SELLERS GUIDE

Service with a smile from **Paul Hubbard Estate Agents**



Residential sales

01502 531218

www.paulhubbardonline.com

178-180 London Road South, Lowestoft, Suffolk, NR33 0BB

PAUL HUBBARD

Welcome

to Paul Hubbard Estate Agents.
We are a well established estate agency who provides a fresh approach within an exciting property market covering the whole of the East Coast.

With a strong team of experienced professionals, Paul Hubbard Estate Agents is a one stop shop, offering residential sales, commercial sales and lettings, offering you a bespoke service catered to your needs.



no sale, no fee

At Paul Hubbard Estate Agents, we pride ourselves on providing the best estate agency service that money can buy. There are no hidden costs and we operate under a no sale, no fee basis.





To all of our clients both old and new

We are delighted that you have chosen Paul Hubbard Estate Agents to fulfil your property needs. We are more than confident that you will be satisfied with the service that we provide. A successful sale or let should not just be measured by how quickly we find you a buyer or tenant, success must also be measured on the service that we provide. We strive to not only offer you an unrivalled service but also to build a relationship with you.

Equally, when providing survey or valuation advice, we seek to be responsive, helpful and knowledgeable, whilst maintaining the highest professional standards.

As a company we are regulated by the National Association of Estate Agents which ensures that at all times we are professional, honest and accountable so that we provide you with an individual tailored service with the utmost integrity.

We very much look forward to being of service to you, I once again thank you for choosing Paul Hubbard Estate Agents.

Yours sincerely

Paul Hubbard

Paul Hubbard- MNAEA, Managing Director

Tailored service

- We have a team of experienced professionals who offer you a wealth of advice throughout the process. Our team are always on hand to answer any questions you may have.

- You will receive a professional set of photographs at no extra fee. Our in-house, experienced photographers work around you so not only will you benefit from having a brochure created promptly, you will have peace of mind that your property is going to be marketed to an extremely high standard.

- Longer working hours and weekends allowing us to work around your busy schedule.

- Your property will be presented to an extremely high standard both within our office and online.

- Our office is centrally located which further allows for your property to be visible to everyone visiting Lowestoft and the seafront..



Testimonials

★★★★★

The service from the whole team here is exceptional

I have been really impressed with Paul Hubbard, they have been extremely pro active with selling my property and with my purchase. I am very close to exchanging on my property after a 6 month long journey and I can honestly say the service from the whole team here is exceptional. My designated negotiator has been amazing looking after me all the way through the sale, offering guidance and feedback throughout. I would also like to say a special thanks to the aftersales team who have been very supportive and worked so hard for me and I really appreciate it.

Buying or selling a property, these people are the ones you need and I would highly recommend them for anyone looking for their next property.

Kind regards
Mr B

★★★★★

Polite, friendly, professional

Friendly, professional & helpful staff, clean agents & lots of printed out listings available to take away. The after sales team are amazing! Polite, friendly, professional & they go out of their way to help with any queries and progressing the purchase! Thanks to the team!

Kind regards
Ms W



> We will be able to offer you a wealth of advice throughout the process, a team who are always on hand to answer any questions



What we do

Full colour quality brochures

We produce professional, full colour brochures using photographs taken by our experienced in-house photographers. The photos themselves will be realistic representations of your home whilst portraying it in the best possible light. Our unique and detailed property descriptions will highlight the main features of your property making it an easy read whilst inviting prospective customers to book an internal viewing.

Social Networking

Social networking sites such as Facebook and Instagram are excellent ways in which to generate new clients who might be looking to sell, buy or rent a property. We have many followers who we keep up to date with the latest news and property instructions.

Check out our platforms including Twitter, Instagram, Facebook & LinkedIn

@paulhubbardlowestoft





Prominent office location

Your property will be advertised in one of the most prominent window displays in the area. Our popular and convenient office location provides easy access for all of our clients, both repeat and new. From here we operate both during the week and at weekends, doing what we do best, selling, letting and managing properties.

