



HOW SHOULD YOU...

SELL YOUR PROPERTY?

When deciding to sell, many people think that the first step is choosing the right Estate Agent to market their home and give little thought to HOW they might sell their property.

In the UK there are three main ways to sell a property:

- 1. Private Treaty** - Traditional method, usually through an Estate Agent. The agreement for the sale of a property at a price negotiated directly between the vendor and purchaser or their agents.
- 2. Private Tender** - A property is marketed for sale with or without a guide price and there is a deadline for all offers. Anyone interested in purchasing the property would place an offer to the vendor's agent, before the deadline. The vendor is presented with all of the offers, which are confidential, to be considered on the day of the sale.
- 3. Auction** - A public sale in which properties are sold to the highest bidder.

For those people who have dismissed Auctions as a method of selling their property, there might be things that you would want to consider.

Auctioning a property is not the usual option for many property owners as they assume auctions are for run down properties, the sale of land and are just for investors only. However, auctions can be a very effective way to sell your home, as you make the buying community aware that you are committed to making an immediate sale. All property types can be, and are, sold via online auction and through traditional auction houses.

Auctions work particularly well if your house is unique or has unusual qualities or might be in a location where buyers would be prepared to compete for it. Properties that require renovation or have the potential to add value, generally sell well at auction.

If a property has been difficult or slow to sell for whatever reason, then auction could offer a quick and simple selling method.

Often properties achieve a sale above the guide price and sometimes the result can be better than that which might have been achieved by private treaty.

The main advantage to sellers at Auction is that the marketing and viewing activity are usually condensed into four weeks. Once the hammer falls on the auction day, contracts are exchanged and the purchaser is legally committed to the purchase of your property.

For more information on selling at Auction or RF&O's Auction services please do not hesitate to contact us.

I hope you enjoy reading our newsletter and find it both informative and useful.

These articles are designed for people who have an interest in the residential property market in and around the Alfreton and Ripley areas.

We are a local, family run estate agency, passionate about property and our local area.

If you have any questions regarding the information in this article, property investment, lettings or management please feel free to contact me. I am always happy to help.



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The Gardening Season has arrived...

but will a well-kept garden add any value to your property... or would you be better off just lying on your sun lounger, watching the weeds grow?

If you are thinking of investing in a property, particularly at this time of year, you might want to think about the financial benefit a garden might bring, and consider the question - does the outside space around our home actually add any value to our property?

There is a general consensus amongst property professionals that in today's property market an outside entertaining area can add as much as 20% to the value of your property... and you may be able to increase the value of your plot, by just making sure that the outside space is kept neat, tidy and easily managed.

Though some of us might be ardent gardeners, with a veg plot, greenhouse and neatly mowed lawn, it seems that tastes have changed over the years, and we yearn for that outdoor living space. We want to be able to entertain out there, have room for a table, chairs and parasol, Jacuzzi, and sun loungers and possibly a place where children might play safely, which these days includes space for a trampoline!

For those of you who have an investment property that you rent out, you really don't want the maintenance of the garden to become an inconvenience and in the majority of cases the maintenance of your garden will be the responsibility of your tenant. In order to make life easier for both you and your tenant it is worthwhile simplifying the garden lay out by installing a neat patio, reducing the size of your lawn by using decking or gravel and instead of weedy borders, invest in some pots which can be kept tidy and manageable.

It seems therefore that we might profit from maintaining a neat and tidy area around our home, and then... if we do get some sun, we can lie on our sun loungers watching our property investment grow... rather than those weeds!

As I always say in my newsletters, property investment, like any other investment is subject to market fluctuations but there are some wonderful local companies who can guide you through the jargon and help you to make the correct decision for your own financial circumstances.



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