

First Class-Homes is a HYBRID Estate Agent.

Production Cost Fee £750 +VAT

- 50 high quality photographs.
- 3D Floorplan.
- Features and Benefits detailed description.
- Dedicated website page.
- Feature video with presenter if required.
- Unique property blog and Aerial Drone Photographs if required.
- Rightmove Listing
- Houeladder, Houseshop and other property portals
- Dedicated professional sales agent
- Personal Viewings using our staff
- Sales progression to Exchange of Contract
- Digital Marketing using Google Adwords, Bing, Facebook and mobile platforms.
- Regular weekly Analytics and follow up reports of searchers, viewers and enquirers
- Due diligence on prospective buyers, e.g. residential status, funding and history.

Sales Fee (on Exchange of contract)

- 0.75% of agreed sales price plus VAT
- Example 1: Sales Price £500,000 – fee £3,750+VAT
- Example 2: Sales Price £900,000 – fee £5,850+VAT
- Example 3: Sales Price £1.5 million – fee £11,250+VAT
- Invoiced to your solicitor on Day of Exchange of Contracts
- Payable at the time of Completion of Contracts by your solicitor.
- **Calculated on Sales price without Stamp duty**

Production Cost Setup Rebate

- On Completion of contracts, We rebate your original **Production Cost Setup Fee**
- It is deducted from the **Sales Fee**.
- Example 1 **Sales Price** £500,000 -Fee £3,750 minus £750 =£3,000 plus VAT

Effectively making your fee 0.6% We give you back your Production Cost Setup fee when we have sold your house.

Frequently Asked Questions

Fees and Payments

Q: Can I appoint First Class Homes if I have another agent?



*Yes. We have no problem in you having two agents. You must be aware of the terms and conditions of both which may mean paying two **Sales Commission fees** .*

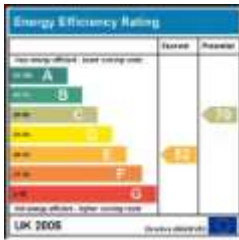
Q: What charges do you make apart from your Sales Commission fees?

Our charges are public. Comprising three parts



1. **Production Cost** Set up fee of £750 plus VAT
2. **Sales Commission** of 0.75% of agreed sales price plus VAT
3. **Production Cost Rebate**-We rebate your original Production Cost Fee

Q: Do I Have To Pay For An EPC?



*It is law that every home must have an **Energy Performance Certificate**. You can arrange one or we can arrange one via a certified EPC Agent. You pay them directly and the EPC is yours to keep.*

Q: Do I Have To Pay The Production Cost Fee Before You Do The Photographs, Video and Webpage?



Yes this enables us to carry out the production work immediately and we aim to have the photographs, video and webpages to you for approval within four working days.

Q: If I Sold My House Privately, Would I Have To Pay Your Fee?



Yes, you have to pay the fee, subject to our Terms and Conditions

Q: If I Cancel Our Agreement and Sell the Property To A Previous Viewer Do I Have To Pay?



Yes, this is contained in our Terms and Conditions

Q: Can I see a copy of your terms and conditions?

Yes, on request we will send you our Terms and Conditions, prior to any agreement.

Q: What Type Of Sales Agreement Do You Have?

*As we request a **Production Cost Set Up Fee**, and carry out the work, you are at liberty to cancel our agreement any time after the work has been carried out.*

Q: How Long Do I have to Stay With First Class Homes?

There is no minimum period. You can terminate our arrangement any time .

Media and Information**Q: Do I Own The Photographs ?**

We can send you copies of the photographs, which are copyrighted to us, at any time. If you wanted to use them with another agent we would provide the licence to use them for a small fee.

Q: Do I Own the video?

You can have a copy of the video at any time. We can send you a copy of the video, which is copyrighted to us. If you wanted to use it with another agent we would provide the licence to use it for a fee as this would mean de-branding it.

Q: Are floor plans and pictures included in my property details?



