

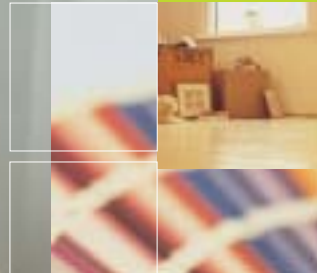
Countrywide

part exchange  
solutions

## adding solutions to the sales process



...a comprehensive service  
for house builders





part exchange  
solutions

...a comprehensive service  
for house builders



## market appraisal & report

Before making an offer you need to know with confidence that the property is saleable, how long the sale will take and most importantly how much it is worth. We provide a comprehensive appraisal of value, details of comparable local properties, suggested asking price and an anticipated marketing period.

We put you in a position to make an offer within five working days of our receipt of the part exchange application.

## choosing the right estate agent

We always choose the most suitable agent. We constantly monitor the agent's performance of time to sell and price achieved. Our choice of agent reflects their historic achievement as well as our current experience of their performance.

## marketing the property

We insist on the widest market coverage and ensure the agent sustains his efforts throughout the marketing campaign. We keep in regular contact with the agent to find out how many viewings have taken place and what comments prospective purchasers have made. We make sure that the property is regularly advertised and provide you with timely, researched and relevant recommendations.

## property visits

To achieve an early sale the property must always be presented in the best possible light. We monitor the condition of the property and require the agent to conduct weekly inspections once the property is vacant.

## maintaining vacant property

Once vacant a property can rapidly deteriorate. After draining down the water systems we provide regular garden upkeep, and where necessary periodic cleans, removal of unsolicited mail and decoration.



## offers

Once an offer has been accepted we press for an early exchange of contracts and completion. We liaise with the agents, solicitors, surveyors and the finance provider to ensure that everyone is working towards the target date.

## management information

A dedicated account contact will be assigned to manage your part exchange programme providing you with up to the minute information on sales progression electronically or in hard copy format and we will attend face to face reviews to ensure that effective communication is always maintained.

## invoice processing

To reduce your administrative burden we discharge all third party supplier invoices where these have been engaged on your behalf.



## site presentation solutions

We deliver a one-stop service for all site maintenance requirements, with a consistent service regardless of location, ensuring a fast response and adherence to a pre-agreed specification of works tailored to meet your needs. We work to a fixed price menu of services accessed via a single point of contact, delivering cost efficiencies through volume leverage with our national contractor panel.



### build cleans

Our build clean service provides a comprehensive hand over to your sales department or customer care department covering both internal and external areas.

### sparkle cleans

We undertake sparkle cleans for your sales suite, show homes and apartments as well as stock units, ensuring optimum presentation is maintained at all times.

### internal communal areas

We carry out extensive cleans of all internal communal areas.

## external presentation

We provide maintenance of soft landscaping in sales areas and stock units to ensure positive first impressions are maintained. In addition regular garden upkeep is provided to ensure that all external areas are maintained in pristine condition.

Regular cleaning down of all site signage is part of our service and we report the need for replacements as and when any signage approaches the end of its serviceable life.

### snagging

We will undertake post completion snagging works in accordance with an agreed schedule of works

### tax administration

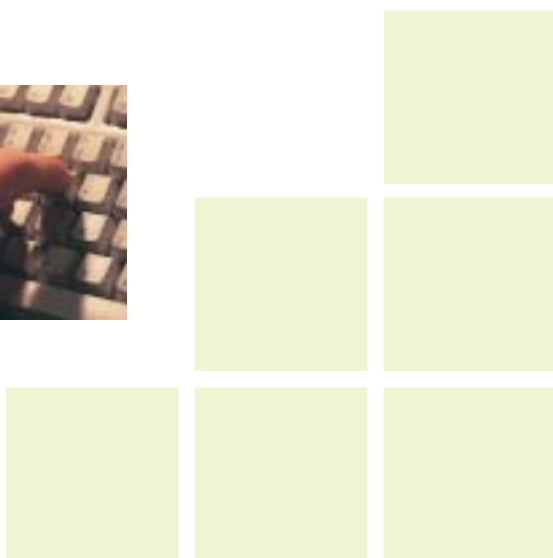
We are an Inland Revenue CIS 5 Registered Contractor.



## part exchange solutions

Part Exchange programmes are now an established and effective sales tool for house builders, significantly reducing the time taken to sell new units. Part Exchange also serves as a major incentive for purchasers in an increasingly competitive market.

We support your Part Exchange programme, reduce your financial exposure and of course sell your part exchange property at the optimum price. We strive to exceed your expectation through a bespoke service with emphasis on superior customer care



## site presentation solutions

Well presented show homes, completed units and external areas are key contributory factors to faster sales in a competitive market. We take responsibility for site presentation, delivering high quality maintenance and cleaning services on time every time throughout the UK.

To complement this service we undertake post completion snagging to support your after sales customer service department.

### about us

Countrywide Part Exchange Solutions is part of Countrywide plc the UK's largest estate agency and financial services Group. Based in Weybridge in Surrey we have been delivering part exchange services since 1990.

Countrywide

**part exchange  
solutions**

## want to know more about part exchange and site presentation services?

Telephone: 01932 830654  
Email: [mike.spencer@cwcps.co.uk](mailto:mike.spencer@cwcps.co.uk)  
Fax: 01932 855810  
Web: [www.cwcps.co.uk](http://www.cwcps.co.uk)

### **Countrywide part exchange solutions**

Waterloo House  
40 Baker Street  
Weybridge  
Surrey  
KT13 8AR

Countrywide Part Exchange Solutions is a division of Countrywide Corporate Property Services Limited a subsidiary of Countrywide PLC.

Registered Office: Waterloo House, 40 Baker Street, Weybridge, Surrey KT13 8AR

Registered in England No. 5257193