

SELLING YOUR STATIC CARAVAN PRIVATELY

Frequently Asked Questions



DO I NEED TO LET THE PARK OWNER KNOW THAT I WANT TO SELL MY STATIC CARAVAN?

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

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 static caravan on our website and arrange viewings just as an estate agent would.

However, the main difference is we:

- specialise in sales and marketing for static caravan and lodge owners and we understand what ownership has to offer.
- understand the relationships between the seller, park owner and new buyer.
- liaise with the static caravan park to ensure the new buyers have the right information and relevant paperwork.
- work with you to agree a sale price for your static caravan, 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, static caravan details, listing price, licence period, park details and what is included within the sale of your static caravan (decking, furniture, fixtures fittings, additional items to be left in the unit). This is all signed off before the static caravan is listed. This document 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 and will make recommendations.

CAN I SELL MY STATIC CARAVAN 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 STATIC CARAVAN 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 static caravan**
- **The condition and what additional items are included within the sale such as decking.**

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

decision. The price we recommend will be the value we feel you can achieve for your static caravan.

WHAT ARE THE COSTS ATTACHED TO SELLING MY STATIC CARAVAN PRIVATELY ON THE PARK?

The industry standard is 15% of the selling price plus VAT, this is usually called the 'transfer fee', which is paid to the park. Please check your park's terms and conditions as this percentage may vary.

Here is an example of how this looks:

Static Caravan sale price:	£10,000
Transfer fee:	£1,500
VAT (on the transfer fee):	£300
Total due to the static caravan owner:	£8,200

DOES MY STATIC CARAVAN 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 static caravan they are buying has been kept up to date with safety checks. Annual safety tests are always recommended for all static caravans.

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



www.westcountryresorts.co.uk