



A GUIDE TO MOVING HOME





Lorna Fairclough and Tony Weston have made their own wise move from rival estate agencies to run their own business. Their families have been close for many years, their children have grown up together and, between them, Lorna, who is managing director of Property Wise, and Tony, who is sales and marketing director, have over 20 years' experience in the trade.

Lorna holds the National Federation of Property Professionals accreditation, the highest vocational qualification available, and she is an Associate member of the Royal Institute of Chartered Surveyors. Lorna has worked on the Island for many years in sales and residential lettings in a senior position. Previously, she worked in trust and company formation and puts her knowledge of the finance industry to good use in her present role.

Tony has held senior positions in sales, marketing and advertising throughout his career. He has a wide knowledge of the Island and the industry and has built up tremendous client relationships.

Property Wise are Regulated by the Financial Services Authority and licensed by the Office of Fair Trading. They are also members of the National Association of Estate Agents and The Property Ombudsman for sales and lettings. Property Wise boast an eye catching logo and have created a user friendly website.

Although most of the company's business will be online, Property Wise has invested in three professional, welcoming offices, Village Walk, Onchan, Parliament Street, Ramsey and The Promenade, Port Erin, where clients are encouraged to call in to visit the team and discuss your property needs.





WHY CHOOSE propertywise.co.im

Honest and trustworthy

Property Wise has grown through our client's satisfaction and confidence in our level of experience, integrity and results.

Local presence

With the unique advantage of having experienced and qualified property professionals in each of our offices, you can be assured that all of your work will be handled by experts with a vast local knowledge.

No hidden costs

Our fee quotes are competitive and comprehensive. We make sure that everything is included so that there are no surprises as you proceed with your transaction. Instead we can help guide you through the process with a value for money service.

Buyers database

We manage a comprehensive database of buyers who have given us their search criteria and matching this with your property very often results in success.

Property browsing at a whole new level

We are the first Estate Agent on the Island to introduce 3D Floorplans and 3D Google Earth Maps.



Our floor plans are designed to present a clear and simple illustration of the layout of your property and they fulfill that task perfectly ... 3D floor plans build an impressive and realistic 'model' of the property.



propertywise.co.im
THE WISE MOVE

SELLING YOUR PROPERTY

As your local and independent estate agents, you can rely on us to offer you accurate, up-to-date and free valuations, indicative of current market conditions and in keeping with supply and demand in the area.

We offer a bespoke package tailored to each client's needs and once instructed, we are able to present your home in front of a huge audience of potential purchasers.

First impressions

High quality photographs will ensure that your property is presented in its best possible light.

Online marketing

All properties for sale are listed on Zoopla, Onthemarket and other leading property portals, our own website, www.propertywise.co.im ensuring the widest possible coverage.

Local knowledge

With over 20 years of experience of selling houses in the area, we can talk with absolute confidence about the locality and will share our knowledge with prospective purchasers.

Your Property

Your property can be showcased across our offices on our display boards.

Brochures

Our bespoke property brochures are handed out to every viewer, complete with floor-plan and an array of pictures.

For sale board

Our high quality for sale boards will help to raise the profile of your property with passers-by.

Viewings

All prospective purchasers are accompanied by a member of our experienced sales team and will be followed up and any valuable feedback reported to you.

Offers

All offers are vetted and you will be given all the information possible to make an informed decision.

Valuations

If you are thinking of selling and would like us to give you a free valuation then please contact any of our offices.





TOP TIPS FOR SELLING YOUR HOUSE

Selling your property quickly and gaining the best possible price is the priority for any prospective seller. The key to achieving this is to present your property to its best potential. This will help the buyer to connect with the property, to picture themselves in it and then to make that all important offer.

Our top tips for securing a quick sale are listed below:

Kerb appeal

People form an immediate opinion of a house based on how it looks when they see it from the outside. Maximise this opportunity by making the appearance of the house as attractive as possible. Ensure that your garden is kept tidy, it will look larger and in need of less maintenance than an untidy one. Put pots of flowers at your door to add a nice welcome. A fresh coat of paint can work wonders to improve the appearance of your front door and window sills.

