

Does it have to be a hard sell?

Having trouble selling your equestrian property? Chartered Surveyor, Iain Skinner, helps you to stop potential buyers from shying away

For the last 15 years, property sellers have been able to ride a rising property market, with many properties selling on the first weekend of viewings. Now that the financial markets are turning and there's a faltering of the residential property market, sellers and their agents will need to work harder to achieve a sale.

Legal issues

You'll need to have an up-to-date Home Information Pack (HIPs) before the house goes on the market, but it's worth checking your deeds to ensure there aren't any restrictions or access problems, which could be dealt with before it goes on the market.

Planning issues

Look at the records for your property to see if all the buildings and changes of use have been approved by the Local Planning Authority. If not, you need to consider applying for a retrospective application, or a certificate of lawful existing use or development. Also, it's surprising how little imagination some buyers have, and a planning application for a groom's annexe, manège or extension may make the difference on a sale.

Presentation

Ensure that the muck heap is tidy and of reasonable proportions, and get as much as possible taken away. Make sure that all the minor repairs are done, and check there are no rats in the feed shed. Painting costs very little and can have a great impact, so smarten everything up.

Practical issues

With regard to paddocks, try to put down scalping in muddy gateways, remove weeds and get the fields topped. Make sure the gates swing easily and the fences are repaired.

If you have horses at home, do you have a horsebox or trailer suitable for the move? If not, how much will one cost? And if someone wants to purchase in a hurry, is there somewhere the horses could go at short notice?

Price

It is key that you have a realistic idea of what the property is worth, so check websites and speak to other equestrian contacts. Once the property is in a saleable condition, you need to choose your agent. Consider the agent's package of



fees, connections to websites, including www.rightmove.co.uk and www.primelocation.com, and the company's own website. The agent should also have the expertise to consider where additional value is likely to come from and how this can be achieved.

Method of sale

The method of sale should be agreed between you and the agent, and you should consider whether a straight sale is appropriate, sale by sealed bids or a sale at auction.

For more information, contact Iain Skinner from Acorus Rural Property services Ltd, Chartered Surveyors & Planning Consultants, on ☎ 0113 2321095, or visit www.acorus.co.uk

Click on to
www.horseandrideruk.com
 for a fantastic selection of
 equestrian properties for sale

It can make a real difference
 if your equestrian facilities
 are in good condition