

# Selling With Certainty

## A Short Guide For Vendors

Most property sales don't fall through at the start. They fall through after an offer is agreed, when a buyer's survey raises issues the vendor is seeing for the first time. That late uncertainty is one of the main causes of delays, renegotiation, and failed sales.

You can reduce this risk by commissioning a RICS Home Survey before marketing.



## Get Insight Into What A Buyer Sees



A RICS Home Survey allows you to see your property through a buyer's eyes. It helps you to:

- understand what is likely to be raised later
- deal with issues calmly, rather than reactively
- price and market with clarity
- avoid surprises after an offer is accepted

## What You Will Receive

You will receive a written RICS Home Survey report setting out:

- issues or defects that may concern a buyer
- recommendations where further investigation is advised



How you respond is entirely your choice. You may decide to carry out works, obtain quotes, adjust your price, or take no action at all. The purpose of the report is to give you clarity and control — not an obligation.



## One Step Back, Two Steps Forward

Arranging a RICS Home Survey before advertising can feel like slowing the process down.

In reality, it often saves time overall.

A short pause at the beginning can prevent far longer delays later, when uncertainty is harder to manage and chains are more fragile.