

realising  
value



...the effective way  
to manage the sale of  
repossessed properties



## our specialisation

**Marketing repossessed properties is a specialised business demanding expert property management and sales skills from pre-possession through to completion.**

**We provide a comprehensive marketing service focused on achieving the very best price as quickly as possible in the most cost-effective way for our clients.**

**We service all sectors of the lending market; providing tailor made solutions both to clients with in house management teams and those with no specific “in house” resource, always matching service with need.**

## possession of the property

- Full pre-possession liaison service.
- Experienced contractor teams instructed to attend at possession.
- Works tailored to individual client requirements, normally lock change, drain down, cleaning, garden works and rubbish clearance.
- Confirmation of possession sent on day.
- Within 48 hours of possession a comprehensive maintenance report is prepared including digital photographs and full chattels inventory.

## valuing your property

- Valuation surveyor appointed from our own or client designated panel on day of possession.
- Provision of a range of valuations including market value, projected market value and recommended asking price
- Specialist reports instructed where required i.e. structural engineers, timber and damp reports etc.
- Valuers are required to adhere to strict turnaround times.

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## choosing the right estate agent

We choose the best local estate agent to market your property to ensure:

- Detailed knowledge of local residential markets across the UK.
- The suitability of the estate agent based upon the type of property, agent's performance and the coverage provided by the agent's local branch.
- Constant monitoring of estate agents, recording their performance against key criteria.

## marketing your property

- Throughout the marketing campaign, we keep you informed of progress and make recommendations to advance the sale of the property.
- We contact estate agents every week to make sure that the property is being given the widest possible exposure to the market.
- Estate agents provide us with the following written reports:
  - Number of viewings
  - Prospective purchaser's comments
  - Placement of advertisements & results
  - Local market conditions
  - Comparable local property sales
  - Asking price recommendations

## property visit programme

- It is important that we monitor the condition of your property throughout the marketing campaign.
- We will make sure that the agent visits the property weekly after it has become vacant.
- Independent "mystery buyer" schedules can be arranged.

## maintaining your property

It is our responsibility to maintain your property once it has become vacant. We will, where applicable:

- Maintain the gardens.
- Clean the properties.
- Remove any junk mail.
- Attend to any emergency maintenance or security issues.

## driving the sale

- Once a sale has been agreed it is our responsibility to ensure exchange of contracts and completion are achieved as quickly as possible.
- Our account team will liaise with the estate agents, surveyors and solicitors.
- We will chase the mortgage and conveyance process to minimise delays.



**expert attention from  
pre-possession to  
completion**

## management information

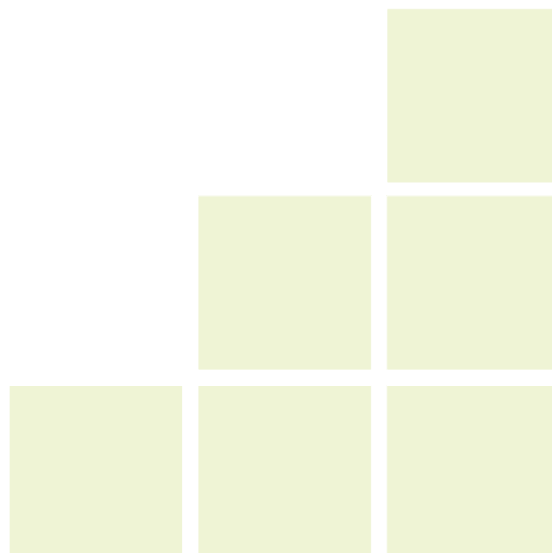
- We provide you with pertinent management information tailored to your needs.
- Electronic and hard copy management information is complemented by face to face reviews.
- Reports include individual caseload summaries and consolidated overviews of your portfolio, incorporating:
  - Current asking price
  - Recommended asking price
  - Number of viewings
  - Offers received
  - Details of advertising
  - Property condition
  - Viewers comments
  - Market observations
  - Key event reports

## invoice processing

- Our accounting services will reduce your administrative burden and audit trail.
- We pay third party invoices on your behalf.
- Expenditure reports and reconciliations are provided for your records.

## services to complement an 'in-house' team

- All services fit with specialised in house teams offering you a service that is designed to work with your existing operation.
- We provide accurate market analysis of local market conditions and expert marketing recommendations.
- We have an in house contractor management operation - Countrywide Property Care delivering a full maintenance and emergency service.
- As a consequence of the volume of repossessed properties that we sell each year, we are able to pass on the benefit of our service agreements and volume discounts to you, regardless of whether you wish to purchase our full management service.

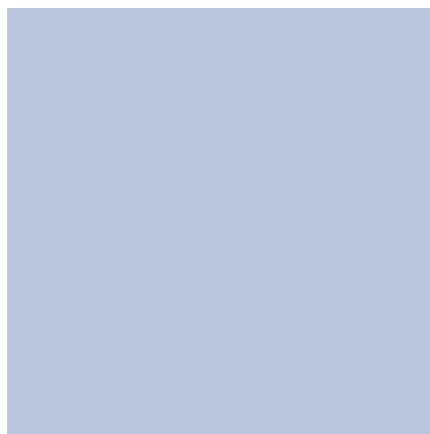


## about us

Countrywide Repossession 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 repossession services since 1990.



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pre-possession to  
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Countrywide

**repossession  
solutions**

## want to know more about repossession solutions?

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### **Countrywide repossession solutions**

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