

A guide to selling your property

Grange
PROPERTY
MANAGEMENT

As selling a property can be very stressful, we have designed this guide to assist you with the process.



Are there any conditions if I want to sell my property?

In accordance with the covenants set out in the leases for the majority of retirement schemes under management, the resident is required to meet the age restriction. However in some cases a younger member of the resident's family may wish to purchase the property for their relative to occupy. In most instances, this is acceptable as long as the lease permits and the person living in the property is of the required age. The Scheme Manager or staff at head office will be able to give you all the details relevant to your individual scheme.

Do Grange offer a re-sales service?

Grange are partnered with Fifty5Plus who specialise in selling retirement properties and have an excellent track record. Since we partnered with Fifty5Plus in 2006, we have successfully sold a vast number of properties on behalf of leaseholders or their families throughout our portfolio of over 120 schemes.

Who will carry out the viewings of my property?

In most cases where there is a Scheme Manager the viewings will be carried out by them. The Scheme Manager is the best placed person to sell a property as they have first hand knowledge of the scheme and the services Grange offer leaseholders. They take a pride in the scheme and will always sell the positive reasons for purchasing a retirement property.

In addition to showing prospective purchasers the property, they will show them around the scheme giving a detailed explanation. As the Scheme Manager will have a sound knowledge of the local area, they will be able to give all the vital information which is important to the purchaser in respect of local amenities, including doctors' surgeries.

Part of Clarion Housing Group

How will I know when a viewing has taken place?

After each viewing the Scheme Manager completes a form which is immediately given to Fifty5Plus, who will in turn contact you straight away with any feedback. We are aware how important it is to keep you involved in the process and good communication is key.

Is the Scheme Manager involved in the negotiations?

The Scheme Manager is there purely to carry out viewings, promote your property and the scheme. All negotiations are carried out directly between Fifty5Plus and the clients.

Will it cost anything?

As with all estate agencies there is a fee. Fifty5Plus fees are in line with most high street estate agencies.

How do I arrange a valuation and what does this cost?

You can either contact your Scheme Manager or call Fifty5Plus on **01488 668655** or email: **enquiries@fifty5plus.com**

Fifty5Plus will carry out a free no obligation valuation of your property.

What is the process?

If you decide to put your property on the market Fifty5Plus will forward the Terms of Engagement direct to you. Once Fifty5Plus have received the signed copy back the property will be advertised.

Fifty5Plus will notify all prospective purchasers who they have on their data base.

When an offer has been accepted you will be sent the Memorandum of Sale from Fifty5Plus, this is copied to Grange head office and solicitors.



Please detach this form, for completion by the leaseholder or an authorised representative and return to the Scheme Manager.

Notification of Property sale enquiry:

Property address which enquiry relates to:

Leaseholder's name or authorised representative:

Leaseholder's authorised representatives correspondence address:

Contact telephone numbers & email address:

Daytime:

Evening:

Email:

Please note that some properties have a minimum occupancy age restriction which must be complied with. Details can be obtained from your lease, your Scheme Manager or Grange head office on 0845 330 3444.

We are committed to protecting your privacy. We will only use the information that we collect about you lawfully (in accordance with the Data Protection Act 1998).