

Location, Location, Location

Our independent building surveyors offer residential building surveys often known as Structural Surveys, Home Buyers Reports and Specific Defects Reports if you have a property problem, i.e. condensation, wet rot, dry rot, cracking, etc. Please Free phone 0800 298 5424 for a friendly chat with one of our Surveyors.

Caveat Emptor

Caveat Emptor means Buyer Beware and the buyer should be aware that they have the liability to have a building survey carried out to identify any problems within the property.



Sketch of a new house

The famous phrase: there are three things important about property, location, location, location.

We feel this phrase very much sums up the property market, but not in the usual way. We would say that location, location, location relates to three different types of location:



Victorian properties with splayed bay windows

Location: the place

By this we mean where the property is located. For example, is the area near good schools, transport links, such as a motorway or train line, or is it on the waterfront? All of these locations affect the value of the property.



This house is close to a school as the rear garden backs onto the playing fields. Also has the benefit of not being overlooked.

Location: where it sits in the market

By this we mean is there a requirement for that type of property in that area, i.e. two and three bedroom bungalows are very popular in seaside retirement areas and intend to fetch a premium, apart from in areas where there is an oversupply and simply more bungalows than there are people wishing to buy them.



Bungalows such as this are popular in seaside retirement areas

Equally a three or four bedroom house located near a school would suit a family and therefore be located in the right place and also there may be potential in the location, i.e. if you have a two bedroom bungalow in a road that typically has four and five bedroom properties location may offer the potential to simply knock the bungalow down and build a house.

Location: the market

Other factors are present; the position of the property market overall is very important, as the property market goes up and down then the market goes up and down. At the start of a growing market there is potential for the property to grow in value and valuers and surveyors tend to be more optimistic in a growing market and more pessimistic in a falling market, which interestingly adds to the speed at which the market grows and the speed at which the market falls

How do I get the most for my property in any market?

Research has shown over many years that purchasers make decisions very quickly with regard to which properties they want to buy. Initially it will be when they view the property in a photograph in the property section of a newspaper or in the estate agent's window, or on the internet and it is very important to have what is known as kerb-side appeal.



Kerb appeal is important. A well maintained house and tidy garden could make all the difference.

Selling your house and kerb-side appeal

You could improve the kerb-appeal by tidying the garden, adding plants and hanging baskets, if appropriate, or simply removing caravans! In fact this first stage is so important to the estate agent that they consider it a conversion if they manage to arrange an appointment with you at the property.

Again, when you go to view the property the decision is made up very quickly and the kerb-side appeal in real life, so to speak, is very important. You will be assessing all sorts of things that you are not aware of.

For example, as you drive into the area you will be noting how tidy the gardens are, the type of cars, any schools nearby, any playing fields, depending upon what your requirements are. As you approach the specific house again you will have a feel for the area. Getting out of the car you are making a comparison with what you thought the property would be like compared with what it is actually like and its location when you are really there. You will also make a very quick decision on the property when you are in the hallway and also dependent upon how you get on with the owners if they are there, or the estate agent.



Well maintained Georgian houses with good kerb appeal



Hallways are where quick decisions to buy the property can be made

Selling your house and the smells

There has been much written about the importance of having freshly cut flowers and having coffee or baked bread smells. We certainly believe this is true, but equally we believe it is very important to present a tidy house, but not too tidy, a show home house can also be off-putting. We would term it as a tidy lived in house. Yes, it is a pain to tidy up the house every time someone comes to look round and yes, it is even more of a pain if they



Keeping the house tidy and smelling nice can make it easier to sell as with this Victorian property

cancel at the last minute or if the estate agent hasn't checked what position they are in, i.e. can they move in the time frame that you want them to move in, or are they in a long chain of other buyers, etc, etc.

If you are not careful the amount of effort you make on the first time you have someone round is very different to the amount of effort you make on the twentieth time you have someone round. Yet equally they are, in theory, as likely to buy.

You also need to brief the estate agent and get on well with them. Regardless of what you think of the estate agent you need to understand that you are working together to sell the house and therefore anything that you can help them with is great. We recently saw one house where the owner had kindly put labels on things, such as nice big loft space. This is possibly going too far but it is definitely worth briefly the estate agent and re-briefing them as to the benefits and features that your property has, as they will no doubt have seen half a dozen to a dozen properties that day and possibly sold similar properties.



Independent Surveyors

If you truly do want an independent expert opinion from a Surveyor, with regard to independent valuations, mortgages, mortgage companies, building surveys, structural surveys, engineers reports, specific defects reports, structural surveys, home buyers reports or any other property matters please contact 0800 298 5424 and we will call you back.

Examples of our Building Surveys

If you would like to see how our building surveys can help you with property problems then we can supply examples of these via email. The surveys contain photos, sketches and definitions to help explain the issues that have been found at the property as well as the Executive Summary that highlights the main problems as well as the associated costs.

Our Good Bad and Ugly Surveys

We call our building surveys the Good, the Bad and the Ugly survey. This has been developed over a long period of time and separates problems and characteristics of the property into, good, bad and ugly sections. One of the

main features of our surveys is that they are easy to read and describe the issues in plain English.

Ovals and circles

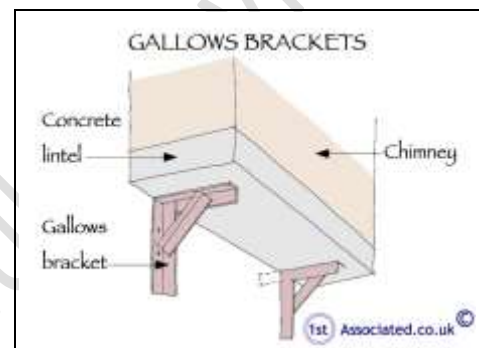
The circles and ovals are a system that we use within our structural surveys and building surveys to highlight problems and issues and to better explain them.



Gallows brackets

Our sketches

In addition to this if the photographs do not explain the problem enough, then we include one of our own copyrighted sketches to explain the problem further such as in the adjacent sketch.



Gallows brackets

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