



Cooper Adams
AS GOOD AS OUR WORD

A guide to selling your home due to

job relocation



Welcome

Since 2004 we've been serving the people of West Sussex and we've helped scores of homeowners sell their homes and **relocate** due to **new career opportunities**.

If you're moving home for a new job, you've probably got a lot on your plate.

From selling your current home to finding another property, meeting your job contract start date, researching schools and local amenities in your new area, and much more. There's so much to consider.

By working with us, we hope to take some of that stress away. We've got the experience and know-how to sell your current home as quickly as possible and for a premium price. This ensures you can focus on your new job, settle into your new home, and start a new chapter in your life.

We have a proven track record of selling properties just like yours and we never underestimate how overwhelming a big move can feel, especially when a new job is involved. That's why you'll always receive a patient, polite and professional service should you decide to sell your home with us.

Our aim is always to help and guide you to make the best decision for you and your future.



Shaun Adams MNAEA
Managing director and owner
Cooper Adams

*Disclaimer: The information in this guide doesn't constitute legal advice.

Things to think about when relocating

We understand that when relocating for work, it's not just selling your home and finding a new property that you've got to think about.

Uprooting yourself and your family is a **BIG** decision. So, here are some things to think about before selling up.

Is it the right job for you?

Whether it's a completely new opportunity or a promotion, the first thing you really need to ask yourself is whether it's the right move for you.

Does the job suit your lifestyle? Your career goals? Can you see yourself settling into the new position and area? It's really important you consider all the options and speak to your loved ones before deciding to make the jump – after all, it might not just be you that's affected.

Also, in the new post-pandemic world of working from home, is relocation really necessary? Speak to your prospective employer to explore the options.

Relocating with kids

If you've got a family to consider, one of the first things you'll need to think about is schools or childcare. The Ofsted website is a great resource for finding schools. Always contact your preferred choice to see what their application criteria are.

In some places, you can apply directly to the school, in others you may have to apply via the local authority. Also, if you're moving during term time, applications may take significantly longer to be processed.

Remember, you'll need proof of your address to apply for a new school and if you haven't moved yet, that could be tricky. Check with the local authority to find out what documents you'll need.

Things to think about when relocating

What's the new area like?

Before committing to a new location, it's worth spending some time in the area to see if you really want to live there. Visit local high streets, grab a cup of coffee, enjoy a walk in a nearby park, and consider staying in a local Airbnb.

Take the time to see if you enjoy being in the area.

Familiarise yourself with local transport routes and commuting times so you can widen your property search area, if necessary.

Are you entitled to a relocation allowance?

While not mandatory, many employers offer prospective employees a relocation allowance to help with the costs of relocation. In fact, they can pay up to £8,000 tax-free.

How much they offer is totally down to the employer, but as a new employee, it's worth asking HR if this is something they can assist with.

Can you do a trial run?

A big move can feel very overwhelming, especially if you have a partner and/or kids to think about. It may be worth exploring the idea of a trial run. You could stay in temporary accommodation before making a permanent move, or perhaps live away from your family during the week and return home on weekends.

It's worth talking to your employer about this before you sign a new contract so they are aware of potential difficulties and can offer any assistance.

Get social

If a move is definitely on the cards, you might want to start building up a network in the new area. Facebook is great for finding local groups, especially if you're moving with a partner or kids and want to make new friends.

Connect with new colleagues. Having friends at work can make life a lot easier and if they live locally, they can offer great advice to help you get settled.

Steps to take before selling your home

Before you put your home on the market because of a new job, make sure of the following:

- You have a written job offer
- You and your employer are clear about start dates
- You have discussed the possibility of a relocation allowance with your employer

All done? Great. It's time to get your sale moving.

While we believe we're the best agents to sell your home, we want you to be sure of that, too. So, here are six tips to make the sale of your home a bit easier before you relocate.

Trust us

We're experts in all things property and have worked with many people in your situation.

You're probably spinning lots of plates getting things together for the new job: packing up, organising family, finding schools... that's why you need an agent you can trust.

We will provide a realistic valuation of your property so you know what you'll be able to afford in your new area. Also, while we can't promise a specific timescale, we will work hard to get your property sold as quickly as possible.

We'll seek feedback from buyers who have viewed your home, keeping you informed every step of the way. Trust us to get the sale done.

Prepare your property

Before putting your home on the market, you may need to spend a bit of money getting it ready. Properties that are presented without any glaring problems (such as cupboards coming off hinges, doors that won't shut, wobbly and broken paving stones) are more likely to catch a buyer's eye.

The better your home looks before sale, the more interest you're likely to get when it's on the market. Clear away clutter (kids' toys, heaving bookshelves and the like) and keep décor neutral. That way, buyers can really get a feel for your property.

