



TERMS OF BUSINESS FOR THE SALE OF RESIDENTIAL PROPERTY

We are required by the Estate Agents Act 1979 to advise you of the information below prior to receiving or confirming your instruction.

Sharpes Estates operate transparent fee options highlighted below. Should you wish for a bespoke structure such as a staggered commission rate then please contact our team to discuss.

Sole agency – 2% + VAT

This service is when you instruct Sharpes Estate Agents to the exclusion of all others. You will become liable to pay our fees if at any time unconditional contracts for the sale of a property are exchanged with a purchaser introduced by Sharpes, or by another agent or by any other person, including yourself; during the period of our sole agency, or with whom we had negotiations with about your property.

Multiple agency - 2.5% + VAT

This service is when you instruct Sharpes in addition to one or more other estate agent/s. You will become liable to pay our fees if at any time unconditional contracts for the sale of a property are exchanged with a purchaser introduced by Sharpes, or with whom we had negotiations with about your property.

Over asking price incentive/sealed bids

Our staff constantly aims to not only obtain the highest potential price once the asking price is established and the property is advertised, but also to set the bar even higher. Sharpes Estates' rigorous sales training and methodology have assisted numerous clients in achieving more than the asking price. Typically, this is accomplished by putting multiple purchasers in a position of negotiation and having them make offers for sealed bids. Our fees are £200 for every £1000 over the asking price that is obtained in negotiations for your property, and this will be added to your commission rate as specified in this contract should a sealed bid scenario or discussions result in a price that is higher than the asking price.

Online only service with local office exposure £1900 + VAT

When you choose Sharpes Estates to market your home on our online portals and as a window display in the local office of your choice, you are using this service. The marketing brochure, the floorplan, and the pictures will all be arranged by Sharpes Estates. The cost of an accompanied viewing is £50 + VAT for each two-hour period. Payment of fees is required in advance, and there is no refund. Upon successful completion, the £1900 + VAT paid for the online service will be subtracted from your total charge if you decide to upgrade to our sole agency service at any point.

Sales progression and administration

At Sharpes we have a dedicated Sales Progression Manager who will manage the transaction from point of sale through to completion. This includes liaising with all connected parties such as surveyors, solicitors, managing agents, mortgage brokers and other agents to ensure a smooth and time efficient transaction. For our online only service, the above is chargeable at 0.6% + VAT of the agreed sale price if requested.



Bespoke services: Some properties require a different marketing structure. Should you wish to discuss your individual requirements then please contact us to create a tailored package for you and your next property move. Sharpes can also assist with the purchase of your ongoing property wherever that may be in the UK. Once a suitable property is found contact the Sharpes team to discuss a negotiation strategy. Price available upon request.



Liability to pay our commission.

For the avoidance of any doubt, the phrase introduced by Sharpes; where used in these terms; shall refer to:

- i) any person or entity who has become aware of the relevant property because of any action taken by us, whether directly or indirectly. Such actions may include, without limitation:
- the erection of any sign board.
 - the preparation or distribution of particulars.
 - the publication of information about the property in any newspaper, on the internet (whether on our website or through any other website or portal and whether such site or portal is associated with our site or company or not) or in or through any other medium; and/or
 - any communications or correspondence (oral, written, or electronic between any person representing us or instructed by us and any other person or entity.
- ii) any person or entity with whom we have had negotiations or discussions about the property. even if such awareness or negotiations or discussions did not cause the exchange of contracts or purchase.