178-180 London Road South, Lowestoft, Suffolk, NR33 0BB



Our comprehensive sales package contains all the important ingredients for a successful property sale. Starting with the very best professional advice, expert photography and marketing. Our experienced team strive to ensure you receive maximum exposure and price for your property

Accompanied viewings

Our aim is always to ensure our clients have as little to do as possible. Our dedicated team are available both weekdays and weekends to accompany prospective applicants to properties, answer any questions, provide valuable insights and negotiate on your behalf.

In preparation for viewings its the little things that can make a big difference. Open up the curtains allowing in as much natural light as possible, switch on any mood lighting and light a candle to really set the scene, after all a cosy home is happy home.





Web advertising

We are one of the only local agents to post property listings on the top 3 marketing websites including rightmove.co.uk, zoopla.com and onthemarket.com.

We pay for an extensive Rightmove package which provides us with featured listings, premium listings and advertisements to entice prospective buyers to our portfolio of properties.



Top tips to sell

Preparing to put your home on the market can take a bit of work. You've agreed with our valuer how much to list for, now it's time to achieve it. Making your home 'market ready' does require time and a little bit of investment to help reach its maximum resale value. There is alot you can do to spruce your home that won't cost the earth - simple techniques can freshen up your rooms and present a much more appealing, newer model.

Ramp up the curb appeal

First impressions count, so the the exterior of your home is the place to start. Tidy the gardens, touch up the paintwork or wash down the PCV and make sure the guttering is'nt blocked or leaking.

De-clutter and de-peronalised

If you want your home to appeal to as many buyers as possible, you need to help them picture themselves living in your space. They may struggle if all they can see are your personal belongings and family portraits adorning every inch of space. Clutter can also make rooms seem smaller and give the impression of a lack of storage space. The best thing to do is box up your personal possessions and store them away - treat it as starting the packing up process early.

Repair

Buyers don't want to think about repairs the minute they move in and you don't want simple 'little fixes' putting them off. Fix the leaking tap, the cracked windowpane and if the lights have gone out, replace the bulbs.

Treat it like a mini makeover...

A lick of paint

If you've gone for bold colours, tone them down with a natural shade. It may not be to your taste, but the more neutral the better. Freshen up white paintwork and generally give everywhere a once over with the paint brush. It's a cheap way to achieve an instant transformation and make your rooms light, bright and airy. But don't forget to do it in plenty of time so that buyers aren't hit by paint fumes as soon as they enter through the front door.

Accessorise

While you don't want to clutter your rooms, nor do you want them to look completely un-lived in. Add house plants to add interest and colour, add cushions and throws on your sofas, look at adding mirrors to increase the sense of space and light, particularly in smaller or darker rooms. Every item on display should be decorative & intentional.

Clean

Grubby homes do nothing but deter potential buyers. Dirt and grime can make it seem like there's a lot of work to be done when really it's something that can be fixed with a spritz or two of flash. Spend some time deep cleaning and give it a once over before each viewing. Don't forget to rid your home of pet or tobacco smells- there is nothing quite as off-putting as the smell of wet dog!



Check out the next page for your very own printable property checklist

PAUL HUBBARD

Is your property PICTURE READY?

- THE DRIVEWAY IS CLEAR FROM VEHICLES ☐
- ALL BINS ARE REMOVED FROM SIGHTLINES ☐
- ANYTHING OF SENTIMENTAL VALUE WHICH YOU WOULD NOT LIKE TO APPEAR IN THE BROCHURE I.E FAMILY PORTRAITS ARE TO BE STORED AWAY ☐
- BLINDS AND CURTAINS ARE FULLY OPEN TO LET AS MUCH NATURAL LIGHT IN THE PROPERTY ☐
- PET BOWLS AND BEDS ARE STORED AWAY ☐
- BATHROOMS: TOWELS, DRESSING GOWNS, BATH MATS AND FLANNELS ARE STORED AWAY, BOTTLES ARE DISPLAYED NEATLY AND DONT FOTGET TO PUT THE TOILET SEAT DOWN! ☐
- KITCHEN: TEA TOWELS, OVEN GLOVES, MUGS AND CLEANING UTENSILS ARE STORED AWAY ☐

TOP TIPS!

