

SAM SAVED £13,000 BY USING PURPLEBRICKS TO SELL HER 4 BED HOME

Samantha Hughes wanted to save money and retain control over her sale when she instructed Purplebricks to sell her four-bed detached home in stockbroker belt on the Surrey/Hampshire border.

“Like many I’d been attracted by the TV advertising which is amusing and has a message that appeals. I also liked the idea of being in control myself and being able to handle viewings and talk to prospective buyers,” she said.

In particular, the thought of paying just £849 in a one-off fee instead of the 1.5% commission on the sale price being demanded by her local high street agents appealed to her business sense.

Within a week of contacting Purplebricks, the valuation had been completed, pictures taken and the house was being advertised on major property portals as well as Purplebricks’ own site.

“It was so quick and easy. Everything was explained to us at every stage and the service we received couldn’t have been better. The Purplebricks Local Property Expert went through all the terms and conditions and we understood we were able to make our own choice over conveyances and viewing.

“We had viewing requests almost instantly. We loved the immediacy of everything and being able to manage our own viewing diary was a huge bonus. Being able to communicate with potential buyers was also helpful if anyone was running late or circumstances changes during the day. That control was something we never had before when selling a house.”

A phone app provided access to feedback left after viewings which helped ensure the property was offered at the right price and if there was anything that was putting potential buyers off.

The sale was completed seven months after the house went on the market and Sam was able to move to her new home in the South coast knowing she was £13,000 better off by not paying a percentage commission that local agents had asked for on the sale.

“One of the first people to visit bought the house. They weren’t in a position to make an offer initially and had to wait for their own home to sell. We received several offers which we allowed our Local Property Expert to handle and negotiate on our behalf. She achieved a figure we were all happy with.” The house eventually sold for £819,000.

“The experience we had was excellent from start to finish. We had had people coming up to us and asking what it was like to use Purplebricks. For us it was exactly what we wanted.

“We dealt with a real person who was local and our house was promoted on the internet which is where everyone looks these days. The process gave us control, everything was explained to us. We couldn’t have asked for more and we saved an awful lot of money. The greatest feeling was completing the seller’s pack and writing 0% estate agent fees on completion.”

ENDS