

THINKING ABOUT YOUR NEXT MOVE?

Read this before you view anything.

*A step by step guide for homeowners
who haven't started yet.*



mowatt.uk/buyers



Don't view before you're **ready**

- *The single most common mistake homeowners make. You view, you fall in love, and suddenly you're negotiating from the **weakest possible position**.*
- *Unappraised. Unmarketed. No AIP. **No leverage.***

Viewing is free. Falling in love before you're ready is expensive.

Get your home appraised first

- An appraisal **costs nothing and commits you to nothing**. But it tells you what your home is worth and what your equity position is.
- Without this number **you're guessing** at what you can afford next.
- At Mowatt we can appraise your home and **check our Matchlist for an immediate buyer match** before you commit to marketing.

02

Get your Agreement in Principle

- Take your equity figure to a mortgage adviser and confirm what you can borrow on top of it.
- Without an AIP any offer you make will be **subject to sale and subject to loan** – the weakest offer a seller can receive.
- With one, **you know your ceiling** and can move with confidence when the right property appears.

03

Get your property market-ready

- Sellers look hard at a buyer's position. An offer from someone whose property is **appraised, listed, and attracting viewings** is taken far more seriously.
- First impressions, photography, and presentation matter. **Don't rush to market** with a property that isn't ready.
- At Mowatt we can help you think through **the right sequencing** for your situation and the current market.

Now you can view **seriously**

- Once your property is appraised, your AIP is in place, and your home is on the market or close to it — **you are in a genuine position to offer.**
- When you find something you love you can **move decisively and negotiate from strength.**
- Don't assume there will be a closing date. If it's right, **instruct your solicitor to note interest and make an offer.**

Subject to sale: be transparent

- If your property isn't yet sold, your offer will be **subject to sale**. This must be declared. Some sellers accept it. Many won't, or will continue marketing.
- The closer you are to having your own sale agreed, **the more seriously your offer will be taken**.
- Agree a **mutually realistic Date of Entry**. Missives on your purchase can conclude well before that date – giving both sides legal certainty.

06

Have a financial fallback

- If your sale hasn't completed by your Date of Entry, **money still has to complete.** *You need a fallback.*
- A **bridging loan** is a short-term secured loan that completes your purchase while your sale concludes, then is repaid from your sale proceeds.
- **Speak to your mortgage adviser about this before you make any offer.** *Not after.*

Don't reach your Date of Entry without a financial fallback in place.