

We sold our house in 18 days by David and Jackie, Bonchurch, Isle of Wight

It can be done if both seller and buyer are of like minds.

We had a Grade II listed Victorian Villa on the Isle of Wight and struggled for several months to find a buyer, even though we employed four estate agents, the majority of interest came from people that had not sold their own properties.

We were determined to hold out for a cash buyer, and when one came along it was all systems go. We had somewhere to go and they were staying with friends, so initially we set a target of 14 days to exchange, and because they trusted us that all refurbishments were satisfactory, there was no survey. This was a big advantage in getting matters sealed quickly, no haggling, all that was done before, and even most of the furniture was sold with the property, in America they call it a turnkey sale. Often furniture is bought specifically for a property, so why try to take it with you when it probably won't fit in the new house, and it saves considerably on your removal costs. Much to the solicitors' disgust we stuck to our guns and the deal was done in 18 days.

David and Jackie, Bonchurch, Isle of Wight

Now why don't we employ the same system used in many other countries?

You find the property that you are looking for, you make an offer, and the offer is accepted. You have 8 days to change your mind, and that could be because you have done some desktop studies and find a problem. If there is no reason to back out, you put down a holding deposit of between one and five thousand, and exchange of contracts are 28 days after that. Completion would be anything between a few days and six weeks. When everybody works to the same system there is no stress