*Yes, Floor plans are designed using Metropix software or similar and photographs and video are created using various forms of media. These are included in our **Production Costs Setup** If you do not wish to proceed with First Class Homes, this media is available to you at a nominal charge. The EPC is yours to keep as EPC's are carried out and charged by independent EPC agents and you will have paid for it.*

Q: Do I Own The Property Description and Details?



Yes you can use the description for your own purposes

Q: Do You Provide A For Sale Board Outside My House?



Yes, this is your choice, whilst sales board are effective we respect your choice to not have one and will only provide one at your request. It is included as part of the Production Costs fee.

Experience and Qualifications

Q: What estate agency qualifications have you/your staff got?



University degree courses for Real Estate in the UK range from BA to BSc and primarily focus on commercial property. We look for skills and experience in the following areas of business: Ant-Money Laundering, Anti Bribery and Corruption, Competition Law, Contract Law, Data Protection and Cyber Security, General Data Protection Registration (GDPR), Fraud Awareness, Freedom of Information and Information Security, Record Keeping and Project Management. Since 1986 Our directors and associates have continuously sought to be at the forefront of business and law.

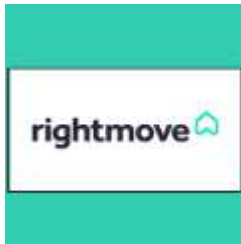
Q: Which redress scheme do you belong to?



We belong to the Property Redress Scheme.

Sales and Marketing

Q: Where will you advertise my property?



Initially your property is listed on Rightmove and other property portals. We also advertise selectively in Luxury Lifestyle Magazines in various areas of the UK and Overseas. Because this is a public document and for competitive reasons we would discuss the details of this during our initial meeting.

Q :How many similar properties have you sold and what prices did they sell for?



Since the company was formed in 1986 our parent company has been involved in selling Golf Villas, Commercial properties and residential properties between £500,000 and £4 Million.

Q: How long did they take to sell?



In one extreme case we sold a house for £680,000 in a week. It depends on the price range of the house. A house at £500,000 has more people looking than a house at £2 million. Each price range and location have a selective market, which we use for marketing purposes. Because this document is freely available, for competitive reasons we limit the details of how we do things and are happy to discuss the details in person.

Q: How many prospective buyers have you got looking in my price range?



Buyers fall into several categories. People who want to buy a house to live in, people who want to buy a house to visit now and again, people who want to buy a house and rent it out. We target sectors of the public who have significant capital. The list varies from 10 people to 50 people

Q: Will you accompany buyers on all the viewings?



Yes, There are no circumstances where we would not accompany a prospective buyer. Sometimes prospective buyers want a second, third or fourth viewing, each time requesting more detail and assurance. It is important that we are in control of that process..

Q: Do you do weekend and evening viewings?



Yes, We will accommodate the buyer and the seller in whatever way is convenient to both parties.

Q: How will you follow up with prospective buyers after they've viewed the property?



At a viewing we establish the level of interest. Sometime we can ascertain immediately there is no interest. If that is not the case, we telephone the prospective buyer the following day and confirm the level of interest, which is reported back to you immediately by telephone text or email and email. All records are available for you to look at any time.

Q: Do You Report Every Offer No Matter What It Is?



Yes, as soon as an offer is received we report it to you by email and also by telephone. We take a view that you want to know everything that is happening with your marketing, even if that offer is not within the range you may be expecting.

Q: How do you check that buyers can afford my property?



We carry out due diligence on buyers and sellers. Such as Government Land Registry documents and other certifiable documents. In the case of a buyer, we ask for their status during the initial registration of their interest. We check their residential status is as it is claimed to be by requesting documents that prove as much. If the prospective buyer states they are in a position buy or make an offer, we request proof of funds, which could be a mortgage offer or a letter of intent for their certified accountant.

-oOo-

If you have any other questions or require more details, please email sales@firstclass-homes.com