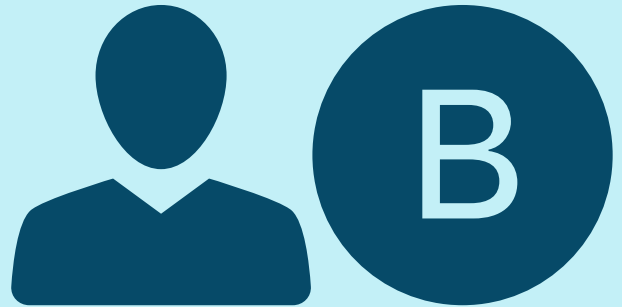


Which buyer would you sell your property to?



- Spoken to "own broker" - usually family friend
- Does not have an AIP
- Has not chosen a solicitor
- Unsure what they can borrow



- Spoken to a broker known and trusted by estate agent
- Has an Agreement in Principle
- Account open with solicitor already
- Knows their exact budget



Be financially and legally prepared