

Five Top Tips: COVID-19 and Rural Property Sales

The country is on lock-down, however this should not mean that your plans are completely on hold. One of the most important elements to a sale is the preparation. Professionals and clients are better connected than ever; so now should be the time to undertake crucial work to ensure that when sale time comes, it has maximum impact and ultimately the very best result.

- 1. Paperwork:** It is never too early to get your house (or farm) in order. Speak to your solicitor to ensure the Title(s) to your property are accurate and up to date. Is there a boundary that needs properly defining or a right of way that requires clarification? Time spent now can greatly reduce unnecessary delay when it comes to agreeing a sale.
- 2. Maps and Plans:** Despite reduced business practices during COVID-19, most professionals are working and have access to their IT systems. Why not take time to draft sale plans and maps of the property ahead of a likely sale. Plans, showing boundaries, field numbers, areas and land-use are so important in a sale. One less job to do nearer to launch day. Get these checked with your solicitor and overlay them with the RPA plans. Don't forget drainage maps too.
- 3. First impressions:** They really do count. Deal with the storm damage from the winter weather – roofs on farm buildings, trees that require attention and ditches that are full of debris. Not only will this help make the property more appealing when it comes to viewings, it means that a new owner doesn't have to undertake these jobs when the property is sold. And that old Paraplow peeking out from behind the nettles... time to go!
- 4. Cropping; old and new:** Buyers will want to understand how the property is farmed. Draw-up a schedule of the last five-years' cropping and the plan for next year. With the dreadful winter weather the 2020 harvest plans may well have altered significantly, so update these as accurately as possible.
- 5. Compliance:** Selling a property that is not listed? Then you'll need an Energy Performance Certificate (in some circumstances you may need them for the farm buildings or diversified enterprises too). A specialist surveyor can do this for you and while they are there, commission floorplans and block plans of the property and buildings. Your agent and solicitor will also need to carry-out Anti-Money Laundering checks – don't be offended, but it can take time, so start early.

To receive our complete and comprehensive 20-point checklist guide for preparing rural property for the market, please do get in touch:

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