



**VENDORS  
& BUYERS**

HOME IS WHERE THE HEART IS

Buy | Sell | Invest

Experienced & Honest Estate Agent

# Welcome to Vendors And Buyers | VAB

Vendors and Buyers are an award-winning independent estate agent serving PO1 to PO11 locations in the south. We were established in 2018 taking the local market by storm with our client focused way of business.

In September 2021 after a troublesome previous year due to the Coronavirus pandemic, Vendors and Buyers opened our first state of the art office on the London Road in Cowplain.

Our dynamic team has the perfect mixture of passion and experience. We continue to lead the way with our FREE marketing service, advertising on every online portal, providing professional photography creating video walk through tours for those coming from further afield, drone footage, CAD floorplans and bespoke property brochures.

Our managing director Jo and her team have been determined since day one to change the way the industry is run, eliminating the stress, removing the unfavourable reputation estate agents have, and putting both our vendors and buyers interests before profit. Our fresh approach has led Jo to be a property spokesperson on the BBC both TV and radio.

It's a service industry - not a sales industry!



# Marketing



**“Tegan's presentation of the property was excellent**

JEAN DIGBY - 2021

- We believe everyone should have the same opportunity when selling their home.
- Marketing is not an extra way of making profit for us, it is a necessity and with that in mind we offer everything free of charge!
- We use the power of social media to strengthen and broaden our marketing potential. Utilising Facebook, Instagram and YouTube to promote each property far and wide.
- Our in-house photographer has 8 years professional property photography experience and has worked all over the UK. We have helpful photography preparation guides for vendors to follow detailing the best way to present each home.
- We create top of the range walk-through video tours for each property incase prospective buyers are further afield and are unable to attend multiple viewings.
- We use CAD floorplans, which are perfectly detailed including outbuildings, garages, summer houses and more. We include hallway and bathroom measurements as we believe these are just as important, when many don't.
- We display every new instruction in our striking shop window. Every window card displays the high res photographs and has a unique QR code for prospective buyers to scan and go direct to the property info.
- We supply and install eye catching, full colour 'FOR SALE' boards on every property, if of course you want us to.
- We produce unique property brochures for every instruction which are made available to download and view.

# Working with VAB



Our fully qualified photographer will attend your property alongside our sales team who will write up the specific details about your home. The appointment will take an hour to do photos, floorplan, video and drone!



We need your ID for GDPR and Anti-Money Laundering regulations. Although we do not tie you into a contract, there are just some T&C's to sign.



We will contact your chosen conveyancer who will prepare you legally to sell. VAB can get you some quotes from 3 local conveyancers if preferred.



We will prepare your marketing brochure, virtual video tour and online marketing information. You can review, preview, tell us you are happy and then we can go live!



We will advertise your property on Rightmove, Zoopla, Boomin, Movestreeets, Vebra & more. We will also promote your property on our Facebook and Instagram for more traction.



You will liaise with your conveyancer to decide an exchange and completion date with everyone in your chain. We will then meet you at your NEW HOME with the keys on your move in day!



We will replace your for-sale sign with a sold sign once you have accepted an offer. We will continue to work with your conveyancers step by step to ensure the sale goes smoothly.



Every offer we receive is offer checked meaning we will ask for proof of funds, AML documentation and a mortgage in principle to save time and give you the best options.



Every viewing will be done by a trusted member of our staff. Each member of staff will know your property and its potential thoroughly.



We will book viewings allowing at least 30 - minute slots for potential buyers to have a detailed tour of your property. We will inform you with 24 hours' notice and try and book viewings back to back.

# Preparing To Go To Market

What can you do to help speed up the process of moving house?

## Documentation

You can speed up the sales process dramatically by having all your documentation ready to send to your conveyancer. Often chains are held up due to things such as:  
Fensa certificates, building regulations, gas service certificate, EPC, probate not complete etc. If your property has been improved since you purchased it, please be proactive!

## Stay Local

Staying local when choosing a solicitor or conveyancer can save you a lot of time in the long run. The cheapest option isn't always the best option. Often online conveyancers are difficult to get a response from and do not have physical premises to visit when in need. We have a list of local recommended conveyancers who are tried, tested and trusted.

## Probate

If you are selling a property with probate, then we would recommend applying before instructing an agent. You can always have an idea of who to instruct however, it will save time if the process has already begun when we get involved. If you are selling a property with probate, then we would recommend applying before instructing an agent. You can always have an idea of who to instruct however, it will save time if the process has already begun when we get involved. Did you know you can save thousands of pounds doing this yourself? Speak with the team at [www.ukprobate.org](http://www.ukprobate.org) they are superb.

