best policy and our recent customer service awards and positive reviews back this up! We want to build lasting relationships with people who become part of our local community". Paul Long, Director Drewery Property Consultants.

For most of us our home is our biggest asset so when choosing an estate agent to sell you want to know your home is in safe professional hands. Our unique package of property services provides all you need to sell your property, combining modern technology with a personal trusted service.



The company has extensive knowledge of the local property market from over 75 years of experience in the local area"

We are the longest established estate agent in the local area and have access to extensive knowledge of the local property market and prices to allow accurate valuations. The Drewery office is situated in a prime location near Sidcup mainline railway station, large supermarket and many local schools. Our window displays and office benefit from a guaranteed passing audience on a regular basis. Drewery Property Consultants is an independently owned Estate Agent. We are not owned by a financial institution and our number one priority is to SELL PROPERTY – not financial products.

We Have Access To More Local Buyers

Our Lettings Department is one of the largest in the area and manages and collects rent for over **400 local properties** – think of the number of Landlords and Tenants we can expose your property to!

Established for over 75 years we are one of the first names people think of when looking to move in the local area. Our office is located next to Sidcup station which has over **3 million visitors** a year providing a guaranteed passing audience every day of the week.



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Property Details & Professional Photographs

We aim to present your property to potential buyers in the best possible way and bring to the attention of viewers any improvements or unique differences of your property. This is achieved by the use of high quality brochure details with professional photographs and floor plans. High quality presentation of your home is vital to attract buyers and is why all our photographs are professionally edited as part of our marketing.



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A copy of your draft property details will be made available to you for approval/amendment. You should point out to us at the time of our instruction as agents any fixtures and fittings which are to remain at the property. Verification of any improvements or repairs by way of copies of guarantees receipts should be made available to us so that these can be produced to prospective purchasers. If the property is Leasehold, we will require details of the Term of the Lease, the Maintenance charges or ground rents payable, and preferably written verification of these details.

Our Fall Through Rate Is One Of The Lowest In The Area

National average fall through rate is between 20-30% (number of sales that fall through before completion) and is something that every seller should look into before choosing an estate agent.

How do we compare? Some agents in the local area have fall through rates over 40% so nearly half their sales fall through. Our average fall through rate last year was one of the lowest in the local area.



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'Vetting' Offers & Progressing the Sale

Once an offer is received for your property, it is usual for a financial consultant to vet the prospective purchaser to ensure that they are able to obtain the necessary finance they require. If the purchaser chooses to arrange the mortgage through our Financial Services department, we will then progress the mortgage and keep the vendor up-to-date. Another aspect, which is very important, is whether the purchaser is in a position to proceed with the purchase. They will be asked if they have a property to sell, and details of the 'chain'. Only once we have completed all our thorough checks will we be able to put the offer forward for consideration.

In-House Sales Progressing Department

Our Sales Progressing Department is located in-house to provide you with an easy point of contact.

This may assist you to meet any moving deadlines and enables the moving process to be as stress-free as possible.



We liaise as closely as possible with other estate agents and solicitors in the chain to try and resolve any problems as soon as they are spotted

Purchasers and vendors are often involved in lengthy 'chains' of transactions. Once an offer has been accepted and solicitors instructed, the next part of our service is to progress the sale to completion. We liaise as closely as possible with other estate agents and solicitors in the chain to try and resolve any problems as soon as they are spotted. We consider this aspect of our service to be one of the most important – even more important than finding a buyer. We will keep all parties informed as matters proceed, and the use every effort to progress the sale to a speedy conclusion.

How do I get in touch?



Tom Ferguson



Nick Barber



Erica Lewis



Janice Chown



David Dirkx



Beth Taylor

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