

Buyer's Guide

Finding and buying a new home or investment property can be a daunting and stressful experience, however at Westways we pride ourselves on making the process as simple and pleasurable as possible.

The Westways sales negotiators have decades of experience helping to match buyers to their perfect home. The team are used to dealing with everyone from first time buyers to seasoned investors and can provide as much guidance and hand-holding as you need.

As experts in our patch, we pride ourselves on keeping up to date with sales and new listings in the local area, as well as the latest property hotspots and trends. Even if you are just starting your search, pop into our office for a coffee and a chat about your requirements.

Highly recommended!

My property search took me all over London and across most agencies, however Westways were the most professional, patient and helpful. Westways rallied around my property purchase process - acting on behalf of the seller and the buyer in a seamless manner! A very highly recommended agency.

Neil



Very approachable!

Being a first time buyer, I really appreciated all your support as you were invaluable in guiding me through the process. You were very approachable, and I felt like you were on my team.

Arti



Buying a property with Westways

Registration

Enter your details at www.westways.co.uk, email, phone or drop into our office. This allows you to be kept up to date as soon as new properties come onto the market via email, post or telephone. The My Westways section of our website allows applicants to save searches and receive email alerts as soon as matching properties come onto the market. Registered applicants can log in, edit requirements and unsubscribe at any time.

Viewings

To book a viewing, simply get in touch with our sales team who will organise a convenient appointment. Our office is open 6 days a week, from 9AM to 6PM Monday to Friday and on Saturdays from 10AM to 4PM. However, we know that work and other commitments may mean that you wish to view properties outside these hours and we will always do our best to accommodate you.

Found a property?

Once you have found the right property and are ready to make an offer we will put this forward to the vendor and commence negotiations. Any offer at this stage is subject to contract and there is no obligation for either buyer or seller until contracts are exchanged.

Offer

By the time an offer is accepted, you should have appointed a solicitor, however we can recommend one if required. A draft contract will be drawn up by the seller's solicitor and sent to your solicitor for approval and the local authority searches applied for.

Mortgage

While your solicitor carries out the conveyancing work, it is advisable for non-cash buyers to instruct your mortgage broker/bank/building society to proceed with the mortgage application and arrange for the survey to be carried out on behalf of the lender. You will then be provided with an appraisal of the property and any serious defects highlighted.

Exchange

Once your mortgage offer is in place, and your solicitor has raised and received satisfactory answers to their enquiries and the contract has been approved, you are almost ready to exchange contracts. You will need to arrange for a deposit (usually 10% of the purchase price) to be paid into your solicitors' clients account. A completion date is now finalised.

Completion

This will be on a mutually agreed date, usually several days or weeks from exchange of contracts. On this day the balance of the money will be transferred from your solicitor to the seller's solicitor. Once received and completion is confirmed you may then arrange to pick up your keys (and champagne!) from us.