



6 Selling Options

How the Vale of Glamorgan Council can assist

If you own a property that is currently empty and want to sell it, you can inform the Empty Homes and Loans Officer and the property details will be forwarded to the Vale of Glamorgan Council (Housing team) and the partner Registered Social Landlords who may be interested in purchasing an empty property and/or land.

if a property is empty and it is in a state of disrepair, you may be eligible to an interest free housing loan to assist with the renovation and repair costs before or after sale

In addition, the Council hold a list of private landlords and investors who may be interested in purchasing empty property and we can ensure that your property details are circulated to interested parties.

If a potential buyer is found, this sale becomes a private matter between both parties. We recommend that you obtain legal advice and an independent valuation of the property when negotiating and agreeing the terms of sale.

Contact the Empty Homes and Loans Officer if you want your empty property to be included in the list of empty properties that may be available for sale or if you are a private landlord/investor that is looking to purchase property.

Selling your property though a private estate agent

The process of selling a property can be made easier by using a private estate agent to help sell your property by:

- Valuing the property and advertising it in the best way in order to target suitable buyers
- Arranging viewings of the property and to show potential buyers around
- Receiving offers from potential buyers and help to negotiate offers
- Advising you on any improvements that could be made to the property to help achieve a sale.

There are a number of estate agents that operate in the Vale of Glamorgan Council. You are recommended to ensure that the estate agents you contact are members of the National Association of Estate Agents (NAEA).

To find suitable Estate Agents go to <http://www.naea.co.uk/find-agent.aspx> and specify your search area and a list of agents will be provided. For full Estate Agent's contact details, click on their name.

Contact details of suitable estate agents can be found on the following website

The National Association of Estate Agents (NAEA Propertymark)

www.naea.co.uk

Selling your property by auction

What are the advantages of selling my property at auction?

One of the great advantages of selling a property in auction is that auctions have a targeted audience made up of developers, cash buyers, investors and portfolio landlords.

Unlike selling via an estate agent, once the gavel falls the purchaser has a legal obligation to complete the sale of the property. This eradicates the complication of a prospective purchaser withdrawing from the sale as can happen when a property is sold subject to contract via the estate agency method.

There is also the added benefit of speed of sale by selling at auction. Once the sale has been agreed, it usually only takes 20 working days for completion. With realistic guide prices it is also the best way to achieve a good sale price.

Although a guide price will be determined by the auctioneers, a minimum price can be set by the seller.

How do I decide which auctioneer to use?

There are numerous auctioneers that sell properties within the Vale of Glamorgan. Most auctioneers cover South Wales or the whole of Wales and hold auctions on a monthly or quarterly basis in various locations.

Property auctions:

Property auctioneers by area and auction dates can be found on the following website:



www.propertyauctionaction.co.uk

Auctioneers typically charge around 2% - 3% plus VAT of the sales price achieved which may be subject to a minimum fee. Some auctioneers request an upfront catalogue /entry fee of around £200 - £300 plus VAT. The seller is also responsible for paying for a legal pack to be prepared prior to the auction which may costs around £300 plus VAT.

