

Property Problem Solver

How do you establish the best price for a property?

The best price for a property is when all parties feel they've got a good deal, and are anxious to hold it together. If either the buyer or the seller feels they're being dealt a bad hand, they're likely to be more awkward.

Top tips

- Don't show off. Turning up to viewings in a brand new top-of-the-range car won't help when it comes to negotiating.
- Do your research and present a good case for any reduction in price.
- Present yourself as the best possible buyer in terms of availability of cash and timing.
- If you're going to make a cheeky offer, be polite. Ridiculously low offers are sometimes acceptable, but you have a better chance if you're charming.
- Determine the trigger point at which the vendor would be prepared to sell. Try to find out the vendor's circumstances and how desperate (or not) they are to move.
- Let the vendor know you're serious.
- Get your solicitor and surveyor lined up, and confirm your finances to the vendor.
- Set a deadline on your offer.

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New 'green grading' from Classic Cottages

A new scheme which green grades environmentally friendly properties in Somerset has been launched by specialist holiday lettings company Classic Cottages, which has rated 16 of its properties across its portfolio in Cornwall, Devon, Somerset and Dorset so far.

The scheme identifies cottages where steps have been taken to be kinder to the environment and create less of a carbon footprint. Qualifying properties are identified with the 'Classic Green' leaf logo.

Tamsin Kinch, who owns Bumble Bee Barn in Halse, said: "We are delighted to be part of the scheme. We were already doing many of the things in our family home and this translated well into how we run our holiday home." classiccottages.co.uk

"We don't see the market changing up or down over the coming months. Correctly priced and actively marketed homes will sell – getting the marketing and the pricing right is still as critical as ever" Napoleon Wilcox, Webbers Fine & Country

A Haven for Horse Lovers

There are some amazing properties with superb equestrian facilities currently being marketed by Knight Frank in, or on the edge of, Exmoor National Park. Higher Thorne is situated in the heart of the moor near the popular village of Exford. It's a delightful family home with six bedrooms plus stables and superb views over its 107 acres of land and the surrounding countryside.

Newland House is close by in Withypool and is for the serious horse-lover, with its stable block with five stables, tack room, outdoor manège, paddocks plus about 380 metres of fishing on the River Barle. Also at Withypool, Waterhouse Farm offers outstanding equestrian facilities plus business potential with its stabling for up to 17 horses and a truly magnificent 48m x 22m indoor riding school. There's well-fenced pasture and paddocks extending to around 40 acres and direct access to glorious open moorland and frontage to the River Barle. The beautifully refurbished, five-bedroom period farmhouse is believed to date back to the 1600s. If you're a horse lover, any of these properties should set your imagination alight as to the possibilities of an idyllic lifestyle on enchanting Exmoor. Knightfrank.com