De-clutter

People need to be able to imagine how the house would look with their possessions in it. To allow them to do this, you need to declutter, but not completely depersonalise. Make sure the interior of your home is free of clutter. Remove bulky furniture and clear out unwanted ornaments, books and toys.

Complete DIY jobs

Buyers do not want to buy a house which requires a lot of work done to it. And so it is important to carry out all the DIY jobs you have been putting off: change the lightbulbs, fix the gate, replace missing handles. You might even want to consider a fresh coat of paint throughout the house.

Pets

Buyers will love them, hate them, or be allergic to them so make sure that your pets are out of the house during viewings and ensure that you freshen up your home to remove any pet odours.

Viewing the property

If you are showing people around your home try to be as helpful as possible and answer all their questions truthfully. Give local Information about the community and transport and also any history about the property which will help people imagine what it would be like to live there. Give ideas about the potential of the property i.e. extending into the attic, and describe how others nearby may have done this.

Light and airy

Wall mirrors make a room look much bigger and lighter. Consider putting some up, especially in smaller rooms or hallways. Clean windows inside and out, and replace any broken light bulbs. Making the place feel light and airy makes rooms feel bigger and the property more attractive. Ensure that you have lamps on in any dark corners. Putting a soft lamp in the bathroom can create a warm glow.

HOMEBUYERS

10 STEP GUIDE

- 1) Obtain financial advice from a bank or financial advisor so you know what type of property you can afford to buy ☐
- 2) Find a property that suits your requirements, make an offer through the estate agent that arranged your viewing ☐
- 3) Acquire advocate quotes, choose an advocate, forward advocate details to the estate agent ideally within 48 hours of having an offer accepted ☐
- 4) Contact your financial advisor/mortgage provider to let them know you have found a property and provide all financial details required ☐
- 5) Instruct and pay your mortgage provider for the survey, follow up the survey and check the results, your mortgage offer should follow within a few days ☐
- 6) Contact your advocate and pay for the searches ☐
- 7) Once your mortgage offer is accepted and all legal questions are answered you will be able to agree dates for the exchange and completion of your property purchase ☐
- 8) Ensure you pay your deposit and make an appointment to sign all outstanding paperwork with your advocate including the contract. ☐
- 9) Exchange contracts and then arrange a completion date normally 2 weeks apart. ☐
- 10) You need to make arrangements to collect your keys either from the house you are buying or from the estate agent or advocate. Congratulations ☐

* IMPORTANT- Keep in touch with your financial advisor, advocate and estate agent, always return their calls asap and return documents when requested. Depending on your circumstances sales can take between 2 weeks and 3 months with the average for a first time buyer being 10-12 weeks.





propertywise.co.im
THE WISE MOVE

FIND YOUR PERFECT HOME

At Property Wise we pride ourselves on providing a first class customer service making you, the prospective purchaser, feel both important and confident in the way in which we help you secure the right property for your requirements. Our experienced and dedicated sales team will advise you step by step.

We can offer...

- A varied selection of properties to choose from in and around the area.
- Accompanied viewings of vacant properties arranged at mutually convenient times. Advice to people viewing property
- We offer support throughout the purchase process, should it be required, by liaising closely with the advocate involved in the transaction.
- Our Sales Team can recommend a number of Financial Advisors who will be able to offer you independent mortgage advice.

If you choose to sell your house as well as buy with us, we can provide you with further advice and support, helping to alleviate the stresses and strains that can occur at this time.

ADVICE TO PEOPLE BUYING PROPERTY

There are very few purchasers who buy the home of their dreams and do not want to change anything.

All too often when you view a property you see it as it is, not as what it could be. The best way to view a property is to use the viewing record page in this guide. List all the positive and negative points of the property and your feelings about it.

Then in your own time sit down and work out how much it will cost you to alter the property to your own tastes and requirements. The businesses featured in this guide are there to help you do this.

At the end of the day the choice is yours, however, there have been many property transformations which have taken a less than perfect property and turned it into a home anyone would be proud of.



Your isle of man law firm

legal expertise delivered by passionate people

Quinn Legal is a bold and approachable leading law firm based in Douglas, Isle of Man. Since their doors first opened in 2009, they have introduced a vibrant spirit and passionate legal expertise to a traditional legal market.