Steps to take before selling your home

Time pressure

If you're just a few weeks away from starting the new job and your property still hasn't sold, keep calm, we'll get there.

Unfortunately, there's no such thing as a guaranteed quick sale. So, you may need a Plan B.

Can you afford to move into temporary accommodation before you commit to buying another property? Perhaps your employer will cover this cost?

Budget

There are lots of costs associated with selling a property. While agency fees and lawyers can be paid once a sale has completed, you may need to budget for some extra costs. These might include: removal companies, storage fees, home clearance, repairs (to the property prior to sale), and travel.

It's important to keep these costs in mind and prepare for them beforehand, so they don't cause you financial worries at the time.

Explore all your options

Sometimes, a job relocation doesn't necessarily mean you have to sell your current property. Have you explored all the other options? Perhaps you can afford to rent a property in your new location and let your home out. This saves you hassle and generates another income.

Renting out your property is a great option if you're not totally sure about the new job and want a Plan B. And if your new job is abroad, renting out your home instead of selling it can save a lot of money in the event things don't work out. Remember, if you want to return home and have a tenant in place, you may need to wait until their lease term is up.

Legalities

Make sure you have the right people in place to deal with the sale of your property. Start looking for a recommended conveyancer (we can help with this) before you put your property on the market, so you can move as fast as possible with any legal paperwork.

Your FAQs answered

Over the years that we've been helping people with relocating, we've been asked a lot of questions.

Here are the most frequently asked.

Is now the right time to move?

Only you will know this for sure. It's worth discussing your plans with friends and family and getting their opinion. We can give you a data-driven overview of the local property market, so you get a clear understanding of what's happening.

What taxes do I need to pay when moving?

If the property you are selling is your primary home, no capital gains tax will apply. Depending on the property you are buying, you might need to pay Stamp Duty. We would be happy to advise you on Stamp Duty thresholds, and we can introduce you to tax advisers if you wish.

We/I would like a quick sale. Are these cash buying companies trustworthy?

While we wouldn't criticise any of our colleagues in that sector of the home sale industry, we can say you'd get more for your property selling through an estate agent.

The price you would be offered by one of these companies reflects your need for speed and is usually significantly less than you'd get on the open market with professional marketing and area expertise.

Your FAQs answered

We/I need to achieve a certain amount for our property to fund our future. How will you help us achieve that sum?

The figure you have in mind needs to be realistic and achievable. While no estate agent can guarantee your home will sell for a certain amount, there are four fundamental factors involved in the process that influence the amount achieved. These are:

1. Location
2. Presentation
3. Agent
4. Strategy
5. Marketing

Is a house swap a possibility?

Theoretically, yes, but in our years of experience, it never happens. This is due to circumstances, changing minds, and finances. The chances of the person buying your home having a property that ticks all your boxes are tiny.

How will you ensure our sale progresses from an offer to a completed deal?

It's an excellent question. A large percentage of sales fall through due to several reasons, but one of the biggest is poor sales progression and a lack of ongoing communication by the selling agent.

We take a leaf out of everyone's favourite sci-fi character, Dr Who, to ensure you and your buyer are continually updated with any news. We've adapted his arch-enemies' mantra: 'Exterminate, exterminate, exterminate!' and put our own spin on it: 'Communicate, communicate, communicate!'

When it comes to selling properties, our experience shows you can never over-communicate to keep everyone in the picture. Also ask us about our Reservation Agreements which legally lock in the transaction at the start.

10-point checklist

Here's our 10-point checklist to help you prepare for a sale.

- Get valuations from two or three estate agents for valuations. Remember, seek evidence for any sale prices they provide. Don't just choose the agent with the highest valuation or cheapest fee. This is often a false economy.
- Instruct a conveyancing solicitor to handle the legalities of your sale.
- Start getting rid of the furniture and things you won't have room for. Charity shops, home clearance, and auction houses can help when having a major clear out.
- Get ahead with packing. Even though you may not have a move date yet, it's always worthwhile boxing up those items you don't use much.
- When you've accepted an offer and agreed a completion date, get quotes from different removal companies. Look for ones that come recommended and are fully insured.
- Start finishing the food in your freezer ahead of moving day.
- Remember to let all your bank, utility companies, insurance providers know and arrange to have your mail redirected.
- Start getting quotes for insurance on your new property starting from the date you are set to complete the move.
- The day before the move, create an essentials box with any items you might need quickly when you move in. Kettles, cups, and tea and coffee always come in handy.
- On the day of the move, keep any very important items or documents on you, such as medicines, passports, wallet/purse, keys, and glasses.

Want to talk to a professional?

If you'd like to delve in deeper to any of the topics in this guide, talk to us.

No obligation, and no pressure to proceed further than a conversation.

Who's number one?

YOU ARE.
AND WE
HAVEN'T
FORGOTTEN
THAT.

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