Reselling with Mayfield Villages

Our aim is to help you achieve the best possible price for your property with the least amount of stress.

When you come to sell your home, our team will ensure every effort is made to complete the sale as quickly and as efficiently as possible.

How do you sell?

There are two options for selling your property:

- You can instruct a traditional estate agent. All fees charged by the estate agent would be negotiated directly by you or your representative.
- Alternatively, you can instruct Mayfield Villages to act as the sales agent. The percentage of this sales agency fee is fixed as per your lease*.

*The percentage of the sales administration fee and the additional sales agency fee are detailed in your lease (VAT applicable). Please speak to your sales advisor for more information.

On all resales, as per the lease, a sale administration fee is payable on the achieved sale price or open market value, whichever is greater, regardless of whether Mayfield Villages are appointed as a sales agent or not. This covers the costs that Mayfield occurs in administering sales and explaining the Mayfield Villages retirement living concept to prospective buyers.

At any point during the sale process, should you wish to switch from us to an estate agent, that is entirely your prerogative and your choice that we will respect. Please note that the sales administration fee will remain payable in these circumstances, as this covers the costs that we incur for all resales. On some leases, the additional sales agency fee may still be applicable, please speak to your sales advisor for more information.

Why choose Mayfield Villages?

As you have already gone through the process of purchasing a Mayfield property, you are no doubt aware that Mayfield has a different idea of retirement. As well as stunning properties, the Mayfield Club and Mayfield Villages gives you a truly independent lifestyle in a beautiful and secure environment. With years of expertise in selling the Mayfield Villages offer, our sales team is fully trained to show your property to customers and explain the specifications; but they also take the prospective buyers around the village and explain the benefits of life at Mayfield.

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Resales Process

MAYFIELD
•VILLAGES•

Step 1

Valuation of your property by the Regional Director of Sales. This valuation will be based on current market conditions in addition to the values achieved by the Mayfield village for other resale properties.

Step 2

The Sales Team will send you the acknowledgement of instruction and the sole agency agreement for you to sign. They will also go through the terms of your lease and will give you advice on how to prepare your property for viewings. Once the form is returned and signed, Mayfield Villages will start marketing the property.

Step 3

Prior to marketing we will advise you on how best to present your property to generate the optimum price in a timely manner. We have a number of services available from cleaning and decorating to property clearance. We can help getting quotes for any necessary work and organise contractors on your behalf.

Step 4

A draft of the property brochure will be sent to you for approval for your reference. Please note that an Energy Performance Certificate will be required for this document. If one is available on the national register, we will provide it. Otherwise we can instruct one on your behalf. The cost of which we will inform you.

Step 5

Whilst the property is being marketed and shown to prospective buyers, the sales team will regularly keep you updated on the following:

- Feedback from viewings
- Ongoing marketing activity

Regardless of the above, the sales team will send you a weekly email stating:

- Incoming calls to the village
- Information pack sent/given for their property
- Visits (first and revisits) to the village
- Feedback on viewings of your property

For all offers received, your sales team will contact you directly and will confirm the offer in writing.

Step 6

If the offer is acceptable to you, we will confirm the sale to all parties.

Step 7

Schedule 10 of the lease should be sent from your solicitor to us, to notify us of your intention to sell your property. The Mayfield Board will decide whether Mayfield Villages wish to exercise their right of pre-emption.

Step 8

The Sales Team will keep you updated on the progress of the sale up to legal completion.