Offering property legal advice and administration services to individuals and businesses living, working and doing business on the Isle of Man, Quinn Legal delivers smart and imaginative solutions, separating it from other law firms.

With the Island's largest and most experienced property team, Quinn Legal prides itself on delivering exceptional client service. Its fearless approach to law has ensured that the firm attracts top legal talent and is able to offer its clients access to quality, trustworthy legal advice provided by some of the Island's most respected conveyancers, advocates and support staff.



When you choose Quinn Legal, you can be assured that you are not dealing with a faceless law firm. Patient listeners and communicators, their property team understand the stresses and strains that moving home can bring. With a key point of contact throughout your experience, you will be further supported by friendly and dependable client service staff.

Quinn Legal cares for its clients with respect and confidentiality. As they treat each client individually, you are guaranteed a helpful conveyancing experience tailored to your needs. You can be entirely confident with the property advice you receive from Quinn Legal. They have specialists trained and experienced in every aspect of buying and selling residential and commercial property. With over 150 years' experience in giving property advice, Quinn Legal's team handles property matters from start to finish and can assist with any issue or concern you may have.

For a complete overview of all the services available from the firm, please visit their website www.quinnlegal.im

Members of several legal associations and professional bodies which require the highest standards of legal advice, Quinn Legal is a trustworthy and accredited law firm. You will find a straight talking approach and the highest standards of legal service and expertise.



01624 665522



hello@quinnlegal.im



quinnlegal.im





Solutions not Problems...

Cains Gordon Bell is a long established legal practice. The business primarily operates from Ramsey and Peel to provide services for clients Island wide.

Their experienced team communicate openly, regularly and most importantly, in a straightforward manner to provide a cost effective and professional service. You will meet and know your point of contact throughout your involvement with them.

You can be entirely confident of the assistance you will receive from fully trained and experienced members of staff at all levels in this friendly and approachable business.

The Conveyancing Department has a great deal of experience in dealing with sales and purchases and related property matters in a proper and professional manner.

Paul Kinnin, Director, heads the Conveyancing Department dealing with business property and leases, boundary disputes, agricultural and domestic property.

The approachable Conveyancing Manager, Ian Scott, efficiently manages domestic sales and purchases, re-mortgages, leases and Vesting Assents, all the while maintaining a personal service.



Paul and Ian are supported by an experienced and helpful support team who are involved in the day to day running of client matters and can provide assistance and up to date information.

Cains Gordon Bell have a well-respected, knowledgeable Wills and Probate team. The extensive Wills Department headed by Michael Stratton, Director, produces Wills and Enduring Powers of Attorney to client instructions within a very reasonable time frame and accommodates the clients needs by organising home visits where required.

Probate Manager Steve Hall receives Worldwide referrals for applications for Probate in the Isle of Man and has extensive knowledge and experience in Estate Administration, Registration of Enduring Powers of Attorney and Court Applications for Receivership.

With Cains Gordon Bell you will find a straight talking approach and the highest standards of legal service and expertise.



CAINS GORDON BELL
ADVOCATES AND NOTARIES

Auckland Chambers, Auckland Terrace,
Ramsey, Isle of Man, IM8 1AF
Tel: 01624 811 311
Email: law@cainsgb.co.im
www.cainsgb.co.im



Let's Be Creative Together

There are many individual reasons for needing the services of an architect, maybe you are thinking of building a new home or perhaps you need a different room layout or extension in your existing home.

You may be a home owner or a business who is looking for specialist advice and guidance on how to make the best use of the space you already have.

Cornerstone Architects was formed in 1989 to focus on a broad spectrum of work ranging from large education, health and housing projects, private residences and much more.

They have grown to be one of the largest architectural practices on the island with a current team of seven and are also a member of (RIBA) Royal Institute of British Architects.

An architect should be involved from the earliest stages of your project, as they are able to offer you the benefit of their experience in deciding how to maximise the potential of your existing property or indeed, to propose ideas for the property you are about to purchase.