TO ENSURE THAT YOUR PROPERTY IS PRESENTED TO ITS BEST POTENTIAL


We will strive to not only offer you an unrivalled service but also to build a lasting relationship with you



naea | propertymark PROTECTED

Why use a NAEA agency?

Agents who offer Propertymark

Integrity

NAEA Propertymark estate agents are experienced and trained professionals who abide by a nationally recognised Code of Practice.

Complaints procedure

Ruling on complaints through independent ombudsman services and regulated by Propertymark.

Peace of mind

They hold all the correct insurance and protection to give you peace of mind throughout your move.

Compliant

Registered with HMRC to ensure compliance with money laundering regulations.

NAEA Property mark estate agents don't just sell houses, they help you move!

We are proud to say that all of the Paul Hubbard Estate Agents sales team are members of the NAEA or are studying towards becoming eligible for membership.

Conveyancing explained

Embarking on the house buying/selling journey can be quite daunting, but fret not! We are here to break down the process and provide you with bite-sized, crystal-clear explanations.

Instruct a solicitor

Both the buyer and the seller appoint their solicitors/ licensed conveyancers to expertly handle the legal aspects of the transaction. It's wise to do this early on to allow ample time for the necessary paperwork completion. By being prepared in advance, you'll avoid feeling rushed during the process.

Drafting and Receiving Contracts

The seller's solicitor prepares the draft contract, which includes essential details about the property and the sale. The buyer's solicitor reviews the contract and raises any initial enquiries.

Searches

The buyer's solicitor conducts searches with local authorities and other relevant agencies to identify any potential issues that may affect the property, such as planning permissions, environmental concerns or flood risks.

Preliminary Enquiries

The buyer's solicitor sends a list of questions, known as preliminary enquiries, to the seller's solicitor. These questions seek clarifications about the property's boundaries, fixtures and other relevant details.

Survey

The buyer arranges for a property survey to assess the property's condition. The surveyor will highlight any structural issues or defects that may require attention.

Mortgage Offer

If the buyer is obtaining a mortgage, they will receive a formal mortgage offer from their lender, confirming the amount they are willing to lend and any specific conditions.

Final Enquiries

Following the property survey and review of search results, the buyer's solicitor may raise further inquiries to ensure they have a comprehensive understanding of the property.

Exchange of Contracts

Once both parties are satisfied with all legal aspects and conditions, they exchange signed contracts. At this point, the sale becomes legally binding and a completion date is agreed upon.

Completion

On the agreed completion date, the buyer's solicitor transfers the purchase funds to the seller's solicitor. The seller hands over the keys, and the buyer officially becomes the new owner.





Your property will be presented to an extremely high standard both within our office and online.

Other services

Auction

For certain sales we recommend auction, we are partners with the UK's largest residential auction company. Come in and speak to us to find out more information.

Relevant properties to auction might be:

- **Tenanted property-** single AST, HMO and portfolio
- **Mixed use-** commercial units with part residential
- **Development property-** with or without planning consent
- **Amenity land-** paddocks, woodland ect.
- **Ground rents-** the freehold or leasehold of properties
- **Commercial-** vacant or tenanted
- **Licenced trade-** pubs, clubs, guest houses, hotels and restaurants
- **Farmland and rural-** agricultural land and buildings
- **Quick sale/ forced sale-** time pressured sales









Lettings

We offer both fully managed or tenant find only services.

We offer comprehensive advice on leases, legal certification and achievable rental figures.

We will advertise your property not only locally but nationwide, to make sure it receives the best possible exposure. We have a sophisticated property management system and a large, fully managed, property portfolio with trusted local tradesmen. Our experienced team will be there both weekdays and weekends to support you throughout.

Additional Services

We also offer additional services for let only landlords which vary from rent increases, inspection reports, tenancy renewals and a smooth process when it comes to switching management.

What do we do differently?

