

Off Market Sales Double

The process of selling 'top end' properties off market has doubled over the past two years, according to research by the Sunday times. (22nd April 2007.) This inevitably means that if you are looking for a property at the higher end of the market, then you are not seeing all that is available.

By the time a property hits the traditional market, you will be competing with many other buyers. If you wait for the details to be delivered to your door then you are probably too late.

Selling agents, marketing higher value properties, have reported increased off market sales to clients who are holding cash and can complete quickly. In a number of cases a select handful of clients will be informed of the property way before other registered clients.

The use of property search agents and relocation agents has tripled in the last 20 years and they can offer guidance on any premium to secure a property. Agents will be looking for proof that prospective purchasers are in a position to proceed quickly.

The advantage to sellers is the opportunity to sell discreetly and quickly. From the outset they will know that interested purchasers are in a position to make an offer. Taking this process a stage further; a number of search and relocation agents hold details of property owned by sellers wishing to sell privately and outside of the high street agency.