They will discuss your needs in detail and then produce a design scheme.



corner
stone
architects

79 Parliament Street,
Ramsey, IM8 1AQ
Tel: 01624 810 810
Email: rc@csarc.im
www.csarc.im

RIBA 

Once you have decided on the specific area of your home or business that requires attention, they will draw up the plans and submit these to the Local Authority for Planning and Building Regulations.

They have a tremendous amount of knowledge and experience in how these two processes work and know how to satisfy the very demanding and specific requirements of a Local Authority.

They will also prepare the full building specifications needed to obtain competitive prices from various building contractors.

You can also expect them to set out their professional relationship at the start of the commission to reflect your needs.

The objectives of their clients are met by professionalism and maintaining the highest standards of performance, efficiently and economically.

Whatever your building project, Cornerstone Architects is ready and willing to take your call.



Taking care of your every move

Corkill Removals and Storage are a Manx family owned and operated business which offers a highly professional and personal service.

Throughout their 80 years' experience, they have developed their service to make your removal run smoothly and expertly thus creating a successful move.

Whether you are moving locally, to the UK or internationally, they understand every customer expects an individual tailor made service. With their careful planning your move will be completed to your utmost satisfaction. With a highly skilled professionally trained workforce their services are second to none.

Their containerised storage facilities are the largest on the Island. Whether storing whilst relocating overseas or while waiting for your new property to be completed, their storage facilities are designed to keep your goods clean, dry and safe. They offer secure storage for household goods and personal items for both long and short term periods from £10 per week. Their storage facilities are fully protected by sophisticated externally monitored intruder and fire alarm systems along with CCTV coverage, making their "off-site" storage a "peace of mind" solution.

In addition they also offer an extensive range of quality packaging products that can be purchased in either small or large quantities.

For a free no obligation quotation contact:

Corkill Removals and Storage

Tel: +44(0)1624 675495

Email: info@corkillremovals.com

Web: www.corkillremovals.com



Your Home... Your Way

If you are looking for something a little bit different, unique even, then look no further than Island Kitchens.

Island Kitchens was established by Managing Director Kevin Murray in 2012. Working alongside him is their designer Allan Singleton. With over 30 years experience between them in the industry they have the right people in place to ensure each project is designed and managed to the highest standards.

Their designers and craftsmen work together to combine style and individuality with traditional skills and painstaking attention to detail.

Island Kitchens believe in teamwork with the most important player being you!

They only use highly skilled, reputable and experienced tradespeople to ensure that the finished product is up to the highest standards.

Whatever your choice, wood or painted, contemporary or traditional, metal, stone or glass, Island Kitchens will design an original layout that takes into account every aspect of space, light and function.

When you buy a kitchen from Island Kitchens you gain much more than an efficient workspace, you gain a room that is tailored to suit your lifestyle.

It will be tough enough to withstand almost anything you can throw at it, yet still come stylishly equipped to satisfy the most demanding cook.





They also offer a wide range of appliances to compliment your new kitchen from leading suppliers such as, Blanco, Merely Kitchens, Siemens and NEFF to name a few.

The company offer a free no obligation design and quotation service, they will visit you at your home and listen carefully to your requirements before giving their honest thoughts and ideas on how to achieve the most from your available space.

After the initial consultation they will draw up a design that will incorporate all your wishes, needs and specifications, as well as a quotation outlining your specified appliances, style and accessories.

They have a consultation area at their showroom where they can present and discuss the prepared design. This service is without obligation.

They are an honest, professional, run business, who thrive on making sure each and every one of their clients are delighted with their new kitchen.

As a result they benefit from many recommendations and referrals from satisfied clients.

Anyone looking to improve their new home should look no further than Island Kitchens.

In this world of mass production it is refreshing to find a company that reminds us that quality and service is still available and all at a price you can afford.

islandkitchens
KITCHENS • BATHROOMS • BEDROOMS

2 Orchard Walk, Bridson Street, Port Erin, Isle of Man, IM9 6AL

Tel: 01624 833 110 • Email: kevin@islandkitchens.im

www.islandkitchens.im

SIEMENS

BLANCO

Mereway Kitchens

NEFF
COOKING PASSION SINCE 1877



Quality, Service and Outstanding Value

There is no doubt that the decoration in any room can play a significant part in the impression you get when you first enter, however, it is the furniture and furnishings which will make a lasting impression. It is these items and where they are placed which can be so important.

