

Seller Guide

A step by step guide and tips for selling property in the UAE



ASCOT & Co.

REAL ESTATE

Meet your agent

Get in touch with us by registering your information on our website www.ascotandco.com, visiting our office in Motor City or calling +971 4 885 1848 to talk through your property and have an agent assigned to support you. To get started, we require a signed copy of our agency agreement, a copy of your passport, title deeds, floor plans (if possible) and access to your property.



Value your property

One of our qualified and experienced agents will visit your property to conduct a market appraisal to ensure its accurate valuation.



Prepare your property

In order to get the most value from your property, we will advise you on how best to present it to make a great impression on potential buyers. This could include any touch-ups, re-painting, gardening and clearing out of the rooms. This will help our photographer to capture the best images of your property to share with buyers.



Market your property

We will take care of the marketing of your property, including sharing it on our website, social media profiles and on a number of online property portals. We will also use traditional marketing methods to maximise exposure and leads. Our agents are experienced and will work to sell your property to investors and buyers who could be a good match.



Buyer viewings

Our agents will arrange viewings at your property at times that are suitable for both buyer and seller and will continue to schedule these until the perfect match has been found. We always accompany the buyers when they are viewing the property.



Review offers

The offers will come from the buyer in writing by email and will be accompanied with bank pre-approval. Our agents will discuss the offers with you to achieve the best agreement. Once you have accepted the buyer's offer, you must both sign the necessary sales contracts as prepared by the agent. Then we will collect the deposit from the buyer.



Payment transfer

For cash transactions:

Both buyer and seller must apply for an NOC either online or at the developer's office depending on the developer's requirements. This process takes 2 - 7 working days. Following this, the transfer can be completed at the Dubai Land Department.

For financed transactions:

A property valuation by an independent valuer will be initiated by the bank, and upon receipt of the valuation the bank will issue the offer letter. If required, the seller's bank will settle your outstanding loan. After this both seller and buyer can apply for an NOC either online or at the developer's office depending on the developer's requirements, which takes 2 - 7 working days. Following this, the transfer can be completed at the Dubai Land Department.



Time to hand over the keys!

Congratulations - the papers will be exchanged and your property sale is complete.

To view our current listings and to register your interest, please visit www.ascotandco.com