



SELLING IN A DOWNTURNED MARKET

We at Sell Property in Spain always advise our clients on how best to sell in a downturn. If you are looking to sell in Spain here are a few tips that will definitely assist you.

PRICE

Be realistic; if you are in equity and need to exit make sure you price keenly, remember you're only playing with your profit. If you are in equity and have no real need to exit but wish to maximise your investment, take your property off the market and wait for the upturn.

If you are in negative equity, and need to exit, talk to an expert before you sell as you could save yourself thousands by thinking strategically, and certainly never panic sell as there are plenty of sharks out there just waiting in the wings!

APPEARANCE

If you are selling and live in the UK make sure both your exterior and interior is well presented; a majority of buyers say no to a property before they get in the front door!

Have someone tidy the garden, water the plants and clean the shutters. Make sure the inside of the property is aired before viewing. We have recently taken on a seller whose previous estate agent hadn't been to the house before taking prospective buyers. He opened the door and two inches of water came pouring out – the house was flooded and stunk of damp and nobody had checked beforehand. Needless to say a sale wasn't achieved. It was only thanks to his next door neighbour that he discovered the level of care he was getting from his estate agent.

If you need someone to show your property to prospective buyers please make sure they are reliable and on your side; showing your property in a positive light, you'll be surprised the amount of so called mates who will rubbish your property.

If you can stretch to a paint job, even better. The fresh smell of paint in a resale always increases your chances. If you rent the property, and you can afford to, then stop whilst trying to sell. Nobody likes viewing a property whilst tenants are barbecuing in the garden.

If your property is furnished then sell it furnished if you can because it really helps the selling process and saves you a lot of work in clearing out.

If you can be around to show your own property then do so; no-one will promote your home like you and the buyer likes to see the seller at some stage during the process.

If your prospective buyer is Spanish and you don't speak the language make sure you have someone there who does. Imagine going to buy a home in Surrey and the owner speaks no English; it would definitely put you off!

Don't use a typical Estate Agent, they will do their own deal and somewhere along the line it will cost you thousands.

Expand your mind as to who will buy your property; most of our enquiries come from Germany, Holland and France as the Euro/Pound problem does not affect them as it does us Brits. They also seem to be riding this recession a little better than us. Remember, these are not your future friends; they are buying your property, so forget World War Two!

If you follow most of our tips you will increase your chances of selling considerably. Keep in mind that there is so much choice out here; so the better your property looks the more people will want it.

For more advice on selling in Spain please feel free to call us at anytime, our advice is free.

Buena suerte!

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MICHAEL CASHMAN MEP VISITS LTI VEHICLES

On 28 May Michael Cashman visited LTI Vehicles to get an update on the company and a greater understanding of how the regional automotive industry is managing in the current downturn. He has recently been appointed as the Labour lead member of the Working Group on the European Car Industry and is responsible for representing the West Midlands automotive industry at the Group.

During his visit, Michael met with John Russell, CEO of Manganese Bronze Holdings, the parent company of LTI, and current CBI Chair for the West Midlands, to discuss LTI's current position in the

global downturn. LTI have undertaken a number of proactive measures to put the company in a better position to work through the current downturn and continue with the long-term strategy to transform LTI into a global brand.

"I'm pleased to be able to support a Great British company as it develops its business in Europe and to ensure that British companies based in the West Midlands, like LTI, have a voice in the corridors of power in Brussels" said Michael Cashman. John Russell, CEO of Manganese Bronze Holdings, said: "We are pleased to be represented by Michael in Brussels. It is important that our regional MEPs are supporting local business in the current economic climate, which has severely affected the automotive sector in the West Midlands."



NOTICE TO ALL DRIVERS ATTENDING THE LONDON TAXIDRIVERS' FUND FOR UNDERPRIVILEGED CHILDREN'S OUTING TO SOUTHEND-ON-SEA ON FRIDAY 14TH JULY 2009

We are pleased to inform all drivers attending our Southend-on-Sea Outing on Tuesday 14th July 2009 that they will all be entered into a draw to win an over night stay for two, including breakfast, at one of London's top hotels, the Connaught Hotel, Carlos Place, Mayfair, W1. The draw will take place on the day of the outing at the Cliffs Pavilion, Southend-on-Sea.

We look forward to seeing you all and hope more drivers will join us.

In case you have any doubts, we welcome all drivers with liveried taxis, coloured taxis and those that have adverts on. This applies to all our outings. As well as giving a great deal of pleasure to 300 'special needs' and underprivileged children, we promise you will have a brilliant and fun-packed day out yourself.

WITHOUT YOU THERE ARE NO OUTINGS
SO PLEASE CONTACT OUR DRIVERS' LIAISON:
Susan Angel on 07958 280881
OR ENTER YOUR DETAILS ON THE VOLUNTEER PAGE
OF OUR WEBSITE AT www.ltfuc.org.uk