There is also another consideration, these items must be functional and easy on the eye, whilst at the same time being comfortable and easy to use, which sometimes means that you will have to pay to get the quality you require.

Whilst that may be true of many places, it is certainly not true of SMS Trading who can be found on Parliament Street, Ramsey.

SMS Trading offer a variety of new and second hand furniture so you are sure to find something to suit your budget.

Established in February 2011, SMS Trading is a small family run business with many years experience in the furniture industry, the business has built up an enviable reputation for stocking high quality products at extremely realistic prices.

They base their reputation on providing quality, value and excellent customer service that they believe only comes from a locally run business.

As first impressions count, you will find a warm and friendly greeting as soon as you enter their showroom. The business believes wholeheartedly that the customer and their needs must always come first.



To satisfy the most demanding of needs, the business have a wide range of products in stock for their customers to choose from.

Because of the popularity of SMS Trading, you will also find that the stock turns around very quickly and they are well worth a regular visit to see what new items have arrived which may well tempt you.

Furniture stores abound and it would appear that we are spoilt for choice, however, if you are looking for a one stop shop which offers a wide range, very reasonable prices with a customer service to match plus local delivery across the island, then perhaps you should visit SMS Trading and discover the ideal solution.

SMS TRADING

29 Parliament Street, Ramsey,

Isle of Man, IM8 1AT

Tel: 01624 817 293

Email: smstrading2011@hotmail.co.uk

www.sms-trading.net



BUILDING CONTRACTORS, DAMP AND TIMBER SPECIALISTS

Finding a high quality, reliable, traditional building company can sometimes prove to be a difficult task. This can be made even more difficult if you are new to the area and do not know anyone.



Nigel Fairclough Ltd. come highly recommended and have a wide range of building services available. With over thirty five years experience in the building industry and using Isle of Man Government registered tradesmen, you can be assured of top quality workmanship.

Nigel Fairclough Ltd. are members of the Isle of Man Employers Federation, the Manx Accredited Construction Contractors Scheme and the Isle of Man Construction Federation.



They are also Sovereign Approved Contractors and bSure Accredited Asbestos Samplers.

Nigel Fairclough Ltd. services include:

- New Builds and Extensions
- Carpentry, Joinery and Glazing
- Bathroom and Kitchen Refurbishments
- Loft Conversions
- Damp and Timber Treatment
- Wet and Dry Rot Treatment
- Woodworm Treatment
- Chemical DPC
- Wall Tanking Systems
- uPVC Systems, Doors, Windows, Cladding, Fascias, Guttering etc..
- Traditional and Flat Roof Construction
- Hardwood, Softwood, Laminate and Vinyl Flooring

 www.facebook.com/nigelfaircloughltd/





For the home buyer they offer a specialist surveying service for:

- Damp and Timber Surveys
- Roof Surveys
- Remedial Building Surveys

All suitable and accepted by your mortgage lender.



Their experienced specialist surveyor and high specification up to date equipment, offer you peace of mind with your purchase.

Nigel Fairclough Ltd. offer full remedial work for your property and as Sovereign Approved Contractors they can offer you the Sovereign Chemicals Ltd guarantee with their work.