## Repair, Repair - Repair!

When you decide you want to sell your home, start to think about those odds and ends jobs that need sorting out. Painting over old leak marks, fixing broken tiles or re-glazing blown windows are small jobs that you can do to increase the value of your property. By not doing these jobs, you highlight flaws of the property and can potentially lower prospective buyers offers.

**An Excellent Service. from the valuation - the superb photos and presentation on line- the viewings and the communication through the legal process, everything went very smoothly.**

PATRICIA - AUGUST 2020





## Property Surveys

Property surveys are not essential but are highly recommended. They are carried out prior to exchanging and can help you avoid expensive surprises.



A condition survey is a detailed inspection of a building in order to establish its maintenance and repair condition at that time. Each building element is surveyed detailing its current state.



A home buyers report is a survey to find and document any problems in a property that could cause damage and need future repairs such as damp or subsidence.



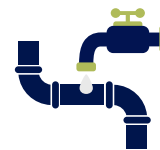
A full structural survey is the most detailed survey you can get and is highly recommended for peace of mind. It is a comprehensive survey that lists defects and gives repair and maintenance advice.

## Property Searches

These are completed by your solicitor. They work with the local authority and other organisations to find out any information about the property.



An environmental search provides details of the past uses of the land and whether any past uses of the land are likely to have caused any potential contamination of the land. It also outlines any flood risk or risk of subsidence.



A drainage search will be conducted with the regional water company to confirm the source of the property's water supply. It details how foul and surface water drain from the property and the location of any nearby drains or sewers.



A local search is a search of the local councils archives and records. It reveals a variety of useful information regarding a property. This includes roadways, planning permissions and applications and a vast amount of other things.



Vendors and Buyers are everything you wish you'd found before you went and employed a high street estate agent to sell your home!

Jo is passionate about property, about matching people to their future homes and deliberately affords you as a buyer longer than the standard 15-minute viewing slot of most agents.

Jo has taken time to get to know us, our little family and has been the only consistent professional party who kept on top of what's happening in the chain. Fabulous service.

'JENNIFER' AUGUST 30 2020



HOME IS WHERE THE HEART IS



**INSTRUCT VAB AS YOUR ESTATE AGENT**



**AGREE A PRICE AND DOWNLOAD OUR PREPPING MARKETING GUIDE**



**TEGAN WILL FLOORPLAN, PHOTOGRAPH, VIDEO & DRONE YOUR PROPERTY**

**JO RECORDS DETAILS OF PROPERTY AND TAKES ID FOR MONEY LAUNDERING**



**BROCHURE & WINDOW CARDS ARE MADE, WE PUSH THE BUTTON AND YOU GO LIVE**



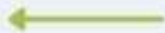
**PROSPECTIVE BUYERS LOOK ONLINE AND BOOK VIEWINGS**



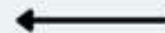
**ENJOY YOUR NEW HOME!**



**COMPLETION DAY!! KEY HANDOVER IS DONE**



**VAB CONTACT YOUR CONVEYANCER WHO WILL SEND YOUR THEIR INITIAL PAPERWORK**



**EXCHANGE OF CONTRACS TAKES PLACE**



**ANY ENQUIRIES MUST BE RAISED BEFORE YOU EXCHANGE**



**THE CHAIN TO LIAISE REGARDING EXCHANGE/ COMPLETION DATES**

# A Successful process with you every step of the way





# Successful Sale with VAB

step of the way



Extremely friendly and very professional. I would have absolutely no hesitation in using again and recommending, thank you for being so kind and thoughtful throughout this stressful time.

- Sandy Sep 2021

Jo is an exceptional estate agent and goes above and beyond the call of duty cannot recommend her highly enough.

She's just great would recommend anyone thinking of selling their property to use vendors and buyers.

- Caroline Dec 2019

Jo is so professional, efficient and genuinely cares about her customers. She went out of her way to accommodate me and my mother to buy our dream house. I would thoroughly recommend her to my family and friends.

- Tracey Aug 2020



# Checklist

- Repair damages to increase valuation
- Gather paperwork related to selling house
- Contact your agent for an appraisal
- Have ID and a 3 month Bill ready for agent
- Have evidence of source of funds available
- Download our 'Prep home for photos guide
- Tidy house for photos, hiding clutter
- Prep home for viewings
- Pass electrical and gas certificates to solicitor
- Help agent by sharing listing on social media
- Ensure solicitor has ordered searches
- Keep in contact with your agent/ solicitor
- Leave an honest review for your agent
- Tidy and clean home for your buyer
- Once sold redirect your post and sort bills
- Enjoy your new home



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