

THE SELLERS' GUIDE



K E N S I N G T O N®

Finest Properties International



YOUR GUIDE TO SELLING WITH KENSINGTON FINEST PROPERTIES INTERNATIONAL

PREPARATION

SELLER

Selling a property starts with setting the right price. This includes arranging a property valuation to determine a competitive and realistic asking price.

Presentation is key. You should consider decluttering, deep cleaning, and minor repairs or enhancements that could improve your property's appeal and market value.

SELLER'S SOLICITOR

We recommend instructing a solicitor as early as possible to avoid delays. Early preparation of legal documents helps ensure a faster and smoother transaction

The solicitor will prepare the draft contract pack, title deeds, and Energy Performance Certificate (EPC).

Your solicitor will begin by conducting identity checks (KYC) and verifying ownership documents. They will also prepare the necessary paperwork for the sale, ensuring all legal requirements are met before the property is marketed.

KENSINGTON'S ROLE

At Kensington, we will guide you through the valuation process and provide expert advice on pricing strategy. Once you are ready to proceed, we will create high-quality marketing materials, including professional photography, video tours, and engaging descriptions to showcase your property in the best possible light. We will then list your property on leading platforms and leverage our exclusive network to attract qualified buyers. Once on the market, we will manage the viewings, provide feedback, and negotiate offers.

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OFFER

SELLER

Once a buyer expresses interest, we will present all offers to you and provide expert guidance on negotiation strategies. As a seller, you should carefully consider each offer, taking into account both the price and the buyer's financial position.

SELLER'S SOLICITOR

Your solicitor will step in once an offer is accepted. They will prepare the initial contract documents and gather the required legal information. They will also communicate with the buyer's solicitor to provide the necessary details.

KENSINGTON'S ROLE

At KENSINGTON, we manage the offer process efficiently, ensuring that only serious buyers proceed. We will act as the main point of communication between you and the buyer, ensuring that all offers are presented transparently and that you fully understand the terms. Once an offer is accepted, we will issue a Memorandum of Sale, confirming the key details of the transaction and the legal representatives of both parties.





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LEGAL PROCESS

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Stage 3

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EXCHANGE OF CONTRACT

SELLER

Once all legal queries have been resolved, you must sign the final contract prepared by your solicitor before the exchange.

When both parties are ready, contracts are exchanged via phone and the deposit is transferred from the buyer's solicitor to your solicitor.

Finally, you must agree on a completion date with the buyer, which will determine when the final balance is paid and the property changes ownership. This date is usually set for a few days or weeks after the exchange, depending on mutual agreement.

Since the sale becomes legally binding at this stage, you must ensure you are ready to vacate the property by the agreed completion date.

SELLER'S SOLICITOR

Your solicitor oversees the signing and exchange of contracts, ensuring that you have met all legal obligations before proceeding.

The exchange of contract is usually carried out through a recorded telephone conversation between both solicitors. The deposit is then transferred from the buyer's solicitor to your solicitor. From this point onward, you are legally committed to the sale. If you decide to withdraw after the exchange, you could be sued for breach of contract and may have to compensate the buyer for financial losses incurred.

KENSINGTON'S ROLE

KENSINGTON will ensure a smooth transition to this stage, keeping you informed and coordinating with all parties to prevent last-minute complications. We will ensure all parties are aligned and that there are no outstanding issues before contracts are exchanged. We will also keep you informed of the next steps leading up to completion day.





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COMPLETION

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On completion day, you must ensure that you have vacated the property and left it in the agreed condition. The keys should be handed over to us, as agreed beforehand, so we can handle the handover.

Your solicitor will receive the remaining balance from the buyer's solicitor and confirm that the sale has been finalised. Any outstanding mortgages or financial obligations will be settled, and the remaining proceeds will be transferred to your account.

SELLER'S SOLICITOR

Our solicitor receives the full purchase amount from the buyer's solicitor and confirms the receipt of funds. If you have an outstanding mortgage on the property, your solicitor ensures that the mortgage is repaid in full before releasing the remaining funds to you.

Once the funds are confirmed, your solicitor notifies you that the transaction is complete.

Your solicitor will send the Transfer Deed and any other relevant documents to the buyer's solicitor, officially completing the legal side of the transaction.

KENSINGTON'S ROLE

Once the payment is confirmed, your solicitor will notify us at KENSINGTON that the transaction is complete. We will then facilitate the exchange of keys and conclude the sale.

We are here to support you through every stage, making your property sale as stress-free as possible.

YOUR GUIDE TO BUYING WITH
KENSINGTON FINEST PROPERTIES INTERNATIONAL

CONGRATULATIONS,
YOU HAVE
SUCCESSFULLY SOLD
YOUR PROPERTY!



BUY

SELL



YOUR GUIDE TO SELLING WITH KENSINGTON FINEST PROPERTIES INTERNATIONAL

POST-SALE SUPPORT

At KENSINGTON, our service doesn't end at completion. If you require assistance with property transition matters, document retrieval, or introductions to relocation or reinvestment advisors, our team is here to help.

We also welcome your feedback and would be delighted to assist you again — whether buying, selling, or investing in the future.



A BREATH OF FRESH AIR

FOR THE PROPERTY MARKET



Our list of locations and all contact details
can be found here.



PROPERTY EXPERTS FOR LONDON

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