www.facebook.com/nigelfaircloughltd/



34 Royal Park, Ramsey, Isle of Man, IM8 3UF

Tel: 01624 814930 • Mobile: 07624 494540 • Email: nigelf.ltd@gmail.com

MOTORS & MOWERS

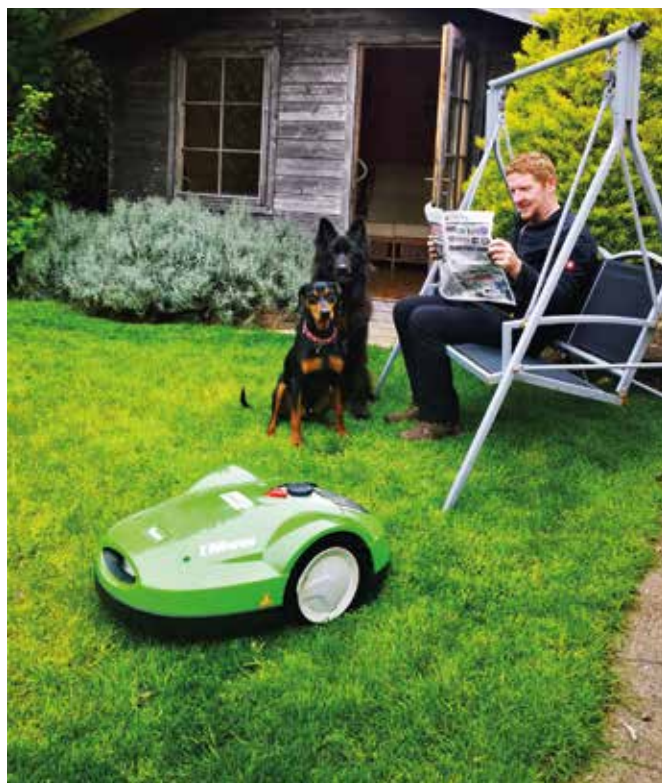
Established in 2004 by Barry Dawson, Motors & Mowers are a business with a wealth of knowledge and experience for all things forest and garden.

Located in Kirk Michael with free parking just outside the door, they are your leading supplier of tools and garden machinery.



They can supply, maintain and advise on all types of garden essentials.

Their showroom is fully loaded with garden and forestry equipment, from simple garden rakes and spades, clothing and PPE to mowers and chainsaws, you'll most certainly find what you are looking for at Motors & Mowers.



They are the main dealers for Stihl, Viking, Kubota, Polaris and Ariens machinery, with full manufactures warranty.

They are dedicated to providing their customers with the best garden equipment available today, coupled with what they consider to be the best after sales service throughout the area.



Station Road, Kirk Michael, Isle of Man, IM6 1AE

Tel: 01624 878 562 / 01624 878 767 • Email: motorsandmowers@manx.net • www.motorsandmowers.com



The business has experienced personnel, backed up by the latest technology and state of the art equipment to service and repair your machinery.

When you visit their showroom you will be greeted by friendly and enthusiastic staff, who will happily take the time to discuss your requirements and give you honest and reliable advice.

When you choose to buy from them they will repay your loyalty with an exclusive package aimed at giving you the very best of care.



If you are looking for quality garden equipment at the best prices but don't want to compromise on the after sales service, then Motors & Mowers will guarantee to fulfil your wishes.

They offer competitive prices, trade-in deals on your equipment, full after sales support with new and used products in stock.



COUNTRYSIDE MAINTENANCE LTD



Est 1991 by Barry Dawson Qualified Forester, Countryside Maintenance Ltd has been providing garden maintenance for many years and is your one stop shop for all of your tree, forestry, ground maintenance and gardening needs in the Isle of Man.

They offer a free and friendly initial meeting to establish your needs and a fixed price quotation so you'll always know where you stand.



Station Road, Kirk Michael, Isle of Man, IM6 1AE

Tel: 01624 878 562 / 01624 878 767 • Email: motorsandmowers@manx.net • www.motorsandmowers.com



The Welbeck Hotel

"No.1 Isle of Man Hotel on Tripadvisor 2013 - 2017"



CHECK IN, RELAX AND CHILL OUT...

When visiting the Isle of Man to buy property, The Welbeck has a range of spacious hotel rooms and self catering apartments. The George family welcome you to their award winning hotel.

The hotel is open throughout the year to help ensure your stay in the beautiful Isle of Man is both enjoyable and successful. Located in the centre of Douglas, this 3 star hotel offers a great choice of accommodation. They are perfectly located just off the centre of central promenade and have free wi-fi throughout as well as a lift to all floors. (Some stairs must be negotiated to access lift in apartments).

