Selling your home: questions to ask

If you are thinking about selling to a property company or quick-sale buyer, these questions help you compare offers fairly. They apply to every buyer, including us.

> A direct sale to a property company is usually below open-market value. We recommend you take independent advice and compare any offer with an estate agent's valuation.

About the buyer

- Are you buying the property yourselves, or passing it to another buyer?
- Can you show proof that the funds are available?
- Are you a member of a property redress scheme, and what is your membership number?
- Are you registered with HMRC for anti-money laundering supervision, if your business needs to be?

About the offer

- What exactly is the offer, and what could change it after a survey or valuation?
- What fees are there, who pays them, and can I have them in writing?
- How does the offer compare with at least one independent estate agent valuation?
- Is there a deadline, and why? Be wary of pressure to decide on the spot.

General information only, not legal, financial, mortgage or debt advice. Check the official sources for current rules. AFV Property Services is the trading name of [Registered company name, number and office].

About the legal side

- Can I use my own solicitor or conveyancer? You should always be able to.
- What happens if the sale falls through? Would I owe anything?
- When would the money reach me, and what has to happen first?

Your options, in plain terms

- **Estate agent:** marketing to the open market, usually the highest price but slower and less certain.
- **Auction:** a fixed timescale, with fees and a reserve price to agree.
- **Direct sale to a company:** often quicker and simpler, usually at a lower price.

AFV's role: AFV may buy your home directly or introduce you to a buyer [role to be confirmed]. We will tell you which, in writing, before you agree to anything. Fees: [to be confirmed], shown up front.

Sources

- GOV.UK, How to sell a home: https://www.gov.uk/government/publications/how-to-sell-a-home
- Competition and Markets Authority, quick house sales sector: https://www.gov.uk/cma-cases/providers-in-the-quick-house-sales-sector-investigation
- GOV.UK, Redress schemes for property agents: https://www.gov.uk/redress-scheme-estate-agencies
- The Property Ombudsman: https://www.tpos.co.uk/
- Property Redress Scheme: https://www.theprs.co.uk/
- Law Society, Find a Solicitor: https://solicitors.lawsociety.org.uk/