

Selling Your Property

Introduction

The following factsheet provides details of some useful information if you are looking to sell your empty property.

Helpful tips

If you decide to sell your property you have a number of options available. Selling an empty property is in many ways similar to selling an occupied one. The main difference is the people who will be interested in

purchasing it. You may wish to consider estate agents, or auctioneers who specialise in selling properties to developers or potential landlords.

You could sell your property on the Open Market. If you choose this option once again choose an estate agent carefully. The National Association of Estate Agents (NAEA) (www.naea.co.uk 0845 250 6001) ensures that members adhere to a set of professional and legislative standards.

You may wish to sell your home on the internet. If you do there are certain sites which will specialise in properties requiring renovation.

Property auctions

Another option is to sell your home at Auction. Selling your property at an auction can be a quick and easy way. The benefit is that they have a targeted audience of developers, cash buyers, portfolio holders and investors.

Choosing the right auctioneer is important as they may specialise in different things like listed buildings, farm land or properties for renovation. The seller is usually required to pay a

fee covering a proportion of marketing the property and running the auction. Even if the property is not sold the auctioneers will normally take a commission from the seller in a similar way to an estate agent. The National Association of Valuers and Auctioneers (NAVA) (www.nava.org.uk) provides details of the process and Auctioneers registered with them,