HOTEL ROOMS

- Standard Bedroom
- Deluxe Bedroom
- Family Room
- Wi-fi Internet
- Digital Television

APARTMENTS

- One or Two Bedroom
- Wi-fi Internet
- Digital Televisions
- Kitchenette
- Living Room / Dining Area
- Direct Dial Telephone
- Iron and Trouser Press
- Own Central Heating

RESTAURANT

- Breakfast
- Lunch (Sunday)
- Dinner
- Bar and Snacks

FACILITIES

- Fully Licensed Bar
- Wi-fi and Business Facilities
- Family facilities

w: www.welbeckhotel.com | e: mail@welbeckhotel.com

t: 01624 675663 | 13 - 17 Mona Drive | Off Central Promenade | Douglas | Isle of Man | IM2 4LF





your future is their focus...

Miracles Recruitment Limited is the longest established recruitment agency on the Isle of Man and has been providing high level Recruitment and HR Solutions for over 30 years to both employers and candidates on the Isle of Man. They are lucky to work in a beautiful place with a diverse and buoyant economy where employment opportunities are excellent and the Island is always seeking to attract skilled workers to its shores.

For those who are lucky enough to be relocating to the Isle of Man and seeking employment, Miracles Recruitment Limited can provide all the help you need to find that ideal position. They are in the enviable position of having excellent relationships with many employers of choice on the Island and work closely with their candidates to find the right role within the right company. In addition, they can provide access to their wide business network to ensure that you can source all the services, advice and help that you may need during your move.

Moving your business to the Island or looking to grow? All Miracles clients trust them to understand their businesses and the goals they have for the future. They pride themselves on bringing added value to the organisations they work with and assisting with everything from short term temporary solutions to high level strategic planning. Miracles Recruitment Limited can assist you in setting up your new Isle of Man base, building a local team and all the logistics that go with this.

Looking for that next challenge? Their qualified and experienced team are always on hand to provide guidance and support to anyone looking for the next move. They are available in their central Douglas offices and welcome anyone to call in and speak with them about their employment future or developmental requirements.



23A Duke Street, Douglas,
Isle of Man, IM1 2AZ
Tel: 01624 620 297
Email: mail@miracles.co.im
www.wefilleveryjob.com

SERVICES

General Recruitment
Temporary Recruitment
Executive Placements
Contract Placements
Search and Selection
HR Services
Relocation Support
Confidential Recruitment Advertising
Payroll Services
Pre-Employment Screening
Interview and Selection Support
Visa and Work Permit Guidance
Interview Techniques
Professional CV Writing

WHAT DO YOU NEED TO KNOW ABOUT THE SALES PROCESS?

The process of selling a property may to many appear complicated, lengthy and drawn out, however, the following paragraphs will help you to better understand what happens.

Before you take the decision to put your property on the market, you would be well advised to instruct an advocate or conveyancer to handle your conveyancing.

The majority of people will not speak to an advocate until they have received an offer, however this can have the effect of delaying the entire process.

When you have received and accepted an offer on your property, the buyers advocate will send a letter confirming that your buyer has mortgage approval in principle.

As part of the conveyancing process, you or your advocate may be asked questions about your property or you may be asked to produce documentation supporting any information you provide.

Your buyer's advocate will also commence the legal and local authority searches legally required for a sale.

These will confirm your legal right to sell the property which is called 'Evidence of Title' and will also confirm the boundaries of the property.

Once all the searches and other details have been agreed, a contract for the sale will be put together and will be exchanged, this is known as 'the exchange contracts.'

This is also the point at which a completion date will be arranged with the buyer.

On the agreed completion date, the appropriate funds will be transferred from the buyer's advocate to your advocate and when this has been confirmed you will pass over the property keys to your buyer.

Never hand over the keys until your advocate has told you that the transfer of funds has been completed.

You should never at any time attempt to conceal information and should answer any questions honestly and to the best of your knowledge.

Any communication must be through your advocate and your estate agent. Never communicate with your buyer's advocate or with your prospective buyer.

The process is involved and it needs to be if your best interests are to be safeguarded. Property Wise are here to help every step of the way.





WHAT COSTS CAN WE EXPECT IN THE SALE OR PURCHASE OF A RESIDENTIAL PROPERTY?

It is inevitable that when you buy or sell a property you will attract costs and you will find listed below the majority of those applicable.

