
heylo

HOMEOWNER

Guide to Resales

Your Home



What you need to supply

In order for our team to assist you with marketing your home, we will require:



RICS valuation



Resales Form
Fully completed

Your sales agent may require:



Energy Performance Certificate (EPC)



Identification
For all leaseholders

How it works



How much will it cost to sell my property?

As with the sale of any property, there are costs involved that are your responsibility to cover. Below is a list of the potential costs of selling, but please note this list may not be exhaustive.

Summary of costs:



RICS valuation

According to the lease terms, you are responsible for the cost of obtaining a valuation and any updates or extensions if required



Agent's fees

You are responsible for covering any and all estate agents fees, including withdrawal fees



Solicitor's fees

You are responsible for covering your own solicitor fees



Administration fee

heylo charge an administration fee of £450 + vat = £540, which will be deducted on completion



Mortgage fees

You are responsible for covering any mortgage fees incurred

Valuation

In order to sell your property, you must obtain a specific type of valuation called a RICS valuation. Any other type of valuation, including estimation of value from an estate agent, is not sufficient under the terms of the lease, and you can instruct any RICS qualified surveyor to provide a valuation for you. You should be able to check online to find RICS surveyors in your area, and if in doubt you can check surveyor credentials on the RICS site:

<https://www.rics.org/uk/find-a-member/>

The value in the RICS valuation must include three relevant recent comparable sales, and is the minimum price your property must be marketed at. Your local estate agent will give you a figure they believe they can attain at the sale and a price they think they should start to market the property at.

It is advisable to have a couple of agents round who will give you their thoughts and advise on how they would market.

How much can I sell my property for?

As long as it is at or above the RICS valuation that you have had agreed with heylo, then you can market at the price your agent believes is a sensible price to get a sale.

Working Out Your Discounted Value Increase

With Your Home you are entitled to a 50% *share of any value increase on the unpurchased share.

Once you have agreed the sale price with a purchaser you will be able to work out what that Value Entitlement will be but it will be at completion that you will benefit.

You can see that it is in your interest to sell the property for as much as possible. Prior to getting the estate agents round to value the property for the marketing price, ensure the exterior and interior look as good as it can. You can find lots of tips on-line and your chosen estate agent can advise you on this. Remember it is important to have the house at its best when the photographer takes the sales photos and for every viewing the estate agent organises.



Increased Value Entitlement in action

If you bought a 25% share of a £250,000 property which is now worth £350,000 the Your Home share has increased in value from £187,500 to £262,500.

A profit of £75,000.

With Your Home you are entitled to 50% of this £75,000 increase if you sell... that's £37,500 on top of the £87,500 value of your 25% share!



* You can check this by looking at Schedule 6 of your original lease 'Discounted value increase' (p28). If you purchased prior to 2020 this value may be different to 50%.

Estate or Sales Agent

Once you have provided all the required documents to our resales team, it's time for the estate or sales agent to be instructed.

If you have chosen to instruct an estate agent of your choice

You must sign up to the agent's terms and instruct them yourself, and must also provide heylo with the agent's details so we can send over the supporting information required from us to ensure the agent is aware that heylo is the seller and who our solicitors are. Your selected agent will advise you of the next steps.

Your chosen agent can advise you of how they handle buyer enquiries and viewings. They will also be able to confirm their fees to you.

Instructing solicitors

Once we have confirmed your buyer(s) are approved, you and your buyer(s) can instruct solicitors. heylo will also instruct our solicitor and issue a Memorandum of Sale (MOS) with all the relevant sale details. You can instruct the solicitor of your choice, but we do recommend you choose a conveyancer who has experience with shared ownership specifically.

The legal process

- Your solicitor will act on your behalf to progress the sale and will provide you with progression updates
- If there is staircasing alongside the resale, heylo's solicitor will issue the draft memorandum of staircasing
- Before exchange your solicitor will send you a copy of the contract for you to sign and return

If your buyer withdraws and you still wish to sell, you can put your property back on the open market to find a replacement buyer.

If exchange does not take place within 3 months of the date of the offer letter, you must obtain an updated or desktop valuation from the surveyor. If the value is different this may affect the sale and require an amended MOS.

Completion

Once the legal work has been finalised, your solicitor and the buyer(s) solicitor will agree a completion date. It is very important that they notify heylo's solicitor of the agreed completion date as we will need enough notice to prepare the information we must provide in order for accurate completion statements to be drafted. The information we must provide prior to completion includes any deductions for costs incurred, along with rent and other apportionments.

Once completion has taken place you should contact your bank to cancel your direct debit. You and your buyer will have already arranged key handover and you should also ensure you provide any information or items they will need, such as boiler instructions, warranties or window keys.





Contact Us:

Our offices are open:

Monday - Thursday: 9am - 6pm

Friday: 9am - 5pm

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