- **Picture inspection reports-** Carried out every 6 months or sooner if required
- **Pre occupancy property checks-** To ensure it is fit for purpose before occupied
- **Third party move out reports**
- **Offer extensive knowledge-** On landlords insurance and rent guarantee

Call us today on 01502 531218 (extension 2)
or email sophie@paulhubbardonline.com

PAUL HUBBARD COMMERCIAL

Paul Hubbard Commercial, operating from our brand-new commercial office on Waveney Road in Lowestoft, specialising in sales, lettings and property management for all types of commercial property and businesses across the whole of Norfolk and Suffolk.

Unlike most commercial agents, we refuse to charge anything up front. We offer free valuations and property appraisals and operate purely on a "no sale, no fee" basis, allowing vendors and landlords a risk-free assessment of their property and offering the best advice possible before going to market.

Our comprehensive and bespoke marketing packages include high quality photography including drone shots, full colour floorplans, fully customised 8-12 page property/business brochures, video content for our social media platforms and exposure to more commercially focussed property sites than any other agent on the East Coast. We also have an extensive database of clients including investors, developers and business owners who we regularly contact to present them with new and relevant opportunities.





WHY USE US?

We have a wide range of property types which we have helped secure buyers/tenants since Paul Hubbard Commercial was founded, including:

- Offices – Traditional, serviced and managed offices
- Retail – Town centre shops, mixed-use buildings, retail parks and supermarkets
- Industrial – Warehouses, showrooms, manufacturing plants, factories and storage units
- Leisure and Hospitality – Pubs, hotels, B&Bs, restaurants, cafes, campsites and takeaways
- Healthcare – Care homes, assisted living, private hospitals and clinics
- Land – With or without planning permission granted
- Business Sales – Any type of business, freehold or leasehold, listed on the open market or confidentially

CONTACT US

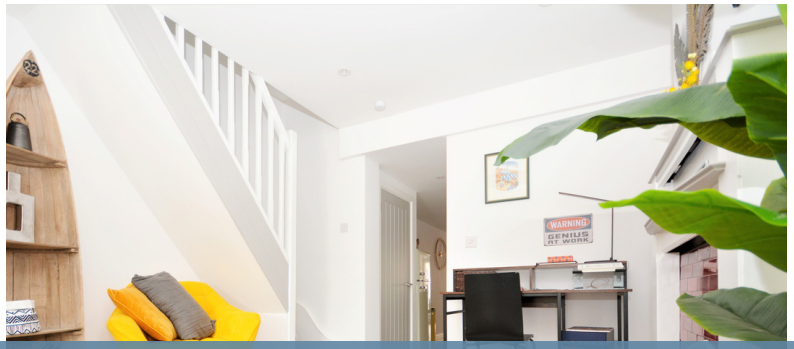
GET IN TOUCH WITH OUR COMMERCIAL DIRECTOR
JACK TAYLOR

Call on **01502 532028**
or drop him and email on
jack@paulhubbardonline.com
for more information on what we do.









Serviced accommodation specialists

Here at Sojoe, we have a collection of quality properties on the East Coast available to meet your short-term needs, offering you something truly unique. From Studio apartments to large houses, our properties are fully furnished and range from operational to executive. With a portfolio also featuring luxurious holiday homes, we can cater for all requirements, whether you're looking for a short break over a few days or a longer stay for up to 12 months.

A sister company to Paul Hubbard Estate Agents, we are based in Lowestoft and offer a full management service, leaving you with a stress-free booking process and providing your staff with a home from home experience.

We handpick properties based on our knowledge of the industry and our hands-on team of professionals leave no stone unturned when it comes to meeting your requirements, offering unrivalled customer service.

With a growing portfolio of properties in the region, we already work with several businesses and we have accommodation ready to go.

steve@sojoe.co.uk 01502 532020









Embarking on the house buying/selling journey can be quite daunting, but fret not! We are here to break down the process and provide you with bite-sized, crystal-clear explanations.

Thank you

for trusting us to be a part of your moving journey. We are always just a phone call away to answer any of your questions and ready for your next exciting adventure!

The Paul Hubbard Family

