

10 Questions to Ask Your Estate Agent at a Property Viewing



Your Guide



When you're viewing your dream home, it's easy to get caught up imagining how you'll personalise the space.

However, making the most of your viewing means asking the right questions to decide if this home is truly the right fit for you.



Here are 10 essential questions to ask estate agents during a property viewing

1. Why is the owner selling? 🤔

The answers to this question can offer valuable insight. Many homeowners sell for reasons like needing more space, downsizing, or moving. A vague answer may indicate potential issues with the property or the surrounding area. If the seller needs to move quickly, they might be more open to accepting a lower offer.

2. How long has the owner lived there? ⌚

If the owner hasn't lived in the property long or if it has changed hands often, this could raise red flags. You might want to ask about noise levels or neighbourly issues. Conversely, if the owner has been there for a long time, they may be more selective about who they sell to, so be prepared to make a compelling offer.

3. How long has the property been on the market?

A property that has been listed for months without any offers or has seen a price reduction should be scrutinised. Understand whether the property is simply overpriced or if potential buyers uncovered issues during the survey phase.

4. Has the seller found a new home?

Knowing if the seller has secured a new property or will be moving into rented accommodation can give you an idea of how quickly the process might progress. Waiting for them to find a new home could lead to delays in your purchase.

5. Have any major works been done recently?

Unless you're looking for a renovation project, you'll want a home that requires minimal work. Ask if any refurbishments have been made, if planning permission was obtained for extensions, and if there have been any past issues like damp or flooding. Enquire about the boiler's last service date and any repair history, as repairs can be costly.

6. What's included in the sale?

Clarifying what fixtures and fittings are included is crucial to avoid disappointment later. Ask specifically about items like garden sheds, kitchen appliances, and other features, as replacing these can add significantly to your expenses.

7. What are the neighbours like?

If any serious complaints have been lodged against neighbours; the estate agent just disclose this information. Understanding the type of neighbours you'll have - whether they're families, professionals, or students - can give you insight into the community. Meeting potential neighbours can also help you gather information about the property and area.

8. Have any offers been made so far? 💰

While the estate agent can't disclose specific offer amounts, they can indicate whether offers are below, at, or above the asking price. This information helps you gauge your offering strategy and whether a bidding war is likely. Checking the Land Registry for property value history can also provide context if there's been a significant drop.

9. If it's a leasehold property, how long is the lease and what are the service charge and ground rent? 🏢

For leasehold properties, it's crucial to ask about the lease duration and associated costs. Properties with less than **80 years** remaining on the lease can be challenging to sell or remortgage. Extending a lease can be costly, and the service charge and ground rent can affect your budget significantly.

10. What's the minimum price the seller would accept? 👁️

While this question may seem bold; it could save you money. If the seller is motivated to sell quickly, they might provide you with a figure or indicate a willingness to negotiate.