The actual amounts will vary and are dependent upon the price of the property being sold or purchased.

Selling a Residential Property

Estate Agents Costs – These are calculated as a percentage of the sale price. When you first put your property onto the market, your agent will have agreed with you a percentage commission which would include all the marketing and advertising activity associated with selling and promoting your home.

Legal Costs – These are associated with all the work your Solicitor will carry out during the conveyancing process and will be agreed before you instruct them.

Purchasing a Residential Property

Deposit – Once again a variable, however, this is the amount your mortgage provider will require you to pay as a down payment in order to obtain your mortgage.

Mortgage Valuation/Survey – This is an area you need to think about as you have three options. Property Wise will be happy to recommend a local independent Surveyor to advise you further.

- The Valuation Report only covers the mortgage provider. It will not tell you about any structural defects or other problem areas which could undermine your investment.
- The HBSA is a more detailed report and whilst costing a little more does provide a much more in depth analysis of your proposed purchase.
- The Structural Survey is advised for older property or in areas where there are known problems, such as subsidence.

Property Wise will be happy to advise you.

Mortgage Booking/Application Fee – This is a fee levied by your mortgage broker for setting up the mortgage and acting on your behalf. The cost can vary, but will be identified at the start of the process.

Rateable Value and Rates Payable – It is advisable to make a note of the Rates Payable on a property that you are interested in as they vary from area to area. Property Wise will be able to get this information for you.

There may be other costs associated with the purchase of a property, however, the ones listed above are the major areas you should be aware of.

MOVING

CHECKLIST

Mobile phone provider	<input type="checkbox"/>
Broadband provider	<input type="checkbox"/>
Telephone provider	<input type="checkbox"/>
TV provider	<input type="checkbox"/>
Gas and electricity provider	<input type="checkbox"/>
Insurance provider	<input type="checkbox"/>
Credit card provider	<input type="checkbox"/>
Bank and/or building society	<input type="checkbox"/>
Pensions and investment provider	<input type="checkbox"/>
Loyalty cards	<input type="checkbox"/>
TV Licensing	<input type="checkbox"/>
Vehicle registration – DVLA	<input type="checkbox"/>
Drivers licence - DVLA	<input type="checkbox"/>
Inland revenue	<input type="checkbox"/>
Electoral roll	<input type="checkbox"/>
Doctor	<input type="checkbox"/>
Dentist	<input type="checkbox"/>
Optician	<input type="checkbox"/>
Vet	<input type="checkbox"/>
School	<input type="checkbox"/>
Nursery	<input type="checkbox"/>
Employer	<input type="checkbox"/>





BUDGET CHECKLIST

Buying your new home

Legal fees	£
Mortgage broker fee	£
LBTT (Land and Buildings Transaction Tax)	£
Deposit for mortgage	£
Arrangement fee to lender (if applicable)	£
Additional fees	£
Storage/removal company/ van hire	£
Bridging loan (if required)	£
Total cost of purchase	£

Anticipated monthly cost

Mortgage payment	£
Life insurance/income protection	£
Buildings and contents insurance	£
Rates payable	£
Total monthly property costs	£

Settling in costs

Repairs, alterations and decoration	£
Telephone/internet	£
Gardening	£
Fixtures and fittings	£
Furniture	£
Curtains and carpets	£
Total of settling in costs	£

NOTES

VIEWING APPOINTMENT RECORD

Date	Address	Price	Comments

This Guide to Moving Home has been prepared for PROPERTY WISE of Isle of Man by
GLARIC CONSULTANCY LIMITED, 58 Hove Road, Lytham St Annes, FY8 1XH
T: 0800 1303 556 E: glaric@aol.com W: www.glaric.com

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propertywise.co.im

THE WISE MOVE

ONCHAN

14b Village Walk,
Onchan,
Isle of Man,
IM3 4EB

PORT ERIN

Shop 3,
Balmoral Buildings,
Promenade, Port Erin,
Isle Of Man, IM9 6AG

RAMSEY

21 Parliament Street,
Ramsey,
Isle of Man,
IM8 1AS

01624 66 28 20 | info@propertywise.co.im | www.propertywise.co.im

