

WHAT TO LOOK OUT FOR WHEN VIEWING A PROPERTY



AN ESSENTIAL GUIDE
FROM PURPLEBRICKS

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Choosing the right property can be one of the biggest decisions of your life. Here's our guide to the 'do's and don'ts' of viewing a property.

Most people take less time looking around a house than they spend getting their weekly shopping in the supermarket. In fact, a recent survey found that it takes the average person just 25 minutes to make the decision to buy a property whilst at a viewing.

Estate agents don't help when most turn up late, open the door, show you the main rooms if you are lucky, highlight negatives as positives and quickly move people from room to room. These kinds of viewings don't help the seller or the buyer.

Here are some of our top tips for a successful viewing:

- Try not to fall in love with a house too quickly as you look around - you risk overlooking potential problems and making a rash decision.
- Make multiple viewings of the property, preferably at different times of day. A property that appears to be in a

nice quiet area when you viewed it at a weekend, might be a busy thoroughfare during the week.

- If you're not familiar with the local area, take some time to walk around, see where pubs and restaurants are located and read the comments on local facebook groups.
- When viewing a potential new home, it's easy to focus on the inside of the property, and overlook possible issues outside. Make sure you fully inspect the exterior of the property, especially for damp, hairline cracks, loose tiles or cracked windows.
- Check that the fixtures and fittings all work - try the lights, taps and anything else that will be included in the sale.
- Don't be afraid to move furniture or rugs - sellers can sometimes place these strategically to cover up a damaged carpet or damp.
- Beware of smells! A musty smell could mean damp.

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Once you have decided you'd like to make an offer on a property, communication is key. The seller wants to sell their home for the best possible price to someone who has their eyes wide open because the last thing they want is to take their property off the market and instruct lawyers only to find that later the sale falls through. The purchaser is left with fees and charges for searches and lawyers that just add to their disappointment and further restrict their finances. Buyers should take their time, talk to the seller and get a real feel for the property.





Unlike traditional estate agents, at Purplebricks we encourage direct communication between seller and buyer and have a facility for them to safely and securely communicate with each other online. Properties sell quicker where the parties communicate directly and there are less fall throughs and less cash wasted by both parties. Some estate agents pressure buyers to view quickly and offer quickly because they are paid commission on a sale. We have heard it all before - "get an early offer in, dip your toe in the water and see what they will take, there are several others viewing and several looking to offer so you will have to be quick". These sales often fall through leaving everyone disappointed.

Sound, professional, local, honest and transparent advice as provided by the Local Property Experts at Purplebricks is key. Estate agents tend to give a value that will win them the business. Experts give advice as to what the property is really worth and where there may be potential issues. They provide an understanding as to how such issues might affect price or cause a delay or a problem down the line. They will know what buyers are looking for in the local area. A great viewing is key to seller and buyer and will make a difference to both of their peace of mind and their pocket.

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