

# SELLING YOUR HOLIDAY LODGE PRIVATELY

## Frequently Asked Questions



### **DO I NEED TO LET THE PARK OWNER KNOW THAT I WANT TO SELL MY HOLIDAY LODGE?**

Yes, it's essential to let the park owner know about your intent to sell and that you are putting your holiday lodge on the market privately. Depending on your agreement, the park may have first refusal on purchasing your holiday lodge.

### **WILL NEW SALES AGREEMENTS NEED TO BE RE-WRITTEN?**

Yes, your park will create a new set of documents for the new purchasers.

### **IS WESTCOUNTRY RESORTS LIKE AN ESTATE AGENT?**

Yes: We place an advert for your holiday lodge on our website and arrange viewings just as an estate agent would.

However, the main difference is we:

- specialise in sales and marketing for holiday lodge owners and we understand what ownership has to offer.
- understand the relationships between the seller, park owner and new buyer.
- liaise with the park to ensure the new buyers have the right information and relevant paperwork.
- work with you to agree a sale price for your holiday lodge, take pictures and find your potential new buyers.
- negotiate on your behalf.
- guide them through the whole process and explain all of the ongoing running costs and park rules.

We have different sales options available so please contact us to discuss which package is right for you.

### **WHAT PAPERWORK / AGREEMENTS DO WESTCOUNTRY RESORTS USE?**

A document called an 'Agreement to Sell' is drawn up which highlights the following: Your name, holiday lodge details, listing price, licence period, park details and what is included within the sale of your lodge (decking, furniture, fixtures fittings, additional items to be left in the unit). This document is agreed by both parties before the lodge is listed. This forms our working agreement between you and us.

### **IS THERE ANYTHING ELSE THAT WE NEED TO DO?**

No, you can leave everything with us. Once the park owner has been informed, the Agreement to Sell has been completed and the marketing package has been arranged and paid, we will arrange with you to take the pictures. Our team will create a listing and we will answer any queries and arrange viewings on your behalf.

### **WILL WE GET TO KNOW THE OUTCOME OF ANY VIEWINGS?**

We will always provide you with feedback from all viewings, both good and not so good. We will make recommendations as we progress.

### **CAN I SELL MY HOLIDAY LODGE IF I HAVE FINANCE?**

Yes you can, however, you will need to obtain a settlement figure from the finance company at the date of sale. Any amount outstanding on finance will need to be cleared before ownership can be transferred.

## **WILL THE PARK OWNER NEED TO MEET THE NEW BUYERS?**

Yes, it is standard practice for the park owner to meet any new purchasers being introduced to their park. This is something we will arrange for you.

## **HOW DOES THE PAYMENT PROCESS WORK?**

The norm is for the purchaser to pay the park. After this, the deductions are made for any outstanding amounts on your account. For example, pitch fees and utility bills. Any outstanding finance will need to be settled. You will then receive the payment directly from the park once everything has been processed.

## **WHO CREATES ANY NEW SALES AGREEMENTS OR PAPERWORK?**

Standard practice is for the park to create this, however we are familiar with BH&HPA purchase and license agreements and can create these if required.

## **HOW IS MY HOLIDAY LODGE VALUED?**

The basis for any valuation is mainly due to the following factors:

- **The park, its location and facilities**
- **The remaining license period**
- **Make and model of the lodge**
- **The condition and what additional items are included within the sale such as decking.**

When valuing holiday lodges, we look at other parks or units in the area and use our commercial knowledge to provide a recommended price point to market your lodge. Ultimately, this is your final decision.

The price we recommend will be the value we feel you can achieve for your holiday lodge.

## **WHAT ARE THE COSTS ATTACHED TO SELLING MY HOLIDAY LODGE PRIVATELY ON THE PARK?**

Holiday parks usually apply a charge for lodges being sold on their park. This is normally called a "transfer fee" and has additional VAT added. The percentage is calculated on the retail price obtained for the lodge.

Please check your parks and terms and conditions as this percentage may vary.

## **DOES MY HOLIDAY LODGE NEED TO HAVE A GAS OR ELECTRIC SAFETY TEST BEFORE THE SALE COMPLETES?**

Yes, it will provide your new purchaser with confidence and peace of mind that the lodge they are buying has been kept up to date with safety checks. Annual safety tests are always recommended for all holiday lodges.

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If you have any further questions, please do not hesitate to call on **01392 271 222** or contact us at **[info@westcountryresorts.co.uk](mailto:info@westcountryresorts.co.uk)**

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