

Selling with Nested

Your Guide to a
Seamless Sale





What to Expect

Selling a property can be complex, but with careful preparation, open communication, and proactive responses to enquiries, you can achieve a successful and timely sale.

This guide outlines each step, helping you navigate from listing to completion smoothly.



Timeline to Completion

(From offer accepted, through to completion)



1

INSTRUCT SOLICITOR (DAY 1)

Once an offer is accepted, officially instruct a solicitor to handle the legal process (line-up a solicitor before listing).

They will initiate anti-money laundering (AML) checks and start preparing the draft contract (this is mandatory).

2

CONTRACT SENT TO BUYER (WEEK 1-2)

Your solicitor then gathers documents (e.g. Title Deeds, Property information form, Fittings and Contents Form).

A draft contract is then sent to the buyers solicitor.

3

BUYERS SURVEY & SEARCHES (WEEK 2-4)

The buyer arranges a survey and their solicitor conducts searches on the property.

Some delays may occur with local authorities.



4

RESPOND TO ENQUIRIES (WEEK 4-6)

Address any questions raised by the buyer's solicitor promptly, based on survey and search results, to avoid delays.

5

EXCHANGE CONTRACTS (WEEK 8-10)

Both parties sign and exchange contracts, confirming the sale.

The buyer's solicitor will then transfer the deposit to your solicitor, and once it is received, the contract exchange can take place.

6

COMPLETION DAY (WEEK 8-10)

On the agreed date, the buyers solicitor transfers funds.

Once the funds have been received by your solicitor, your sale is now complete!

Key handover follows. 🗝️

Please note: Some transactions complete more quickly, while others may take longer depending on factors like the buyer's mortgage process, local authority response times, or additional enquiries.



Kicking off the Process

Following the steps below early in the process will ensure you set yourself up for a seamless and stress-free conveyancing process. Your local agent will be with you every step of the way to keep you updated, and you can view your progress in the Nested App.



1



Choose an Agent

Select a knowledgeable estate agent with local expertise.

They will guide you on pricing, property preparation, and handle all aspects of the sale, including marketing and negotiations.

Choose someone you trust and feel comfortable communicating with.

2



Legal Preparation

As soon as you decide to sell, instruct a solicitor to handle the legal work.

Your solicitor will begin anti-money laundering (AML) checks and gather necessary documents, such as property title deeds, warranties, and building compliance certificates.

Early legal preparation ensures a smooth process once an offer is received.

3



Market the Property

Marketing is key to a successful sale.

Work with your agent to arrange high-quality professional photos and create a listing that showcases your property's best features.

Consider making small improvements to maximise appeal.



Key Steps to Completion

Kicking off most of the work early in the process will ensure the rest runs smoothly. The bulk of your work is done at this point but make sure you're in frequent contact with your solicitor and local Nested agent, to stay updated - remember, you can always view your progress in the app.



5



Negotiating Offers

Once offers start coming in, carefully review them with your agent.

Consider factors such as buyer's position (e.g., chain-free or mortgage in place), the offer amount, and the buyer's motivation. If needed, negotiate on price or terms before accepting the offer.

6



Respond Quickly

After accepting an offer, the buyer will typically arrange for a survey. Be prepared for the buyer's solicitor to raise questions or legal enquiries based on the survey results or property title.

Work closely with your solicitor to answer these queries promptly and thoroughly to avoid delays.

7



Agree Exchange Date

Once the buyer's survey and legal enquiries are satisfied, your solicitor will liaise with the buyer's solicitor to agree on an exchange date.

This is when both parties sign the contracts, and a deposit (usually 10%) is transferred to your solicitor.

